

**Banco de los Trabajadores**

**Financial Statements**

**September 30, 2019**

(With the Independent Auditor's Report on Review of Interim)

**KPMG**

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## **Independent Auditor's Report on Review of Interim Financial Statements**

### **To the Shareholders of Banco de los Trabajadores:**

We have reviewed the accompanying balance sheet of Banco de los Trabajadores (hereinafter referred to as the "Bank") as of September 30, 2019 and the related statements of income, changes in equity and cash flows for the nine months period then ended, and notes to the interim financial statements. Management is responsible for the preparation and presentation of these interim financial statements according to the Manual of Accounting Instructions for Entities Subject to the Surveillance and Inspection of the Superintendency of Banks issued by the Monetary Board. Our responsibility is to express a conclusion on these interim financial statements based on our review.

#### ***Scope of Review***

We conducted our review in accordance with the International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### ***Conclusion***

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements as at and for nine months ended on September 30, 2019 are not prepared, in all material respects, in accordance to the Manual of Accounting Instructions for Entities Subject to the Surveillance and Inspection of the Superintendency of Banks issued by the Monetary Board.

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***Emphasis of Matters***

***Accounting Base***

Without modifying our review conclusion, we draw attention to notes 2 and 3 to the financial statements, which describe the basis of accounting used in their preparation. The financial statements have been prepared according to the basis of accounting established in the Manual of Accounting Instructions for Entities Subject to Surveillance and Inspection of the Superintendency of Banks, which differs in some aspects from the International Financial Reporting Standards.



Lic. Arturo José Aldana A.  
CPA-1379

November 28, 2019



## Interim Unaudited Balance Sheet

As of September 30, 2019 and December 31, 2018

(Figures expressed in Quetzales)

|   | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|---|----------------------------|---------------------------|
| <b>Assets</b>   |                            |                           |
| Cash (note 4)   | 3,095,315,285              | 3,175,155,410             |
| Investments, net (note 5)   | 8,508,524,722              | 7,537,227,762             |
| Loans portfolio, net (note 6)   | 13,812,537,125             | 13,062,519,525            |
| Financial products receivable (note 7)  | 344,109,293                | 336,173,827               |
| Accounts receivable, net (note 8)   | 17,434,778                 | 20,983,615                |
| Foreclosed assets, net (note 9)   | 44,788,163                 | 45,892,899                |
| Permanent investments, net (note 10)  | 73,886,172                 | 73,886,172                |
| Property and equipment, net (note 11)   | 180,685,409                | 177,613,365               |
| Deferred charges, net (note 12)   | 157,069,928                | 185,927,613               |
|   | <u>26,234,350,875</u>      | <u>24,615,380,188</u>     |
| <b>Liabilities, Other Credit Accounts and Equity</b>                            |                            |                           |
| Deposit obligations (note 13)   | 20,623,831,577             | 19,652,386,153            |
| Loans obtained (note 14)  | 1,160,326,500              | 1,160,542,500             |
| Financial obligations (note 15)   | -                          | 598,000                   |
| Financial expenses payable (note 16)  | 54,937,220                 | 30,675,964                |
| Accounts payable (note 17)  | 779,360,157                | 625,217,658               |
| Provisions (note 18)  | 104,463,438                | 50,990,131                |
| Deferred credits (note 19)  | 107,190,835                | 92,737,615                |
| Total liabilities   | <u>22,830,109,727</u>      | <u>21,613,148,021</u>     |
| Other credit accounts (note 20)   | <u>301,061,019</u>         | <u>293,765,007</u>        |
| Total liabilities and other credit accounts                                     | <u>23,131,170,746</u>      | <u>21,906,913,028</u>     |
| Equity (notes 21 and 22)  | 3,103,180,129              | 2,708,467,160             |
| Commitments and contingencies (note 32)   | <u>26,234,350,875</u>      | <u>24,615,380,188</u>     |
| Contingencies, commitments, other liabilities and memorandum accounts (note 30) | <u>18,358,623,121</u>      | <u>17,349,657,530</u>     |

See accompanying notes to the interim unaudited financial statements.

## Interim Unaudited Statement of Income

For the nine months period ended on September 30, 2019 and 2018

(Figures expressed in Quetzales)

|   | 2019<br>Q              | 2018<br>Q              |
|---|------------------------|------------------------|
| Financial income (note 23)                                  | 2,529,123,541          | 2,271,129,352          |
| Financial expenses (note 23)                                | <u>(1,166,132,477)</u> | <u>(1,175,850,344)</u> |
| Net financial income  | <u>1,362,991,064</u>   | <u>1,095,279,008</u>   |
| Service income (note 24)                                    | 29,770,075             | 28,125,534             |
| Services expenses (note 24)                                 | <u>(21,707,219)</u>    | <u>(33,013,556)</u>    |
| Net service income  | <u>8,062,856</u>       | <u>(4,888,022)</u>     |
| Other operating income and expenses, net<br>(note 25):      |                        |                        |
| Other operating income                                      | 1,903,522              | 28,109,630             |
| Uncollectible and doubtful accounts                         | (119,729,221)          | (92,784,366)           |
| Other operating expenses                                    | <u>(90,556)</u>        | <u>(9,698,959)</u>     |
| Other operating income and<br>expenses, net                 | <u>(117,916,255)</u>   | <u>(74,373,695)</u>    |
| Gross operating margin                                      | 1,253,137,665          | 1,016,017,291          |
| Administrative expenses (note 26)                           | <u>(720,033,175)</u>   | <u>(646,672,583)</u>   |
| Operating margin, net                                       | 533,104,490            | 369,344,708            |
| Extraordinary income and expenses, net<br>(note 27)         | 41,086,470             | 21,512,379             |
| Income and expenses from previous periods,<br>net (note 28) | <u>(705,476)</u>       | <u>21,543,958</u>      |
| Gross income  | 573,485,484            | 412,401,045            |
| Income tax expense (note 29)                                | <u>(87,785,649)</u>    | <u>(34,558,651)</u>    |
| Net income  | <u>485,699,835</u>     | <u>377,842,394</u>     |

See accompanying notes to the interim unaudited financial statements.

## Interim Unaudited Statement of Changes in Equity

For the nine months period ended on September 30, 2019 and 2018

(Figures expressed in Quetzales)

|  | 2019<br>Q            | 2018<br>Q            |
|--|----------------------|----------------------|
| Equity:  |                      |                      |
| Paid-in capital (note 21):   |                      |                      |
| Common shares:   |                      |                      |
| Balance at the beginning of period                                   | 42,253,420           | 42,258,840           |
| Increase (decrease) in capital                                       | 1,100                | (3,580)              |
| Balance at period end  | <u>42,254,520</u>    | <u>42,255,260</u>    |
| Preferred shares:  |                      |                      |
| Balance at the beginning and end of period                           | <u>157,582,290</u>   | <u>157,597,290</u>   |
| Permanent contributions:   |                      |                      |
| Balance at the beginning and end of period                           | <u>8,011</u>         | <u>8,011</u>         |
| Capital reserves (note 22):  |                      |                      |
| Legal reserve (note 3 item 1):                                       |                      |                      |
| Balance at the beginning of period                                   | 145,484,152          | 120,936,549          |
| Transfer of earnings from previous periods                           | 25,642,276           | 24,547,603           |
| Balance at period end  | <u>171,126,428</u>   | <u>145,484,152</u>   |
| Reserve for contingencies (note 22):                                 |                      |                      |
| Balance at the beginning of period                                   | 193,159,241          | 151,017,321          |
| Transfer of earnings from previous periods                           | 74,175,955           | 108,388,290          |
| Utilization on final judgements (see note 32b)                       | -                    | (36,601,791)         |
| Balance at period end  | <u>267,335,196</u>   | <u>222,803,820</u>   |
| Reserve for fiscal benefits:   |                      |                      |
| Balance at the beginning and end of period                           | <u>2,927,808</u>     | <u>2,927,808</u>     |
| Other reserves   |                      |                      |
| Balance at the beginning of period                                   | 1,628,024,650        | 1,302,806,151        |
| Plus:  |                      |                      |
| Transfer of earnings from previous periods                           | 296,703,820          | 325,164,869          |
| Transfer of dividends from own shares held by the State of Guatemala | 60,000               | 60,000               |
|  | <u>1,924,788,470</u> | <u>1,628,031,020</u> |
| Carried forward  | <u>1,924,788,470</u> | <u>1,628,031,020</u> |

(Continue)

## Interim Unaudited Statement of Changes in Equity

|   | 2019<br>Q                   | 2018<br>Q                   |
|---|-----------------------------|-----------------------------|
| Brought forward                               | <u>1,924,788,470</u>        | <u>1,628,031,020</u>        |
| Less:   |                             |                             |
| Decrease dividends from previous periods      | <u>(10,731)</u>             | <u>(5,146)</u>              |
| Balance at period end                         | <u>1,924,777,739</u>        | <u>1,628,025,874</u>        |
| Revaluation of assets:                        |                             |                             |
| Balance at beginning of period                | 38,899,938                  | 42,030,528                  |
| Decrease on revaluation of assets             | <u>(2,347,942)</u>          | <u>(2,347,942)</u>          |
| Balance at period end                         | <u>36,551,996</u>           | <u>39,682,586</u>           |
| Fair value on available for sale investments: |                             |                             |
| Balance at beginning of period                | (12,717,842)                | 4,784,712                   |
| Movement of the year                          | <u>27,634,148</u>           | <u>(12,894,330)</u>         |
| Balance at period end                         | <u>14,916,306</u>           | <u>(8,109,618)</u>          |
| Earnings from previous periods:               |                             |                             |
| Balance at beginning of period                | 512,845,492                 | 490,952,052                 |
| Net income                                    | <u>485,699,835</u>          | <u>377,842,394</u>          |
|   | 998,545,327                 | 868,794,446                 |
| Less:   |                             |                             |
| Transfer to other reserves                    | (296,703,820)               | (325,164,869)               |
| Transfer to reserve for contingencies         | (74,175,955)                | (108,388,290)               |
| Transfer to legal reserve                     | (25,642,276)                | (24,547,603)                |
| Dividends decreed                             | (24,011,253)                | (24,014,154)                |
| Board of Directors bonus                      | (15,385,365)                | (8,837,136)                 |
| Balance at the beginning and end of period    | <u>(76,926,823)</u>         | <u>-</u>                    |
|   | <u>(512,845,492)</u>        | <u>(490,952,052)</u>        |
| Balance at period end                         | <u>485,699,835</u>          | <u>377,842,394</u>          |
| Total equity                                  | <u><u>3,103,180,129</u></u> | <u><u>2,608,517,577</u></u> |

See accompanying notes to the interim unaudited financial statements.



## Interim Unaudited Statement of Cash Flows

For the nine months period ended September 30, 2019 and 2018

(Figures expressed in Quetzales)

|  | September 30        |                     |
|--|---------------------|---------------------|
|  | 2019                | 2018                |
|  | Q                   | Q                   |
| Cash flow from operating activities:                         |                     |                     |
| Interest collection  | 2,412,618,687       | 2,201,740,771       |
| Commission collection  | 78,903,156          | 50,617,427          |
| Service collection   | 29,770,075          | 28,125,534          |
| Payment for interests  | (1,080,168,919)     | (1,136,059,820)     |
| Payment for services   | (21,707,219)        | (33,013,556)        |
| Payments for administrative expenses                         | (601,637,029)       | (610,116,722)       |
| Investment in securities:                                    |                     |                     |
| Income from divestment                                       | 30,530,657,450      | 107,823,280,260     |
| Disbursements from investments                               | (31,034,237,847)    | (109,542,844,001)   |
| Loan portfolio:  |                     |                     |
| Income from amortizations                                    | 2,968,033,721       | 6,865,862,426       |
| Disbursements from loans                                     | (2,981,308,446)     | (7,932,463,332)     |
| Deposit obligations:   |                     |                     |
| Income from depositors                                       | 6,798,610,656       | 23,792,797,598      |
| Disbursements from withdrawals of deposits                   | (6,882,396,127)     | (21,360,286,488)    |
| Financial obligations:                                       |                     |                     |
| Expense from redemption or reacquisition                     | (598,000)           | (240,000)           |
| Sale of foreclosed assets                                    | 8,959,493           | 15,511,000          |
| Income tax paid  | (13,191,758)        | (34,286,929)        |
| Other income and expenses (net):                             | 569,316,841         | (29,989,855)        |
| Net cash flows coming from operating activities              | <u>781,624,734</u>  | <u>98,634,313</u>   |
| Cash flow from investment activities:                        |                     |                     |
| Dividends received   | 186,318             | 27,073,215          |
| Income for sale of property and equipment                    | 33,300              | 7,542               |
| Disbursement for purchase of property and equipment          | (18,342,530)        | (12,980,576)        |
| Net cash flows (used in) generated by investments activities | <u>(18,122,912)</u> | <u>14,100,181</u>   |
| Cash flows from financing activities:                        |                     |                     |
| Dividends paid   | (1,683,704)         | (1,579,829)         |
| Board of Directors bonus                                     | (15,385,365)        | (8,837,136)         |
| Bonus for employees by collective agreement                  | (76,926,823)        | -                   |
| Carried forward  | <u>(93,995,892)</u> | <u>(10,416,965)</u> |

(Continue)

## Interim Unaudited Statement of Cash Flows

|  | September 30         |                      |
|--|----------------------|----------------------|
|  | 2019<br>Q            | 2018<br>Q            |
| Brought forward  | (93,995,892)         | (10,416,965)         |
| Redemption of shares                                     | <u>(2,350)</u>       | <u>(4,931)</u>       |
| Net cash flows used in financing activities              | <u>(93,998,242)</u>  | <u>(10,421,896)</u>  |
| Net increase of cash and cash equivalents                | 669,503,580          | 102,312,598          |
| Cash and cash equivalents at the beginning of the period | <u>3,596,644,828</u> | <u>3,034,573,936</u> |
| Cash and cash equivalents at period end                  | <u>4,266,148,408</u> | <u>3,136,886,534</u> |

### Complementary Information

The following is a summary of cash and cash equivalents:

|                      | Q                    |
|----------------------|----------------------|
| Cash (note 4)        | 3,095,315,285        |
| Investments (note 5) | <u>1,170,833,123</u> |
|                      | <u>4,266,148,408</u> |

See accompanying notes to the interim unaudited financial statements.

## **Notes to the Interim Unaudited Financial Statements**

*For the nine months period ended September 30, 2019 and for the year ended December 31, 2018*

### **1 Operations**

Banco de los Trabajadores (the “Bank”) was organized under decree of law number 383 of October 1, 1965 and its modifications, in which, a bank institution is set with special nature, legal personality and own capital with the main objective to promote the economic development and well-being of workers.

Its operations relate to banking and are governed, sort by importance as following Guatemalan laws: Organic Law of Banco de los Trabajadores, Law of Banks and Financial Groups and, as applicable, the Monetary Law, Law of Financial Supervision, Law against the Laundering of Money and Other Assets, and the Law to prevent and Repress the Financing of Terrorism.

The Bank has its central offices at Reforma Avenue 6-20 zone 9, Guatemala City.

The 99.75% of the Bank belongs to common and preferred shareholders and 0.25% belongs to the State of Guatemala.

### **2 Basis of Preparation**

#### **a Basis of Accounting**

The accounting policies used for the preparation and presentation of financial information are in agreement, in all material respects, with general practice in banking activity regulated in Guatemala and with the Manual of Accounting Instructions for Entities Subject to the Surveillance and Inspection of the Superintendency of Banks (MIC) approved in Monetary Board Resolution JM-150-2006 and its subsequent amendments.

The purpose of the MIC is to standardize the accounting record of all financial activities of the entities subject to the surveillance and inspection of the Superintendency of Banks of Guatemala.

Additionally, these accounting policies and reports are ruled by the Organic Law of Banco de Los Trabajadores, Law of Banks and Financial Groups, Monetary Law, Law of Financial Supervision, Law against the Laundering of Money and other Assets, Law to Prevent and Repress the Financing of Terrorism, and other applicable laws, as well as the provisions of the Monetary Board and the Superintendency of Banks of Guatemala.

#### **b Basis of Measurement**

The assets and liabilities are measured at cost. In cases, some investment available for sale, are measured at their fair value; for some investment at maturity, at amortized cost and in the case of foreclosed assets, to their adjudication value or as stated in note 3g.

## **Notes to the Interim Unaudited Financial Statements**

**c Presentation Currency**

The financial statements are expressed in Quetzales (Q), the functional and legal currency of Guatemala. At September 30, 2019 the reference exchange rates of the Bank of Guatemala and forex banking market was around Q7.74 per US\$1.00 (Q7.74 per US\$1.00 in December 2018).

**d Use of Estimates**

In the preparation of the financial statements, the management has made estimates and assumptions in order to report on the assets, liabilities, results of operations and disclosure of contingent liabilities. Actual results may differ from these estimates. Important estimates that are particularly susceptible to significant changes are related mainly to the determination of the estimate for valuation of the loan portfolio, the valuation of security investments, the valuation of foreclosed assets and recovery of accounts receivable.

### **3 Significant Accounting Policies**

The attached information contained in the financial statements and their notes has been prepared and is the responsibility of, the Bank's management. The accounting policies summarized below were applied in the preparation and presentation of these financial statements.

**a Cash Equivalents**

Include investments with maturities of three months or less from the date of the financial statements.

**b Investments**

**i. Investments securities**

The investment portfolio includes the following:

- **Securities available for sale**

The initial accounting record is made at the acquisition cost without considering commissions and other similar charges incurred to purchase. Purchases and sales are recorded at the date of the transaction.

The book value of these investments is updated on a monthly basis based on their value quoted in the stock exchange market. When there is no exchange quotation this is determined based on the regulations related to the valuation of stock investments. In the case of certificates issued by the Bank of Guatemala or the Finance Ministry of Guatemala in which a reference market value cannot be established, the valuation is made at the acquisition cost.

## **Notes to the Interim Unaudited Financial Statements**

The differences resulting from changes in prices are recorded in the equity. When the certificate is sold, the accumulated earning or loss in equity is recognized in the result of the year.

- **Securities held-to-maturity**

The initial accounting record is made at the acquisition cost without considering commissions and other similar charges incurred to purchase.

The book value of these investments is determined by the amortized cost method. Purchases, amortizations and maturities are recorded at the date of the transaction.

- **Repurchase and resale agreement of securities**

Investments in securities that the Bank bought under agreement to resale are accounted at the acquisition cost.

Investments in securities that the Bank has granted under repurchase agreements are written off against the investment account recorded in the balance sheet and are recorded in memorandum accounts.

- ii. **Estimate for investments valuation**

According to the existing regulations an estimate must be register for investments valuations as a result of a risk analysis.

- c **Loan Portfolio**

- i. **Loans and others**

According to the Manual of Accounting Instructions, the loan portfolio represents the amount of the loans granted by the bank in both local and foreign currency, plus-minus the exchange rate adjustment for loans in foreign currency. The commissions and any incremental cost related to the loans granted are recorded directly in the profit or loss of the year.

The balances of the accounts receivable from credit cards are divided into cycles, which monthly cut-dates are due in different days each month. For monthly accounting closure purposes, the amounts of purchases in establishments are recorded as accounts receivable when the transactions are carried out by the cardholder.

- ii. **Estimate for valuation of loan portfolio and accounts receivable**

According to the Credit Risk Management Regulation, Resolution JM-93-2005 of May 23, 2005 and its modifications according to Resolution JM-167-2008 a reserve must be recorded against the year results according to the valuation of its loan portfolio assets.

## **Notes to the Interim Unaudited Financial Statements**

If the reserve exceeds the legal maximum permitted as deductible expense for the purpose of the income tax expense determination, the excess may be recorded directly against capital reserve accounts in equity.

The creation and holding of generic reserves or provisions added to the specific reserves or provisions must cover the equivalent to one hundred percent of the overdue portfolio, and in any case it may be not less than 1.25% of the total gross credit assets.

### **d Permanent Investments**

Investments in shares of entities with the purpose of holding permanent participation, are recognized using the cost method, independently from the share percentage, significant influence or control had in these entities.

Income obtained from such investments is recorded only as the accrued earnings of the shared entity - in which the investment is held - are distributed, occurred after the acquisition date.

Permanent investments in foreign currency are recorded at their equivalent in Quetzales, using the exchange rate in force when the acquisition is made and are kept recorded at the historic exchange rate, as required by the Manual of Accounting Instructions for Entities Subject to the Surveillance and Inspection of the Bank Superintendency of Guatemala.

### **e Property and Equipment**

#### **i. Assets acquired**

Property and equipment are presented at the acquisition cost, except for the revalued fixed assets.

#### **ii. Revalued assets**

Revalued property is recorded at the value corresponding to the appraisal made by independent appraisers.

#### **iii. Surplus on revaluation**

Surplus on revaluation of property is included as part of equity in the assets revaluation account.

#### **iv. Disbursements subsequent to acquisition**

Important renovations and improvements are capitalized, whereas disbursements for repairs and maintenance that do not extend the useful life of the assets are recognized as expenses in results of period.

## **Notes to the Interim Unaudited Financial Statements**

### **v. Depreciation**

Property and equipment recorded at cost (except land) and revalued buildings are depreciated by the straight-line method, using rates based on the percentages required by the tax law.

The depreciation percentages used are the following:

|                                  | <b>%</b> |
|----------------------------------|----------|
| Buildings at cost and revaluated | 5        |
| Vehicles                         | 20       |
| Furniture and equipment          | 20       |
| Telecommunications equipment     | 20       |
| Information systems              | 33.33    |
| Others                           | 20       |

Depreciation expense is recorded against the results for the year, except for the depreciation expense on revalued buildings, which is charged directly to the asset revaluation account that forms part of equity.

Totally depreciated assets are disposal from the respective cost and accumulated depreciation accounts and are controlled in memorandum accounts.

### **f Amortization**

Goodwill and merge expenses are deferred and amortized by 10% annual. The improvements to leased properties amortized by the time specified on the respective contracts. The amortization expense is recorded in the result of the period.

### **g Foreclosed Assets**

These correspond to property and furniture granted in payment of credits in favor of the Bank. Initially they are recorded at the loan value owed plus interests and expenses incurred to the adjudication.

The valuation of these assets is updated by an independent appraiser in a period not exceeding three months as of the acquire date. If the valuation is lower than the book value, a valuation provision is created against the results of the year; otherwise a deferred profit is recorded in other creditor accounts.

Foreclosed assets must be sold within a maximum of two years as of the date of the award. If the sale is not made in this time they must be offered at public auction. If the foreclosed assets are not sold in public auction a new one will be held every three months, and the base price will be lower each time by 10% in relation with the first auction's base.

## **Notes to the Interim Unaudited Financial Statements**

If the base price for the auction of a foreclosed asset is less than the book value a reserve equivalent to the difference between both values is automatically created.

The net profits from the holding or use of foreclosed assets must be recorded as an increase in the special reserve for cover losses in the realization of these assets. The balance of specific reserve for each foreclosed assets is transfer to the results of the year when exist a formal agreement of sell.

If the sale is a cash sale and the sale value is greater than the book value, the difference is recorded directly to the results of the year. If the sale is on terms and the value of the sale is greater than the book value, the difference is recorded as a deferred profit and transferred to results as the installments are collected. If the sale value is less than the book value, a loss is recorded in results, independently of whether the sale is on cash or on terms.

The capitalized income from foreclosed assets, if any, are recorded by the cash method.

### **h Provisions**

A provision is recognized in the balance sheet when there is a legal or implicit obligation as a result of past events and it is likely that a disbursement will be required to settle the obligation.

The provision made is close to its liquidation value, however it may defer from the definitive amount.

### **i Labor Indemnification**

According to the Manual of Accounting Instructions for Entities Subject to the Surveillance and Inspection of the Banks Superintendency of Guatemala, the Bank monthly records a provision against results in the proportion equivalent to the compensation on termination of the labor relationship, either in accordance with the provisions contained in the Labor Code, collective agreements, policies established by the entity or, in this case, individual labor contracts.

In conformity with the Guatemalan laws, employers must pay to their employees and workers, in case of unjustified dismissal, severance pay compensation equivalent to one-month salary for each year of continuous work, or to their beneficiaries in case of death, according to Article 85 (a) of the Labor Code. The Bank policy relates to the labor laws of the Republic of Guatemala and the payments for this concept are made against provision.



## **Notes to the Interim Unaudited Financial Statements**

### **j Income Recognition**

Incomes earned from concepts other than those indicated in the following items i, ii and iii are recorded in income receivable and deferred profit accounts, as appropriate, and are recorded in the results of the year until received.

Income obtained for the following concepts are recorded using the accrual basis in result accounts detail as follow:

- i. Interests earned, not received, upon bonds or documents issued by the Bank of Guatemala and securities from other issuers whose amortization funds are controlled by the Bank of Guatemala;
- ii. Interests earned, not received, on securities issued by foreign governments or foreign central banks, which have at least an A-3 risk rating for short term or BBB- for long term granted by Standard & Poor's, or an equivalent rating granted by a recognized prestige international risk rating organization, and
- iii. Interest, commissions, rents and other income from credit card portfolio.

Record of incomes earned, not received, in the deferred profits account is suspended when a delay of 30 calendar days occurs for investments in certificates and 90 calendar days for the rest of operations and services, counting from the day following that when agreed payments should have been made. When the referred suspension occurs, income earned, not received, should be reversed from the balance sheet accounts affected.

For credit card operations the accounting recording in results is suspended when a delay of 90 calendar days occurs counting from the day following that when payments agreed should have been received. When the referred suspension occurs income earned is recognized as expenses against the income receivable account in which it was recorded initially. Charges capitalized in credit card accounts are excluded and will not be reversed.

The suspended balances that have been recorded in balance sheet accounts and result accounts and those that have been earned from the suspension date will be recorded in memorandum accounts.

### **k Decreed Dividends**

Dividends are decreed according to the authorization of the Shareholders Meeting reducing the earnings from previous periods and recording an account payable.

## **Notes to the Interim Unaudited Financial Statements**

The Bank Superintendency according to the corresponding process will be able to limit banks, financial entities and off-shore entities on the distribution of dividends, under any method or form adopted by such dividends, when upon the criteria of said body and as a cautious measure it will be necessary to strengthen the liquidity and/or solvency of the bank, financial institution and off-shore entity. Such limitation will not apply to the limited vote share with preferential dividends.

**l Board of Directors and Employees Bonus**

In accordance with the Shareholders Meeting, it is approved annually a bonus to the Board of Directors. Payment of the bonus to employees is made based on the collective agreement of working conditions. The amount of these bonuses is reduced from the earnings from previous periods and a payable account is registered. The payment is made in cash during the year in which the bonuses are declared.

**m Reserve for Contingencies and Other Reserves**

The reserve for contingencies and other reserves are used to record the amounts that in conformity with the decisions of the directive organs of the Bank are separated from profit since it is convenient to create or increase reserves in order to face eventual losses, ensure coverage for non-specific or unexpected situations, as well as reserves or provisions (estimates) according to article 53 of the Act of Banks and Financial Groups.

**n Legal Reserve**

According to articles 36 and 37 of the Commerce Code of Guatemala, all partnership must separate annually at least five percent (5%) of the net profit of each exercise to create the legal reserve. Such reserve could not be distributed in any way among the shareholders until the dissolution of the partnership. However annually could be capitalized the exceeding of five percent (5%) when it exceeds fifteen percent (15%) of the paid in capital at the closing of the previous period without detriment of keeping reserving the abovementioned five percent (5%) on an annual basis. A five percent (5%) of the net profit of the previous year must be recorded during the current year.

**o Income Tax**

Income tax is the estimate tax payable on the year's taxable revenue using the tax rate in force at the balance sheet date and any other adjustment on the tax payable with respect to previous years.

**p Assets and Liabilities in Foreign Currency**

Assets and liabilities in foreign currency are presented at their equivalent in Quetzales, using the exchange rate issued by the monetary authorities (see note 2c).

## Notes to the Interim Unaudited Financial Statements

### q Transactions in Foreign Currency

Transactions in foreign currency are recorded at their equivalent in Quetzales using the exchange rate in force when the operation is carried out.

The foreign currency differences, if any, resulting between the date when the operation is recorded and the date of the payment or the accounting close is recorded against the results of the accounting period.

## 4 Cash

The summary of this account is as follows:

|                                | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|--------------------------------|-------------------------------------|------------------------------------|
| Local currency:                |                                     |                                    |
| Cash                           | 113,948,308                         | 133,621,131                        |
| Central Bank legal deposit (a) | 2,635,206,469                       | 2,695,942,981                      |
| Central Bank special deposits  | 122,800,800                         | 116,810,800                        |
| Checks for compensation        | 16,885,207                          | 44,676,866                         |
| Local banks                    | 179,616                             | 7,230,726                          |
| Total local currency           | 2,889,020,400                       | 2,998,282,504                      |
| Foreign currency:              |                                     |                                    |
| Cash                           | 5,572,600                           | 5,983,734                          |
| Central Bank legal deposit (a) | 76,260,335                          | 42,692,483                         |
| Central Bank special deposits  | 609,558                             | 681,625                            |
| Foreign banks                  | 123,166,142                         | 126,840,473                        |
| Checks for compensation        | 686,250                             | 674,591                            |
| Total foreign currency         | 206,294,885                         | 176,872,906                        |
|                                | 3,095,315,285                       | 3,175,155,410                      |

- (a) The balance of this account is applied to cover the required legal banking reserve on its deposit obligations; therefore, these funds are construed as restricted (see note 13).

## Notes to the Interim Unaudited Financial Statements

### 5 Investments, net

The summary of this account as of September 30, 2019 is as follows:

|   | Annual interest<br>ranges | Maturity             | Amount in<br>US\$ | Amount in<br>Q       |
|---|---------------------------|----------------------|-------------------|----------------------|
| Local currency:   |                           |                      |                   |                      |
| Securities available for sale:  |                           |                      |                   |                      |
| Representative certificates of Treasury<br>Bonds of the Republic of Guatemala | 6.5% to 10%               | From<br>2019 to 2034 | -                 | 4,388,287,677        |
| Term deposit certificates of Bank of<br>Guatemala                             | 7.12% to 9.25%            | From<br>2021 to 2030 | -                 | <u>1,300,000,000</u> |
|   |                           |                      |                   | <u>5,688,287,677</u> |
| Securities held to maturity:  |                           |                      |                   |                      |
| Term deposit certificates of Bank of<br>Guatemala                             | 2.08% to 4.57%            | From<br>2019 to 2020 | -                 | 1,578,063,200        |
| F.H.A. mortgage debentures  | 9% to 13.2%               | From<br>2019 to 2040 | -                 | <u>13,930,887</u>    |
|   |                           |                      |                   | <u>1,591,994,087</u> |
| Resale agreement of securities:   |                           |                      |                   |                      |
| Representative certificates of Treasury<br>Bonds of the Republic of Guatemala | 2.65% to 3.20%            | 2019                 | -                 | 339,900,000          |
| Term deposit certificates of Bank of<br>Guatemala                             | 3.10%                     | 2019                 |                   | <u>6,000,000</u>     |
| Total local currency  |                           |                      |                   | <u>345,900,000</u>   |
| Carried forward   |                           |                      |                   | <u>7,626,181,764</u> |

## Notes to the Interim Unaudited Financial Statements

|   | Annual interest<br>ranges | Maturity             | Amount in<br>US\$ | Amount in<br>Q       |
|---|---------------------------|----------------------|-------------------|----------------------|
| Brought forward   |                           |                      |                   | 7,626,181,764        |
| Foreign currency:   |                           |                      |                   |                      |
| Securities for sale:  |                           |                      |                   |                      |
| Representative certificates of Treasury<br>Bonds of the Republic of Guatemala | 4.38% to 6.20%            | From<br>2020 to 2030 | 93,417,466        | 722,631,744          |
| Securities held to maturity:  |                           |                      |                   |                      |
| Term deposit certificates of Banco Ficohsa<br>Guatemala, S.A.                 | 4.85%                     | From<br>2019 to 2020 | 8,000,000         | 61,884,080           |
| Resale agreement of securities:   |                           |                      |                   |                      |
| Representative certificates of Treasury<br>Bonds of the Republic of Guatemala | 3.32% to 4.10%            | 2019                 | 13,525,000        | <u>104,622,773</u>   |
| Total foreign currency  |                           |                      |                   | <u>889,138,597</u>   |
| Total investments   |                           |                      |                   | <u>8,515,320,361</u> |
| Less: estimate on valuation   |                           |                      |                   | <u>(6,795,639)</u>   |
| Total investments, net  |                           |                      |                   | <u>8,508,524,722</u> |

## Notes to the Interim Unaudited Financial Statements

The summary of this account as of December 31, 2018 is as follows:

|   | Annual<br>interest ranges | Maturity             | Amount in<br>US\$ | Amount in<br>Q       |
|---|---------------------------|----------------------|-------------------|----------------------|
| Local Currency:   |                           |                      |                   |                      |
| Securities available for sale:  |                           |                      |                   |                      |
| Representative certificates of Treasury<br>Bonds of the Republic of Guatemala (d) | 6.5% to 10%               | From<br>2019 to 2033 | -                 | 4,172,800,305        |
| Term deposit certificates of Bank of<br>Guatemala                                 | 7.12% to 9.25%            | from<br>2021 to 2030 | -                 | <u>1,300,000,000</u> |
|   |                           |                      |                   | <u>5,472,800,305</u> |
| Securities held to maturity:  |                           |                      |                   |                      |
| Term deposit certificates of Bank of<br>Guatemala                                 | 0%                        | 2019<br>From         | -                 | 874,864,300          |
| F.H.A. mortgage debentures (f)  | 9% to 13.2%               | 2019 to 2040         | -                 | 15,908,090           |
| Financial promissory notes (Financiera de<br>los Trabajadores, S.A.)              | 6%                        | 2019                 | -                 | <u>1,843,583</u>     |
|   |                           |                      |                   | <u>892,615,973</u>   |
| Resale agreement of securities:   |                           |                      |                   |                      |
| Representative certificates of Treasury<br>Bonds of the Republic of Guatemala     | 2.70% to 3.85%            | 2019                 | -                 | 344,000,000          |
| Term deposit certificates of Bank of<br>Guatemala                                 | 3.25%                     | 2019                 | -                 | <u>6,000,000</u>     |
|   |                           |                      |                   | <u>350,000,000</u>   |
| Total local currency  |                           |                      |                   | <u>6,715,416,278</u> |
| Carried forward   |                           |                      |                   | <u>6,715,416,278</u> |

## Notes to the Interim Unaudited Financial Statements

|   | Annual<br>interest ranges | Maturity             | Amount in<br>US\$ | Amount in<br>Q       |
|---|---------------------------|----------------------|-------------------|----------------------|
| Brought forward   |                           |                      |                   | <u>6,715,416,278</u> |
| Foreign currency:   |                           |                      |                   |                      |
| Securities available for sale:  |                           |                      |                   |                      |
| Representative certificates of Treasury<br>Bonds of the Republic of Guatemala | 4.38% to 6.2%             | From<br>2020 to 2028 | 84,857,386        | <u>656,537,355</u>   |
| Securities held to maturity:  |                           |                      |                   |                      |
| Term deposit certificates of Bank of<br>Guatemala                             | 2.75%                     | 2019                 | 10,000,000        | 77,369,500           |
| Term deposit certificates of Bank of<br>Ficohsa Guatemala, S.A.               | 4.15%                     | 2019                 | 3,000,000         | <u>23,210,850</u>    |
|   |                           |                      |                   | <u>100,580,350</u>   |
| Resale agreement of securities:   |                           |                      |                   |                      |
| Representative certificates of Treasury<br>Bonds of the Republic of Guatemala | 3% to 3.4%                | 2019                 | 9,240,000         | <u>71,489,418</u>    |
| Total foreign currency  |                           |                      |                   | <u>828,607,123</u>   |
| Total investments in foreign<br>currency                                      |                           |                      |                   | 7,544,023,401        |
| Less: estimate on valuation   |                           |                      |                   | <u>(6,795,639)</u>   |
| Total investments, net  |                           |                      |                   | <u>7,537,227,762</u> |

## **Notes to the Interim Unaudited Financial Statements**

- a) The investments are securities issued by entities located in Guatemala.
- b) The investments at September 30, 2019 included cash equivalents for Q1,170,833,123.
- c) At September 30, 2019 the investments have maturities that range from 2019 to 2040. The maturities during the next five years are due as follows:

|              | <b>Q</b>             |
|--------------|----------------------|
| 2019         | 1,173,073,595        |
| 2020         | 1,075,038,659        |
| 2021         | 536,213,870          |
| 2022         | 150,660,911          |
| 2023 onwards | <u>5,580,333,326</u> |
|              | <u>8,515,320,361</u> |

- d) At September 30, 2019 and December 31, 2018 representative certificates of Treasury Bonds of the Republic of Guatemala for Q1,655,000 it seized by judicial order (see note 32).
- e) At September 30, 2019 F.H.A. mortgage debentures for amounts Q4,186,921 have 90 days of default or more.



## Notes to the Interim Unaudited Financial Statements

### 6 Loans Portfolio, net

The summary of this account is as follows:

|                                      | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|--------------------------------------|----------------------------|---------------------------|
| Local currency:                      |                            |                           |
| Unsecured                            | 13,393,758,879             | 12,724,958,697            |
| Credit cards                         | 213,617,668                | 201,262,119               |
| Mortgage                             | 123,844,775                | 108,115,970               |
| Mortgage-unsecured                   | 91,116,424                 | 87,718,895                |
| With own guarantee                   | 71,713,419                 | 79,539,520                |
| In monetary deposit accounts         | 31,839,141                 | 23,803,605                |
| Debtors on sale of foreclosed assets | 1,210,089                  | 1,279,231                 |
| Pledged-unsecured                    | 1,203,408                  | 1,207,607                 |
| Total local currency                 | <u>13,928,303,803</u>      | <u>13,227,885,644</u>     |
| Foreign currency:                    |                            |                           |
| Unsecured                            | 61,125,203                 | 61,906,753                |
| Mortgage                             | 21,177,062                 | 20,683,172                |
| Mortgage-unsecured                   | 10,927,851                 | 11,377,970                |
| Payments by credit letters           | 8,523,770                  | 9,296,613                 |
| Credit cards                         | 8,446,640                  | 7,116,964                 |
| In monetary deposit accounts         | 3,164,880                  | 3,165,470                 |
| Pledged-unsecured                    | 1,583,594                  | 1,583,889                 |
| Total foreign currency               | <u>114,949,000</u>         | <u>115,130,831</u>        |
| Total loan portfolio, gross          | <u>14,043,252,803</u>      | <u>13,343,016,475</u>     |
| Less:                                |                            |                           |
| Estimate on valuation:               |                            |                           |
| Specific                             | (208,058,872)              | (214,628,879)             |
| Generic                              | (22,656,806)               | (65,868,071)              |
| Total estimate on valuation          | <u>(230,715,678)</u>       | <u>(280,496,950)</u>      |
| Total loan portfolio, net            | <u>13,812,537,125</u>      | <u>13,062,519,525</u>     |

Loan operations earn variable annual interest rates vary between the percentages indicated in the next page:

## Notes to the Interim Unaudited Financial Statements

|                     | September 30,<br>2019<br>% | December 31,<br>2018<br>% |
|---------------------|----------------------------|---------------------------|
| <b>Loans:</b>       |                            |                           |
| In local currency   | 5 – 39                     | 1 – 42                    |
| In foreign currency | 1 – 10                     | 1 – 12.40                 |
| <b>Credit card:</b> |                            |                           |
| In local currency   | 0 – 58.80                  | 0 – 58.80                 |
| In foreign currency | 11.82 – 49.92              | 8 – 49.92                 |

The summary of the loan portfolio by situation is set out below:

|                              | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|------------------------------|----------------------------|---------------------------|
| Local currency:              |                            |                           |
| Current                      | <u>13,794,384,956</u>      | <u>13,045,364,667</u>     |
| Past due:                    |                            |                           |
| In extension process         | -                          | 338,008                   |
| In administrative collection | 95,256,063                 | 85,041,588                |
| In legal collection          | <u>38,662,784</u>          | <u>97,141,381</u>         |
|                              | <u>133,918,847</u>         | <u>182,520,977</u>        |
| Total local currency         | <u>13,928,303,803</u>      | <u>13,227,885,644</u>     |
| Foreign currency:            |                            |                           |
| Current                      | 40,808,974                 | 44,672,285                |
| Past due:                    |                            |                           |
| In administrative collection | 56,562,496                 | 53,998,021                |
| In legal collection          | <u>17,577,530</u>          | <u>16,460,525</u>         |
|                              | <u>74,140,026</u>          | <u>70,458,546</u>         |
| Total foreign currency       | <u>114,949,000</u>         | <u>115,130,831</u>        |
| Total loan portfolio         | <u>14,043,252,803</u>      | <u>13,343,016,475</u>     |

## Notes to the Interim Unaudited Financial Statements

The summary of the loan portfolio according to category is as follows:

|                            | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|----------------------------|-------------------------------------|------------------------------------|
| Local currency:            |                                     |                                    |
| Major debtors              | 4,591,161                           | 6,416,370                          |
| Minor debtors              | 109,926,389                         | 83,558,935                         |
| Microcredits               | 224,723                             | 224,721                            |
| Mortgage loans for housing | 46,649,729                          | 42,949,459                         |
| Consumption                | <u>13,766,911,801</u>               | <u>13,094,736,159</u>              |
| Total local currency       | <u>13,928,303,803</u>               | <u>13,227,885,644</u>              |
| Foreign currency:          |                                     |                                    |
| Major debtors              | 72,590,350                          | 73,497,719                         |
| Minor debtors              | 12,971,338                          | 15,648,805                         |
| Mortgage loans for housing | 6,375,114                           | 6,629,871                          |
| Consumption                | <u>23,012,198</u>                   | <u>19,354,436</u>                  |
| Total foreign currency     | <u>114,949,000</u>                  | <u>115,130,831</u>                 |
| Total loan portfolio       | <u>14,043,252,803</u>               | <u>13,343,016,475</u>              |

The loan portfolio according to geographical area is located in Guatemala.

The summary of the credit portfolio according to maturities is as follows:

|                          | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|--------------------------|-------------------------------------|------------------------------------|
| Local currency:          |                                     |                                    |
| Up to one year           | 468,868,520                         | 616,373,569                        |
| From one to three years  | 966,630,397                         | 914,644,845                        |
| From three to five years | 2,968,655,446                       | 2,365,948,946                      |
| More than five years     | <u>9,524,149,440</u>                | <u>9,330,918,284</u>               |
| Total local currency     | <u>13,928,303,803</u>               | <u>13,227,885,644</u>              |
| Foreign currency:        |                                     |                                    |
| Up to one year           | 22,528,683                          | 78,995,210                         |
| From one to three years  | 361,562                             | 1,416,192                          |
| From three to five years | 12,879,893                          | 1,430,534                          |
| More than five years     | <u>79,178,862</u>                   | <u>33,288,895</u>                  |
| Total foreign currency   | <u>114,949,000</u>                  | <u>115,130,831</u>                 |
| Total loan portfolio     | <u>14,043,252,803</u>               | <u>13,343,016,475</u>              |

## Notes to the Interim Unaudited Financial Statements

The accounting movement of the estimate on valuation of the loan portfolio is summarized as follow:

|  | Period ended on            |                           |
|--|----------------------------|---------------------------|
|  | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
| Balance at beginning of the year       | 280,496,950                | 367,731,474               |
| Plus increases for:                    |                            |                           |
| Provision charged to results (note 25) | 116,050,000                | 150,000,000               |
| Exchange rate fluctuation, net         | -                          | 3,730,192                 |
|  | <u>116,050,000</u>         | <u>153,730,192</u>        |
| Less charges for:                      |                            |                           |
| Loans applied to the estimate          | (165,825,385)              | (240,964,716)             |
| Exchange rate fluctuation, net         | (5,887)                    | -                         |
|  | <u>(165,831,272)</u>       | <u>(240,964,716)</u>      |
| Balance at period / year end           | <u>230,715,678</u>         | <u>280,496,950</u>        |

### 7 Financial Products Receivable

The summary of this account is as follows:

|                        | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|------------------------|----------------------------|---------------------------|
| Local currency:        |                            |                           |
| Loan portfolio         | 213,747,026                | 204,375,295               |
| Investments            | 125,635,663                | 95,474,729                |
| Accounts receivable    | -                          | 25,152,450                |
| Cash                   | 378,496                    | 376,994                   |
| Total local currency   | <u>339,761,185</u>         | <u>325,379,468</u>        |
| Foreign currency:      |                            |                           |
| Investments            | 4,201,283                  | 10,598,591                |
| Loan portfolio         | 146,825                    | 195,768                   |
| Total foreign currency | <u>4,348,108</u>           | <u>10,794,359</u>         |
|                        | <u>344,109,293</u>         | <u>336,173,827</u>        |

## Notes to the Interim Unaudited Financial Statements

### 8 Accounts Receivable, net

The summary of this account is as follows:

|  | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|--|-------------------------------------|------------------------------------|
| Local currency:                          |                                     |                                    |
| Accounts receivable employees            | 10,876,135                          | 10,875,164                         |
| Payments on account of third party       | 4,704,784                           | 5,952,968                          |
| Advance on loans                         | 5,629,775                           | 5,683,548                          |
| Difference in prices on resale agreement | 5,655,000                           | 2,500,000                          |
| Rights per services                      | 1,905,703                           | 1,927,075                          |
| Legal expenses                           | 1,238,886                           | 1,100,698                          |
| Insurance premiums                       | 415,599                             | 416,291                            |
| Advances on expenses                     | 1,539,571                           | 228,070                            |
| Advances on salaries                     | 3,343,124                           | 133,066                            |
| Others                                   | 700,285                             | 736,791                            |
| Total local currency                     | 36,008,862                          | 29,553,671                         |
| Foreign currency:                        |                                     |                                    |
| Difference in prices on resale agreement | 1,067,500                           | 10,645,993                         |
| Rights per services                      | 191,121                             | 159,442                            |
| Others                                   | 72,414                              | 29,672                             |
| Total foreign currency                   | 1,331,035                           | 10,835,107                         |
| Total accounts receivable                | 37,339,897                          | 40,388,778                         |
| Less: estimate on valuation              | (19,905,119)                        | (19,405,163)                       |
|  | 17,434,778                          | 20,983,615                         |

The accounting movement of the valuation estimate of foreclosed assets is summarized as follow:

|                                      | <b>Period ended on</b>              |                                    |
|--------------------------------------|-------------------------------------|------------------------------------|
|                                      | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
| Balance at the beginning of the year | 19,405,163                          | 13,405,768                         |
| Plus:                                |                                     |                                    |
| Provisions charged to results        | 500,000                             | 6,000,000                          |
| Less expenses for:                   |                                     |                                    |
| Exchange rate fluctuation, net       | (44)                                | (605)                              |
| Balance at period / year end         | 19,905,119                          | 19,405,163                         |

## Notes to the Interim Unaudited Financial Statements

### 9 Foreclosed Assets, net

The summary of this account is as follows:

|                                    | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|------------------------------------|-------------------------------------|------------------------------------|
| Local currency                     |                                     |                                    |
| Property                           | 90,656,284                          | 89,788,395                         |
| Movable assets                     | 473,598                             | 497,805                            |
| Expenditures for realizable assets | 864,827                             | -                                  |
| Total local currency               | <u>91,994,709</u>                   | <u>90,286,200</u>                  |
| Foreign currency                   |                                     |                                    |
| Property                           | 27,360,900                          | 38,385,394                         |
| Total foreign currency             | <u>27,360,900</u>                   | <u>38,385,394</u>                  |
| Total foreclosed assets            | 119,355,609                         | 128,671,594                        |
| Less: estimate on valuation        | <u>(74,567,446)</u>                 | <u>(82,778,695)</u>                |
|                                    | <u>44,788,163</u>                   | <u>45,892,899</u>                  |

The accounting movement of the valuation estimate of foreclosed assets is summarized as follow:

|  | <b>Period ended on</b>              |                                    |
|--|-------------------------------------|------------------------------------|
|  | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
| Balance at the beginning of the year                         | 82,778,695                          | 86,251,605                         |
| Plus increases for:  |                                     |                                    |
| Provisions charged to results                                | 3,155,525                           | 8,793,718                          |
| Record of valuation performed to foreclosed assets (nota 27) | 484,100                             | 3,552,072                          |
|  | <u>3,639,625</u>                    | <u>12,345,790</u>                  |
| Less charges for :   |                                     |                                    |
| Balances applied to the estimate                             | <u>(11,850,874)</u>                 | <u>(15,818,700)</u>                |
| Balance at period / year end                                 | <u>74,567,446</u>                   | <u>82,778,695</u>                  |

## Notes to the Interim Unaudited Financial Statements

### 10 Permanent Investments, net

The summary of this account as of September 30, 2019 and December 31, 2018 is as follows:

|   | Percentage<br>of<br>participation | Number<br>of<br>shares | Per share<br>Q | Nominal amount<br>Total<br>Q | Cost of investment<br>Total<br>US\$ | Q                 |
|---|-----------------------------------|------------------------|----------------|------------------------------|-------------------------------------|-------------------|
| Shares:                                       |                                   |                        |                |                              |                                     |                   |
| Local currency:                               |                                   |                        |                |                              |                                     |                   |
| Financiera de los Trabajadores, S.A.          | 94.49                             | 39,120                 | 1,000          | 39,120,000                   |                                     | 36,700,000        |
| Aseguradora de los Trabajadores,<br>S.A.      | 99.18                             | 34,912                 | 801            | 27,964,512                   |                                     | 35,018,666        |
| Casa de Bolsa de los Trabajadores,<br>S.A.    | 99.00                             | 99                     | 10,000         | 990,000                      |                                     | 990,000           |
| Imágenes Computarizadas de<br>Guatemala, S.A. | 3.79                              | 504                    | 1,000          | 504,000                      |                                     | 815,100           |
| Útil Valor, S.A.                              | 8.89                              | 40,000                 | 10             | 400,000                      |                                     | 402,400           |
| Other partnerships and institutions:          |                                   |                        |                |                              |                                     |                   |
| Asociación Bancaria de Guatemala              | 4.17                              | 72                     | 5,000          | 360,000                      |                                     | 360,000           |
|   |                                   |                        |                |                              |                                     | <u>74,286,166</u> |
| Foreign currency:                             |                                   |                        |                |                              |                                     |                   |
| VISA Inc.                                     |                                   | 7,952                  | US\$<br>0.0001 | US\$<br>0.7952               | 0.7952                              | 6                 |
|   |                                   |                        |                |                              |                                     | <u>74,286,172</u> |
| Less: estimate on valuation                   |                                   |                        |                |                              |                                     | <u>(400,000)</u>  |
| Total   |                                   |                        |                |                              |                                     | <u>73,886,172</u> |

- a. The entities Financiera de los Trabajadores, S.A, Aseguradora de los Trabajadores, S.A. and Casa de Bolsa de los Trabajadores, S.A. are entities regulated and supervised by the Superintendency of Banks of Guatemala and are part of Grupo Financiero de los Trabajadores (note 31).

## Notes to the Interim Unaudited Financial Statements

### 11 Property and Equipment, net

The movement of this account for the nine months period ended on September 30, 2019 is summarized as follows:

|  | Initial<br>balance<br>Q | Additions<br>Q     | Transfers<br>Q     | Disposals<br>Q      | Final<br>balance<br>Q |
|--|-------------------------|--------------------|--------------------|---------------------|-----------------------|
| Cost:  |                         |                    |                    |                     |                       |
| Lands  | 44,305,121              | -                  | -                  | -                   | 44,305,121            |
| Buildings  | 67,579,577              | 226,840            | 828,465            | (33,488,754)        | 35,146,128            |
| Furniture and equipment                            | 45,576,529              | 506,138            | 1,218,469          | (10,065,880)        | 37,235,256            |
| Vehicles   | 805,036                 | 307,900            | -                  | (278,315)           | 834,621               |
| Information systems                                | 33,754,954              | 5,168,972          | 5,179,588          | (4,943,721)         | 39,159,793            |
| Telecommunications equipment                       | 3,513,848               | 198,490            | 1,056,256          | (133,590)           | 4,635,004             |
| Gallery paints                                     | 2,010                   | -                  | -                  | -                   | 2,010                 |
| Others   | 2,721,436               | 1,446,846          | 2,292,717          | (130,945)           | 6,330,054             |
| Advances for assets acquisition                    | 25,878,507              | 22,622,158         | (11,953,344)       | (5,153,240)         | 31,394,081            |
|  | <u>224,137,018</u>      | <u>30,477,344</u>  | <u>(1,377,849)</u> | <u>(54,194,445)</u> | <u>199,042,068</u>    |
| Accumulated depreciation - cost                    | (90,661,993)            | (18,063,512)       | -                  | 48,578,448          | (60,147,057)          |
|  | <u>133,475,025</u>      | <u>12,413,832</u>  | <u>(1,377,849)</u> | <u>(5,615,997)</u>  | <u>138,895,011</u>    |
| Revalued fixed assets:                             |                         |                    |                    |                     |                       |
| Lands  | 2,875,359               | -                  | -                  | -                   | 2,875,359             |
| Buildings  | 62,611,795              | -                  | -                  | -                   | 62,611,795            |
|  | <u>65,487,154</u>       | <u>-</u>           | <u>-</u>           | <u>-</u>            | <u>65,487,154</u>     |
| Accumulated depreciation –<br>revaluated buildings | (21,348,814)            | (2,347,942)        | -                  | -                   | (23,696,756)          |
|  | <u>44,138,340</u>       | <u>(2,347,942)</u> | <u>-</u>           | <u>-</u>            | <u>41,790,398</u>     |
| Total  | <u>177,613,365</u>      | <u>10,065,890</u>  | <u>(1,377,849)</u> | <u>(5,615,997)</u>  | <u>180,685,409</u>    |



## Notes to the Interim Unaudited Financial Statements

The movement of this account for the year ended December 31, 2018 is summarized as follows:

|  | <b>Initial<br/>balance<br/>Q</b> | <b>Additions<br/>Q</b> | <b>Transfers<br/>Q</b> | <b>Disposals<br/>Q</b> | <b>Final<br/>balance<br/>Q</b> |
|--|----------------------------------|------------------------|------------------------|------------------------|--------------------------------|
| Cost:  |                                  |                        |                        |                        |                                |
| Lands  | 44,305,121                       | -                      | -                      | -                      | 44,305,121                     |
| Buildings  | 61,681,205                       | 1,146,124              | 5,054,666              | (302,418)              | 67,579,577                     |
| Furniture and equipment                            | 54,222,448                       | 2,059,843              | 1,693,753              | (12,399,515)           | 45,576,529                     |
| Vehicles   | 745,020                          | -                      | 60,016                 | -                      | 805,036                        |
| Information systems                                | 23,168,892                       | 12,838,890             | 2,878,860              | (5,131,688)            | 33,754,954                     |
| Telecommunications equipment                       | 2,845,503                        | 360,239                | 561,832                | (253,726)              | 3,513,848                      |
| Gallery paints                                     | 189,819                          | -                      | -                      | (187,809)              | 2,010                          |
| Others   | 32,427                           | 1,589,738              | 1,176,015              | (76,744)               | 2,721,436                      |
| Advances for assets acquisition                    | 18,519,594                       | 26,171,854             | (11,425,142)           | (7,387,799)            | 25,878,507                     |
|  | <u>205,710,029</u>               | <u>44,166,688</u>      | <u>-</u>               | <u>(25,739,699)</u>    | <u>224,137,018</u>             |
| Accumulated depreciation - cost                    | (84,053,600)                     | (24,648,191)           | -                      | 18,039,798             | (90,661,993)                   |
|  | <u>121,656,429</u>               | <u>19,518,497</u>      | <u>-</u>               | <u>(7,699,901)</u>     | <u>133,475,025</u>             |
| Revalued fixed assets:                             |                                  |                        |                        |                        |                                |
| Lands  | 2,875,359                        | -                      | -                      | -                      | 2,875,359                      |
| Buildings  | 62,611,795                       | -                      | -                      | -                      | 62,611,795                     |
|  | <u>65,487,154</u>                | <u>-</u>               | <u>-</u>               | <u>-</u>               | <u>65,487,154</u>              |
| Accumulated depreciation –<br>revaluated buildings | (18,218,224)                     | (3,130,590)            | -                      | -                      | (21,348,814)                   |
|  | <u>47,268,930</u>                | <u>(3,130,590)</u>     | <u>-</u>               | <u>-</u>               | <u>44,138,340</u>              |
| Total  | <u>168,925,359</u>               | <u>16,387,907</u>      | <u>-</u>               | <u>(7,699,901)</u>     | <u>177,613,365</u>             |

## Notes to the Interim Unaudited Financial Statements

### 12 Deferred Charges, net

The summary of this account is as follows:

|                                   | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|-----------------------------------|----------------------------|---------------------------|
| Improvements to leased properties | 99,602,033                 | 98,403,376                |
| Software licenses                 | 11,534,590                 | 11,793,681                |
| Goodwill (a)                      | 4,077,500                  | 4,077,500                 |
| Brands and licenses               | 20,448                     | 20,448                    |
| Merge expenses (b)                | -                          | 158,123,618               |
|                                   | <u>115,234,571</u>         | <u>272,418,623</u>        |
| Less: accumulated amortization    | <u>(48,709,205)</u>        | <u>(187,754,362)</u>      |
|                                   | <u>66,525,366</u>          | <u>84,664,261</u>         |
| Pre-paid expenses:                |                            |                           |
| Services                          | 33,201,786                 | 25,972,818                |
| Income tax payments               | 30,334,713                 | 41,880,400                |
| Solidarity tax                    | 20,935,432                 | 26,099,716                |
| Materials and suppliers           | 6,072,631                  | 7,310,418                 |
|                                   | <u>90,544,562</u>          | <u>101,263,352</u>        |
|                                   | <u>157,069,928</u>         | <u>185,927,613</u>        |

- (a) The goodwill corresponds to overprice paid for the acquisition of share of Aseguradora de los Trabajadores, S.A.
- (b) Corresponds to the merge expenses incurred in the merger with Banco de la República, S.A. according to Resolution JM-50-2009 of May 13, 2009 of the Monetary Board.

## Notes to the Interim Unaudited Financial Statements

The accounting movement of the accumulated amortization of the deferred charges for the nine months period ended on September 30, 2019 is as follow:

|                                      | <b>Improvements<br/>to leased<br/>properties<br/>Q</b> | <b>Merge<br/>expenses<br/>Q</b> | <b>Goodwill,<br/>brands and<br/>licenses<br/>Q</b> | <b>Software<br/>licenses<br/>Q</b> | <b>Total<br/>Q</b>   |
|--------------------------------------|--|---------------------------------|--|------------------------------------|----------------------|
| Balance at the beginning of the year | 36,325,312   | 146,264,347                     | 2,796,089  | 2,368,614                          | 187,754,362          |
| Plus increases for:                  |  |                                 |  |                                    |                      |
| Amortization expense of year         | 7,057,568  | 11,859,270                      | 306,579  | 1,760,766                          | 20,984,183           |
| Less:                                |  |                                 |  |                                    |                      |
| Fully amortized assets               | <u>(1,470,171)</u>                                     | <u>(158,123,617)</u>            | <u>-</u>   | <u>(435,552)</u>                   | <u>(160,029,340)</u> |
| Balance at the end of year           | <u>41,912,709</u>                                      | <u>-</u>                        | <u>3,102,668</u>                                   | <u>3,693,828</u>                   | <u>48,709,205</u>    |

## Notes to the Interim Unaudited Financial Statements

The accounting movement of the accumulated amortization of the deferred charges for the year ended on December 31, 2018 is as follow:

|                                      | <b>Improvements<br/>to leased<br/>properties<br/>Q</b> | <b>Merge<br/>expenses<br/>Q</b> | <b>Goodwill,<br/>brands and<br/>licenses<br/>Q</b> | <b>Software<br/>licenses<br/>Q</b> | <b>Total<br/>Q</b> |
|--------------------------------------|--|---------------------------------|--|------------------------------------|--------------------|
| Balance at the beginning of the year | 29,646,722   | 130,451,986                     | 2,387,317  | 502,406                            | 162,988,431        |
| Plus increases for:                  |  |                                 |  |                                    |                    |
| Amortization expense of year         | 8,632,891  | 15,812,361                      | 408,772  | 1,607,987                          | 26,462,011         |
| Amortization of previous years       | -  | -                               | -  | 258,221                            | 258,221            |
| Less:                                |  |                                 |  |                                    |                    |
| Fully amortized assets               | (1,954,301)  | -                               | -  | -                                  | (1,954,301)        |
| Balance at the end of year           | <u>36,325,312</u>                                      | <u>146,264,347</u>              | <u>2,796,089</u>                                   | <u>2,368,614</u>                   | <u>187,754,362</u> |

## Notes to the Interim Unaudited Financial Statements

### 13 Deposit Obligations

The summary of this account is as follows:

|                            | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|----------------------------|-------------------------------------|------------------------------------|
| Local currency:            |                                     |                                    |
| Current accounts           | 1,327,334,322                       | 1,046,541,194                      |
| Savings deposits           | 2,202,151,314                       | 1,835,644,165                      |
| Term deposits              | 16,974,332,502                      | 16,640,674,982                     |
| Demand deposits            | 12,909                              | 12,876                             |
| Deposits with restrictions | 19,365,269                          | 18,817,188                         |
| Total local currency       | 20,523,196,316                      | 19,541,690,405                     |
| Foreign currency:          |                                     |                                    |
| Current accounts           | 43,798,020                          | 49,340,744                         |
| Savings deposits           | 46,120,197                          | 48,222,507                         |
| Term deposits              | 10,168,843                          | 12,593,948                         |
| Deposits with restrictions | 548,201                             | 538,549                            |
| Total foreign currency     | 100,635,261                         | 110,695,748                        |
|                            | 20,623,831,577                      | 19,652,386,153                     |

- Deposit operations earn annual interest rates that fluctuate between the percentages shown below:

|                   | <b>September 30,<br/>2019<br/>%</b> | <b>December 31,<br/>2018<br/>%</b> |
|-------------------|-------------------------------------|------------------------------------|
| Local currency:   |                                     |                                    |
| Current accounts  | 0 – 6                               | 0.00-7.23                          |
| Savings deposits  | 0 – 7                               | 0.00-7.23                          |
| Term deposits     | 2.75 – 9.25                         | 2.75-9.65                          |
| Foreign currency: |                                     |                                    |
| Current accounts  | 0 – 0.50                            | 0.00-0.50                          |
| Savings deposits  | 0 – 0.50                            | 0.00-0.50                          |
| Term deposits     | 0.25 – 3.50                         | 0.25-3.56                          |

- Bank deposits are subject to banking reserves, which are calculated in local and/or foreign currency as a percentage of the total amount of such deposits.

## **Notes to the Interim Unaudited Financial Statements**

This banking reserve will have to be maintained constantly as deposits of immediate demand at the Central Bank of Guatemala, as cash funds in the cashiers of the banks, and when the circumstances deserve it, as net investment in titles, documents or securities, either local or foreign, in conformity with the regulations issued by Monetary Board for this purpose.

- The percentage of the banking reserve on financial obligations in local and foreign currency is of 14.6%. The Bank of Guatemala pays on availability balances that conform the calculated banking reserve (see note 4).
- On June 1, 2002, the Banks and Financial Groups Act, Decree No. 19-2002, came into force establishing the creation of the Fund for the Protection on Savings (FOPA, by its acronym in Spanish), which covers deposits made in the Bank by individuals or companies up to Q20,000 or its equivalent in foreign currency.
- The quotas that each bank has to contribute monthly to FOPA are determined according to the regulations in force. The Bank's obligation to pay these quotas ceases when the balance of this contribution reaches five percent (5%) of the total deposit obligations in the local banking system.
- During the period ended on September 30, 2019 the Bank carried out contributions to FOPA amounting to Q35,603,571 (Q34,947,534 on September 30, 2018), which were recorded against the results of the year.
- At September 30, 2019 the accounts making up the deposit obligations include balances in the amounts of Q19,365,269 and US\$70,868 (Q18,817,188 and US\$69,607 in December 2018) that correspond to third party deposits which are seized for a court decision.

### **14 Loans Obtained**

At November 14, 2013 the Bank contracted a loan without warranty with the financial institution Deutsche Bank AG, London Branch for US\$150,000,000 with interest rate of 9% per annum and term of 7 years, interest payment on a semi-annual basis and capital at the expiration of the term. This loan has an unsecured guarantee from the Bank. This Loan was formal established by a promise to pay under the figure of a trust between Intertrust SPV (Cayman) Limited as an unsecured trustee and the Bank as a principal unsecured Bank. The funds of this loan come from the placement of certificates in international market placed by the Bank. The balance of this loan at September 30, 2019 is in the amount of US\$150,000,000 equivalent to Q1,160,326,500. (US\$150,000,000 equivalent to Q1,160,542,500 at December 31, 2018).

During the term of this financing, the Bank must comply with the financial parameters and the agreements established in the clauses of doing or not doing, contents in the contract of the respective loan.

## Notes to the Interim Unaudited Financial Statements

### 15 Financial Obligations

The summary of this account at December 31, 2018 is as follows:

|                                       | Q              |
|---------------------------------------|----------------|
| Local currency:                       |                |
| Mortgage bonds with general guarantee | 598,000        |
|                                       | <u>598,000</u> |

Authorizations for the issue bonds are contained in the resolution for the Monetary Board No. JM-166-97 of April, 1997.

All issued mortgage bonds have an authorized amount of up to Q300,000,000. Resources obtained have been allocated to finance active operations authorized under the Banks and Financial Groups Act.

Mortgage bonds are guaranteed with the Bank's assets. These mortgage bonds accrue a variable interest rate that oscillates between 7.75% and 8% annually.

### 16 Financial Expenses Payable

The summary of this account is as follows:

|                        | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|------------------------|----------------------------|---------------------------|
| Local currency:        |                            |                           |
| Deposits               | 10,993,400                 | 12,952,951                |
| Loans obtained         | 1,622                      | 3,190                     |
| Total local currency   | <u>10,995,022</u>          | <u>12,956,141</u>         |
| Foreign currency:      |                            |                           |
| Deposits               | 429,954                    | 311,685                   |
| Loans obtained         | 43,512,244                 | 17,408,138                |
| Total foreign currency | <u>43,942,198</u>          | <u>17,719,823</u>         |
|                        | <u>54,937,220</u>          | <u>30,675,964</u>         |

## Notes to the Interim Unaudited Financial Statements

### 17 Accounts Payable

The summary of this account is as follows:

|                                      | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|--------------------------------------|-------------------------------------|------------------------------------|
| Local currency:                      |                                     |                                    |
| Income pending application (a)       | 321,318,537                         | 286,955,099                        |
| Immediate obligations                | 150,605,938                         | 95,562,565                         |
| Dividends payable                    | 146,245,568                         | 123,907,289                        |
| Income tax payable (note 29)         | 87,785,649                          | 51,159,234                         |
| Obligations on issuance of documents | 49,118,756                          | 38,540,053                         |
| Retentions                           | 10,534,481                          | 11,201,954                         |
| Obligations on management            | 3,729,753                           | 1,909,280                          |
| Others                               | 2,918,907                           | 2,222,172                          |
| Total local currency                 | <u>772,257,589</u>                  | <u>611,457,646</u>                 |
| Foreign currency:                    |                                     |                                    |
| Obligations on issuance of documents | 5,625,638                           | 11,101,554                         |
| Immediate obligations                | 1,127,615                           | 2,260,107                          |
| Income pending application (a)       | 349,315                             | 398,351                            |
| Total foreign currency               | <u>7,102,568</u>                    | <u>13,760,012</u>                  |
|                                      | <u>779,360,157</u>                  | <u>625,217,658</u>                 |

(a) At September 30, 2019 and December 31, 2018 the balance of this account corresponds to loan payment remittances received in the last days before close the period, that were not applied.

### 18 Provisions

The summary of this account is as follows:

|                                | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|--------------------------------|-------------------------------------|------------------------------------|
| Reserve for labor compensation | 61,425,005                          | 45,604,534                         |
| Employee bonuses               | 12,781,889                          | 5,385,597                          |
| Other provisions               | 30,256,544                          | -                                  |
|                                | <u>104,463,438</u>                  | <u>50,990,131</u>                  |

The accounting movement of the reserve for labor compensation is summarized in the next page:



## Notes to the Interim Unaudited Financial Statements

|  | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|--|----------------------------|---------------------------|
| Balance at beginning of the year         | 45,604,534                 | 41,001,357                |
| Plus increases for:                      |                            |                           |
| Provision of the year charged to results | 18,052,880                 | 11,416,654                |
| Less charges for:                        |                            |                           |
| Payments applied to the reserve          | <u>(2,232,409)</u>         | <u>(6,813,477)</u>        |
| Balance at period/year end               | <u>61,425,005</u>          | <u>45,604,534</u>         |

### 19 Deferred Credits

This account relates to the income that the Bank has already perceived, but has not been accrued yet. The summary of this account is as follow:

|                            | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|----------------------------|----------------------------|---------------------------|
| Local currency:            |                            |                           |
| Loan portfolio commissions | 107,079,116                | 87,248,030                |
| Loan portfolio interest    | 91,900                     | 5,475,116                 |
| Income from services       | 19,819                     | 14,469                    |
|                            | <u>107,190,835</u>         | <u>92,737,615</u>         |

### 20 Other Credit Accounts

The summary of this account is as follows:

|                                  | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|----------------------------------|----------------------------|---------------------------|
| Local currency:                  |                            |                           |
| Loan portfolio                   | 213,747,026                | 204,375,295               |
| Commissions                      | 120,448                    | 13,363,347                |
| Investments                      | 830,655                    | 2,366,431                 |
| Accrued commissions not received | -                          | 16,750                    |
|                                  | <u>214,698,129</u>         | <u>220,121,823</u>        |
| Capitalized income               | <u>83,271,635</u>          | <u>72,059,593</u>         |
| Total local currency             | <u>297,969,764</u>         | <u>292,181,416</u>        |
| Carried forward                  | <u>297,969,764</u>         | <u>292,181,416</u>        |

## Notes to the Interim Unaudited Financial Statements

|                        | September 30,<br>2019<br>Q | December 31,<br>2018<br>Q |
|------------------------|----------------------------|---------------------------|
| Brought forward        | 297,969,764                | 292,181,416               |
| Foreign currency:      |                            |                           |
| Loan portfolio         | 146,826                    | 195,767                   |
| Investments            | 488,030                    | 237,521                   |
|                        | <u>634,856</u>             | <u>433,288</u>            |
| Capitalized income     | 2,456,399                  | 1,150,303                 |
| Total foreign currency | <u>3,091,255</u>           | <u>1,583,591</u>          |
|                        | <u><u>301,061,019</u></u>  | <u><u>293,765,007</u></u> |

### 21 Paid-in Capital

The authorized capital is Q200,000,000 distributed in 20,000,000 registered shares with a face value of Q10 each.

At September 30, 2019 the subscribed and paid capital amounts up to Q199,836,810 distributed in 4,225,452 common shares and 15,758,229 preferred shares (Q199,852,550 distributed in 4,225,526 common shares and 15,759,729 preferred shares in September 30, 2018).

During the year ended on December 31, 2016 the Lower Court of forfeiture of the Republic of Guatemala ordered the seizure, abduction and suspension of the property rights of the preferred shares of the shareholder DHK Finance Inc. in the amount of Q156,550,000 equivalents to 15,655,000 preferred shares. The Bank was constituted as a private prosecutor in this process and is still cooperating with judicial authorities.

The capitalization management of the Bank proceed with the measures in place to satisfy the measures before mentioned, recorded in the data base of the seizure shareholder confiscation and suspension of the preferred shares rights.

### 22 Capital Reserves

Decreed dividends and Board of Directors and Employees bonuses:

In conformity with the minute Ordinary General Shareholders' Assembly No.160 of February 8, 2019 and as part of the profit distribution project of 2018 was authorized, dividends to: common shareholder by Q5,070,410; preferred series by Q18,940,843 and a Board of Directors bonus by Q15,385,365 were authorized. Additionally, in order to comply with the collective agreement, a bonus was decreed for employees of Q76,926,823.

## Notes to the Interim Unaudited Financial Statements

In conformity with the minute Ordinary General Shareholders' Assembly No.156 of February 27, 2018 and as part of the profit distribution project of 2017 was authorized, dividends to: common shareholder by Q5,071,060; preferred series by Q18,943,094 and a Board of Directors bonus by Q8,837,136 were authorized.

### Reserve for contingencies

In conformity with the minute Ordinary General Shareholders' Assembly No.160 of February 8, 2019, it was approved to transfer the result of previous years to this account the amount of Q74,175,955 to increase the reserve for contingencies and Q296,703,820 to increase other reserves.

In conformity with the minute Ordinary General Shareholders' Assembly No.156 of February 27, 2018, it was approved to transfer the result of previous years to this account the amount of Q108,388,290. To increase the reserve for contingencies and Q325,164,869 to increase other reserves.

## 23 Net Financial Income

The summary of income and expenses generated from financial operations is as follows:

|   | <b>Period ended on September 30</b> |                      |
|---|-------------------------------------|----------------------|
|   | <b>2019</b>                         | <b>2018</b>          |
|   | <b>Q</b>                            | <b>Q</b>             |
| Financial income:                                     |                                     |                      |
| Income from interests:                                |                                     |                      |
| Loan portfolio  | 2,032,027,142                       | 1,858,319,704        |
| Investments   | 379,766,164                         | 343,370,381          |
| Cash  | 746,196                             | -                    |
| Accounts receivable                                   | 62,217                              | 22,669               |
| Others  | 20,461                              | 28,017               |
|   | <u>2,412,622,180</u>                | <u>2,201,740,771</u> |
| Commissions:  |                                     |                      |
| Loan portfolio  | 78,765,681                          | 49,343,132           |
| Others  | 137,475                             | 1,274,295            |
|   | <u>78,903,156</u>                   | <u>50,617,427</u>    |
| Other financial income:                               |                                     |                      |
| Securities negotiation                                | 27,041,534                          | 12,147,678           |
| Price difference in resale agreement<br>of securities | 10,556,671                          | 6,623,476            |
|   | <u>37,598,205</u>                   | <u>18,771,154</u>    |
| Total financial income                                | <u>2,529,123,541</u>                | <u>2,271,129,352</u> |
| Carried forward                                       | <u>2,529,123,541</u>                | <u>2,271,129,352</u> |

## Notes to the Interim Unaudited Financial Statements

|   | <b>Period ended on September 30</b> |                        |
|---|-------------------------------------|------------------------|
|   | <b>2019</b>                         | <b>2018</b>            |
|   | <b>Q</b>                            | <b>Q</b>               |
| Brought forward                                       | 2,529,123,541                       | 2,271,129,352          |
| Financial expenses:                                   |                                     |                        |
| Expenses from interests:                              |                                     |                        |
| Deposit obligations                                   | (1,045,487,185)                     | (1,053,918,286)        |
| Loan obtained   | (78,000,998)                        | (82,095,287)           |
| Financial obligations                                 | (25,816)                            | (46,248)               |
|   | <u>(1,123,513,999)</u>              | <u>(1,136,059,821)</u> |
| Other financial expenses:                             |                                     |                        |
| Additional benefits                                   | (4,383,134)                         | (3,734,286)            |
| Securities negotiation                                | (2,627,361)                         | (984,065)              |
| FOPA formation quote                                  | (35,603,571)                        | (34,947,534)           |
| Price difference in resale agreement<br>of securities | (4,412)                             | (124,638)              |
|   | <u>(42,618,478)</u>                 | <u>(39,790,523)</u>    |
| Total financial expenses                              | <u>(1,166,132,477)</u>              | <u>(1,175,850,344)</u> |
| Net financial income                                  | <u>1,362,991,064</u>                | <u>1,095,279,008</u>   |

### 24 Net Services Income

The summary of the income and expenses from services is as follows:

|                        | <b>Period ended on September 30</b> |                     |
|------------------------|-------------------------------------|---------------------|
|                        | <b>2019</b>                         | <b>2018</b>         |
|                        | <b>Q</b>                            | <b>Q</b>            |
| Services income:       |                                     |                     |
| Commissions            | 24,993,146                          | 25,539,903          |
| Others                 | 4,776,929                           | 2,585,631           |
| Total services income  | <u>29,770,075</u>                   | <u>28,125,534</u>   |
| Services expenses:     |                                     |                     |
| Commissions            | (21,707,219)                        | (33,013,556)        |
| Total service expenses | <u>(21,707,219)</u>                 | <u>(33,013,556)</u> |
| Margin on services     | <u>8,062,856</u>                    | <u>(4,888,022)</u>  |

## Notes to the Interim Unaudited Financial Statements

### 25 Other Operating Income and Expenses, net

The summary of other operating income and expenses is as follows:

|  | Period ended on September 30 |                      |
|--|------------------------------|----------------------|
|  | 2019<br>Q                    | 2018<br>Q            |
| Income:  |                              |                      |
| Dividends  | 186,318                      | 27,073,215           |
| Exchange rates movements and gain in<br>foreign currency   | 1,717,204                    | 1,036,415            |
| Total other operating income                               | <u>1,903,522</u>             | <u>28,109,630</u>    |
| Expenses:  |                              |                      |
| Exchange rates movements and losses in<br>foreign currency | (90,556)                     | (9,698,959)          |
| Sub-total other operating expenses                         | <u>(90,556)</u>              | <u>(9,698,959)</u>   |
| Plus:  |                              |                      |
| Uncollectible and doubtful accounts                        |                              |                      |
| Loan portfolio   | (116,073,696)                | (88,500,000)         |
| Foreclosed assets  | (3,155,525)                  | (4,284,366)          |
| Accounts receivable  | (500,000)                    | -                    |
|  | <u>(119,729,221)</u>         | <u>(92,784,366)</u>  |
| Total other operating expenses                             | <u>(119,819,777)</u>         | <u>(102,483,325)</u> |
|  | <u>(117,916,255)</u>         | <u>(74,373,695)</u>  |

### 26 Administrative Expenses

The summary of administrative expenses is as follows:

|  | Period ended on September 30 |                    |
|--|------------------------------|--------------------|
|  | 2019<br>Q                    | 2018<br>Q          |
| Officers and employees                 | 236,846,513                  | 197,516,119        |
| Outsourcing personnel services         | 167,908,912                  | 183,901,639        |
| Marketing and advertising              | 55,093,979                   | 50,564,972         |
| Leases (note 32)                       | 53,499,419                   | 45,939,018         |
| Repairs and maintenance                | 27,600,529                   | 20,866,529         |
| Professional fees                      | 26,196,137                   | 14,939,909         |
| Amortizations                          | 20,984,183                   | 19,260,782         |
| Security and surveillance              | 20,596,678                   | 21,763,972         |
| Taxes, import duties and contributions | 18,606,491                   | 16,444,075         |
| Depreciations                          | 17,924,023                   | 17,295,080         |
| Communications                         | 16,968,285                   | 15,410,164         |
| Board of Administrative Directors      | 16,328,848                   | 11,542,585         |
| Electricity                            | 7,283,308                    | 6,705,374          |
| Customer service                       | 6,725,784                    | 2,588,531          |
| Carried forward                        | <u>692,563,089</u>           | <u>624,738,749</u> |

**Notes to the Interim Unaudited Financial Statements**

|                                       | <b>Period ended on September 30</b> |                    |
|---------------------------------------|-------------------------------------|--------------------|
|                                       | <b>2019</b>                         | <b>2018</b>        |
|                                       | <b>Q</b>                            | <b>Q</b>           |
| Brought forward                       | 692,563,089                         | 624,738,749        |
| Stationery and office supplies        | 5,155,081                           | 3,894,860          |
| Freight and carriage                  | 5,013,386                           | 5,112,812          |
| Insurance premium and bonds           | 4,139,579                           | 3,523,600          |
| General expenses                      | 3,753,435                           | 3,038,111          |
| Processing data service               | 2,283,503                           | -                  |
| Parking service                       | 1,614,432                           | -                  |
| Sponsorship                           | 1,437,094                           | -                  |
| Messenger service                     | 897,552                             | -                  |
| Personal recruitment                  | 720,873                             | -                  |
| Fuel and lubricants                   | 655,665                             | -                  |
| Contributions to various associations | 409,096                             | -                  |
| Water                                 | 190,967                             | -                  |
| Donation                              | 33,750                              | 1,513,796          |
| Miscellaneous expenses                | 1,165,673                           | 4,850,655          |
|                                       | <u>720,033,175</u>                  | <u>646,672,583</u> |

The account miscellaneous expenses include penalties expenses, various post and other minor expenses.

**27 Extraordinary Income and Expenses, net**

The summary of the extraordinary income and expenses are as follows:

|   | <b>Period ended on September 30</b> |                    |
|---|-------------------------------------|--------------------|
|   | <b>2019</b>                         | <b>2018</b>        |
|   | <b>Q</b>                            | <b>Q</b>           |
| <b>Income:</b>  |                                     |                    |
| Recoveries (a)  | 37,149,656                          | 17,640,723         |
| Foreclosed assets   | 1,849,430                           | 2,085,598          |
| Gain on sale of property and equipment                      | 5,132                               | 4,302              |
| Others  | 3,789,743                           | 4,415,712          |
| Total extraordinary income                                  | <u>42,793,961</u>                   | <u>24,146,335</u>  |
| <b>Expenses:</b>  |                                     |                    |
| Loss on possession and misuse of foreclosed assets (note 9) | (484,099)                           | (1,751,331)        |
| Loss on sale of property and equipment                      | (144,708)                           | (14,342)           |
| Compensation for damages                                    | (127,512)                           | (69,185)           |
| Loss on liquidation on foreclosed assets                    | (28,912)                            | (2,283)            |
| Others  | (922,260)                           | (796,815)          |
| Total extraordinary expenses                                | <u>(1,707,491)</u>                  | <u>(2,633,956)</u> |
|   | <u>41,086,470</u>                   | <u>21,512,379</u>  |

## Notes to the Interim Unaudited Financial Statements

- (a) This account is used to record the recovery of credit assets, which balances were written off from the credit portfolio and transferred to other memorandum accounts for their control since they were considered irrecoverable at certain moment.

### 28 Income and Expenses from Previous Periods, net

The summary of income and expenses from previous periods is as follows:

|                                   | Period ended on September |                    |
|-----------------------------------|---------------------------|--------------------|
|                                   | 2019                      | 2018               |
|                                   | Q                         | Q                  |
| Income                            |                           |                    |
| Loan portfolio interests          | 1,811,481                 | 7,798,735          |
| Credit reserve regularization     | 980,721                   | 1,174,729          |
| Remittances commissions           | 481,338                   | 238,088            |
| Dividends                         | 368,581                   | -                  |
| Provisions reversals for:         |                           |                    |
| Income tax                        | 322,073                   | 3,365,516          |
| Accounts payable                  | 14,970                    | 27,043             |
| Officers and employees            | 33                        | 11,800             |
| Board of Administrative Directors | 678,400                   | 10,019,430         |
| Professional fees                 | -                         | 1,950,499          |
| Loan reversal                     | -                         | 67,609             |
| Labor benefits                    | -                         | 19,021             |
| Others                            | 250,660                   | 102,341            |
| Total income of previous years    | <u>4,908,257</u>          | <u>24,774,811</u>  |
| Expenses:                         |                           |                    |
| Payments made to suppliers        | (3,309,164)               | (1,145,973)        |
| Remodeling and improvements       | (1,217,628)               | -                  |
| Labor benefits                    | (529,190)                 | (155,479)          |
| Depreciations (note 11)           | (139,489)                 | -                  |
| Professional fees                 | (72,323)                  | (217,716)          |
| Marketing and advertising         | (34,839)                  | (1,156,131)        |
| Loans obtained                    | (12,297)                  | (11,118)           |
| Loan portfolio reserved interest  | (9,438)                   | (443,158)          |
| Income tax retentions             | -                         | (70,319)           |
| Others                            | (289,365)                 | (30,959)           |
| Total expenses of previous years  | <u>(5,613,733)</u>        | <u>(3,230,853)</u> |
|                                   | <u>(705,476)</u>          | <u>21,543,958</u>  |

## Notes to the Interim Unaudited Financial Statements

### 29 Income Tax

The statutory declarations of the income tax presented to the Bank from fiscal years ended on December 31, 2015 to 2018 are subject to review from the fiscal authorities. The State's right to carry out the review is limited to four years being counted from the maturity date of the tax payment.

In accordance with the Book I Income Tax Decree No. 10-2012 of the Congress of the Republic of Guatemala issued on March 5, 2012, the Bank adopted, from January 1, 2014, the regime upon the earnings coming from profit activities for the determination of the income tax which establishes a taxable rate of 25%. Besides, capital revenues and capital earnings are imposed with a taxable rate of 10% and the distribution of dividends, profits, and earnings is imposed with a rate of 5%.

The income tax of the period ended on September 30, 2019 amounted up Q87,785,649 (Q34,558,651 in September 30, 2018), which represents an effective rate of 15.31% (8.3 % in September 30, 2018).

The integration of the taxable rate determination and the income tax expense is as follows:

|                                    | <b>Period ended on September 30</b> |                          |
|------------------------------------|-------------------------------------|--------------------------|
|                                    | <b>2019</b>                         | <b>2018</b>              |
|                                    | <b>Q</b>                            | <b>Q</b>                 |
| Gross revenue (total income)       | 2,608,499,356                       | 2,376,285,663            |
| Less non-taxable income            | (298,508,664)                       | (293,429,918)            |
| Less deductible costs and expenses | <u>(1,958,848,096)</u>              | <u>(1,944,621,142)</u>   |
| Taxable income                     | 351,142,596                         | 138,234,603              |
| Taxable rate                       | <u>25%</u>                          | <u>25%</u>               |
| Income tax payable (note 17)       | <u><u>87,785,649</u></u>            | <u><u>34,558,651</u></u> |

The determination of the income tax above was prepared in all significant aspects, in conformity with the provision contained in Book I of the Tax Updating Act, Decree No. 10-2012 of the Congress of the Republic of Guatemala and its amendments which contain the regulation applicable to the income tax. The amounts stated might be subject to subsequent changes depending on the criteria applied by the fiscal authorities when analyzing the transactions.



**Notes to the Interim Unaudited Financial Statements**

**30 Contingencies, Commitments, Other Liabilities and Memorandum Accounts**

This is an account that summarizes all the memorandum accounts recorded in the Bank as required by the Manual of Accounting Instructions.

The summary of this account is as follows:

|  | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|--|-------------------------------------|------------------------------------|
| Local currency:  |                                     |                                    |
| Commitments and contingencies                                      | 195,220,041                         | 170,714,799                        |
| Loan portfolio guarantee   | 600,976,583                         | 538,482,888                        |
| Classification of investments and loan portfolio and others assets | 13,751,372,278                      | 13,015,761,943                     |
| Third-party administration   | 491,010,525                         | 517,087,789                        |
| Documents and own securities remitted                              | 9,725,891                           | 9,725,891                          |
| Authorized issuance of financial obligations                       | 703,357,000                         | 817,357,000                        |
| Financial obligations  | 703,357,000                         | 703,357,000                        |
| Other memorandum accounts  | 1,298,897,014                       | 997,698,055                        |
| Register accounts  | 1,525,874                           | 1,961,727                          |
| Total local currency   | 17,755,442,206                      | 16,772,147,092                     |
| Foreign currency:  |                                     |                                    |
| Commitments and contingencies                                      | 93,490,261                          | 68,839,304                         |
| Classification of investments and loan portfolio and others assets | 116,375,527                         | 115,716,592                        |
| Third-party administration   | 257,278                             | -                                  |
| Documents and own securities remitted                              | 238,949,904                         | 238,994,386                        |
| Other memorandum accounts  | 154,107,945                         | 153,960,156                        |
| Total foreign currency   | 603,180,915                         | 577,510,438                        |
|  | 18,358,623,121                      | 17,349,657,530                     |

The item of third-party administration includes trust funds managed by the Bank (note 32) according to the following summary:

|                      | <b>September 30,<br/>2019<br/>Q</b> | <b>December<br/>31, 2018<br/>Q</b> |
|----------------------|-------------------------------------|------------------------------------|
| Local currency:      |                                     |                                    |
| Administration       | 490,856,635                         | 516,855,262                        |
| Others               | 153,886                             | 232,524                            |
| Total local currency | 491,010,521                         | 517,087,786                        |

## Notes to the Interim Unaudited Financial Statements

### 31 Conformation of the Financial Group

Article 27 of the Law of Banks and Financial Groups, establishes the constitution of Financial Group, which must be organized under the common control of a ruling company incorporated in Guatemala specifically for this purpose or a controlling company of the financial group.

On September 29, 2010 the Monetary Board issued Resolution No. JM 99-2010 fully formalizing the conformation of Grupo Financiero de los Trabajadores, which in this case is the Banco de los Trabajadores the responsible entity.

On June 6, 2018 the Monetary Board issued Resolution No. JM 35-2018 where authorizes the modification of the Grupo Financiero de los Trabajadores, in the meaning of adding Casa de Bolsa de los Trabajadores S.A. as part of the Group.

At September 30, 2019 the companies making part of Grupo Financiero de los Trabajadores are:

- Banco de los Trabajadores (responsable entity)
- Aseguradora de los Trabajadores, S.A.
- Financiera de los Trabajadores, S.A.
- Casa de Bolsa de los Trabajadores, S.A.

The transactions made with companies of Grupo Financiero de los Trabajadores are as follow:

|           | <b>Period ended on September 30</b> |                   |
|-----------|-------------------------------------|-------------------|
|           | <b>2019</b>                         | <b>2018</b>       |
|           | <b>Q</b>                            | <b>Q</b>          |
| Income:   |                                     |                   |
| Dividends | -                                   | 26,977,454        |
| Interests | 81,292                              | -                 |
| Services  | 894,465                             | -                 |
|           | <u>975,757</u>                      | <u>26,977,454</u> |
| Expenses: |                                     |                   |
| Interests | 2,049,108                           | 2,408,240         |
| Services  | 5,626,850                           | 3,147,965         |
|           | <u>7,675,958</u>                    | <u>5,556,205</u>  |

## Notes to the Interim Unaudited Financial Statements

The balances with companies of Grupo Financiero de los Trabajadores are as follow:

|                       | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|-----------------------|-------------------------------------|------------------------------------|
| <b>Assets:</b>        |                                     |                                    |
| Investments           | -                                   | 1,843,583                          |
| Permanent investments | 72,708,666                          | 72,708,666                         |
| Accounts receivable   | 120,449                             | -                                  |
|                       | <u>72,829,115</u>                   | <u>74,552,249</u>                  |
| <b>Liabilities:</b>   |                                     |                                    |
| Deposit obligations   | 48,407,454                          | 63,490,284                         |
| Accounts payable      | 693,785                             | 655,535                            |
|                       | <u>49,101,239</u>                   | <u>64,145,819</u>                  |

The companies of the financial group are not allowed to:

- a) Grant direct or indirect financing for the acquisition of representative shares from the parent company, the responsible company or any other financial company of the group to which it belongs;
- b) Carry out financial operations or services rendering among each other, under conditions such as terms, rates, amounts, guarantees and commissions other than those used in similar operations with third parties.

The Monetary Board will rule the operations that could be carried out among entities; and

- c) Perform operations or provide financial services that the Monetary Board considers incompatible with the financial business.

### 32 Commitments and Contingencies

- **Letters of Credit**

As of September 30, 2019 The Bank has contingent liabilities due to credit letters issued in the amount of Q17,000,000 (Q12,845,163 in 2018).

- **Trust funds**

As of September 30, 2019 the Bank manages as trustee ten (10) trust contracts (eleven (11) trust contracts in September 30, 2018). In conformity with the Code of Commerce, the trustee is responsible before third parties for the compliance of liabilities contained in the subscribed trust contracts, including the compliance of the corresponding tax obligations. These trust funds are not audited by Klynveld Peat Marwick Goerdeler, S.A., five (5) trust funds are audited by the General Comptroller of Accounts of the Nation and one (1) of them also is audited by other independent auditors.

## Notes to the Interim Unaudited Financial Statements

- **Lease commitments**

The Bank entered into operating lease contracts for the use of some buildings, furniture and equipment, and other assets, according to the conditions stipulated in the contracts. The amount of the expense of 2019 for this concept is worth of Q53,499,419 (Q45,939,018 in September 30, 2018).

- **Pending litigations**

As of September 30, 2019 and December 31, 2018 are pending of resolution the following civil and fiscal litigations.

The amounts of the additional taxes claimed do not include fines nor compensation interests and are summarized as follows:

|   | <b>September 30,<br/>2019<br/>Q</b> | <b>December 31,<br/>2018<br/>Q</b> |
|---|-------------------------------------|------------------------------------|
| <b>Additional taxes claimed</b>   |                                     |                                    |
| <b>In administrative instance:</b>  |                                     |                                    |
| Income tax – tax on earnings from lucrative activities fiscal year 2015   | 61,297,804                          | 61,297,804                         |
| Solidarity tax – adjustment of third quarter fiscal period 2015   | 506,608                             | 506,608                            |
| Tax adjustments for solidarity tax fourth quarter fiscal period 2015  | 506,608                             | 506,608                            |
| Income tax – tax on earnings from lucrative activities fiscal year 2016   | 53,322,282                          | -                                  |
|   | <u>115,633,302</u>                  | <u>62,311,020</u>                  |
| <b>Judicial process:</b>  |                                     |                                    |
| Income tax – financial income fiscal year (ISPF) year 1998  | 3,832,541                           | 3,832,541                          |
| Income tax – financial income fiscal year (ISPF) year 1999  | 1,998,094                           | 1,998,094                          |
|   | <u>5,830,635</u>                    | <u>5,830,635</u>                   |
| <b>Civil process:</b>   |                                     |                                    |
| Precautionary seizure resulting from decisions made against previous owners of Certificates of Treasury of the Republic of Guatemala (see note 5) | 1,655,000                           | 1,655,000                          |
|   | <u>123,118,937</u>                  | <u>69,796,655</u>                  |

## **Notes to the Interim Unaudited Financial Statements**

According to the opinion of the attorneys and tax advisors as well as the administration, there is a possibility that the result of these litigations will be favorable. For this reason, no provision has been recorded as of September 30, 2019 to cover possible losses from these claims.

### **Other processes:**

During the year 2016 as a result of a complaint filed by the Administration for Special Verification of the Superintendency of Banks, on December 31, 2016 the Public Ministry initiated proceedings against certain former executives of the Bank for the crimes of illicit association, embezzlement and money laundering.

The defrauded amounts were recorded in the income statement of the years ended on 2010 and 2011, so the Bank's Administration considers that the final result of these processes will not have an additional adverse effects on the assets in future financial statements. The Bank is constituted in the aforementioned criminal process as an adhesive complainant, expecting worthy reparation in favor of the Bank damage caused to the equity.