## UNIBANK S.A.

# **Consolidated Financial Statements**

September 30, 2013 and 2012

(With Independent Auditors' Report Thereon)



### Mérové-Pierre - Cabinet d'Experts-Comptables

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### **Independent Auditors' Report**

The Board of Directors UNIBANK S.A.:

We have audited the consolidated financial statements of UNIBANK S.A. and its subsidiaries which comprise the consolidated balance sheet as of September 30, 2013, the consolidated statements of income, comprehensive income, changes in shareholders' equity and cash flows for the year then ended and a summary of significant accounting policies and other explanatory notes.

# Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with International Financial Reporting Standards. This responsibility includes: designing, implementing and maintaining internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error, selecting and consistently applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### Auditors' responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal controls relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Management, as well as evaluating the overall presentation of the financial statements.





The Board of Directors Page 2

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of UNIBANK S.A. and its subsidiaries as of September 30, 2013, and the consolidated results of their operations and their consolidated cash flows for the year then ended, in conformity with International Financial Reporting Standards.

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information included in schedules I to V is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and is fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

Meron- Prene- Cabinet & Experts- Comptables

Port-au-Prince, December 9, 2013

UNIBANK S.A.
Consolidated Balance Sheets
September 30, 2013 and 2012
(Expressed in thousands of Haitian Gourdes)

	Notes	2013	2012
ASSETS	_		
CASH AND CASH EQUIVALENTS	5	G 18,572,834	19,630,244
BRH (CENTRAL BANK) BONDS, NET	5	-	1,263,827
INVESTMENTS	6	5,200,262	6,269,970
LONG-TERM CORPORATE INVESTMENTS	7		
Affiliated companies		2,477,074	2,132,353
Others		146 2.477.220	10,054
		2,477,220	2,142,407
LOANS	8	21,428,320	18,390,402
Impairment provision		<u>(202,706)</u>	(149,289)
		21,225,614	18,241,113
FIXED ASSETS, NET	9		
Fixed assets, at cost		3,018,112	2,795,593
Accumulated depreciation		<u>(1,580,201)</u>	<u>(1,396,108)</u>
		1,437,911	1,399,485
OTHERS			
Investment property	7c	888,856	863,565
Acceptances and letters of credit		166,711	154,970
Other assets	10	<u>2,231,276</u>	1,808,172
		3,286,843	2,826,707
		G 52,200,684	51,773,753
LIABILITIES AND SHAREHOLDERS' EQUIT	Y		
DEPOSITS	11	43,115,700	43,752,081
DEBT	12	724,114	723,881
OTHERS			
Term bonds	13	164,942	198,471
Commitmentsóacceptances and letters of credi	it	166,711	154,970
Other liabilities	14	2,942,368	2,299,835
		3,274,021	2,653,276
SUBORDINATED DEBT	15	100,000	100,000
TOTAL LIABILITIES		47,213,835	47,229,238
SHARHOLDERSøEQUITY			
Paid-in capital	16	2,093,492	2,093,492
Retained earnings		1,858,335	1,694,715
Paid-in surplus		33,316	33,316
Other reserves		803,761	540,027
Shareholdersøequity of UNIBANK S.A.		4,788,904	4,361,550
Minority interest in subsidiaries	17	<u>197,945</u>	182,965
		4,986,849	4,544,515
		G 52,200,684	51,773,753

UNIBANK S.A.
Consolidated Statements of Income
Years ended September 30, 2013 and 2012
(Expressed in thousands of Haitian Gourdes)
(Except for net income per equivalent share)

	Notes	2013	2012
INTEREST INCOME			
Loans		G 1,813,636	1,567,901
BRH (Central Bank) bonds, investments and deposits		132,611	62,863
		1,946,247	1,630,764
INTEREST EXPENSE			
Deposits		41,065	35,271
Long-term debt, term bonds and others		<u>26,036</u>	12,229
		67,101	47,500
NET INTEREST INCOME		1,879,146	1,583,264
Impairment charge for credit loss	8	<u>(128,395</u> )	<u>(72,167</u> )
		1,750,751	1,511,097
OTHER INCOME (EXPENSES)			
Commissions		1,430,285	1,200,107
Foreign exchange gain		444,188	351,961
Share of net income of non-consolidated			
affiliates, net of income taxes	7 (d)	334,813	312,225
Net negative goodwill (excess of the value			
of net assets acquired over acquisition cost)	7 (c)	-	114,626
Loss on revaluation of investment property	7 (c)	(3,651)	-
Rental revenue		27,509	87,124
Net insurance premiums	21	53,324	27,840
Loss on sale of debt securities	6	(12,722)	(7,818)
Others		133,757	109,520
		2,407,503	2,195,585
NET INTEREST INCOME AND OTHER INCOME		4,158,254	3,706,682
OPERATING EXPENSES			
Salaries and other employees benefits	20	1,215,029	1,104,313
Premises and equipment		447,869	426,682
Depreciation	9	237,818	246,485
Other operating expenses		756,437	685,648
		2,657,153	2,463,128
INCOME BEFORE INCOME TAXES		1,501,101	1,243,554
INCOME TAXES	18		
CURRENT		167,897	79,957
DEFERRED		<u>34,281</u>	28,249
		202,178	108,206
NET INCOME		1,298,923	1,135,348
Net income attibutable to the shareholders of UNIBANK	S.A.	1,283,823	1,149,011
Net income attributable to minority interest		15,100	(13,663)
NET INCOME		G 1,298,923	1,135,348
Net income per equivalent share of paid-in capital			
attributable to the shareholders of UNIBANK S.A.		G 2,453	2,280

UNIBANK S.A.
Consolidated Statements of Comprehensive Income
Years ended September 30, 2013 and 2012
(Expressed in thousands of Haitian Gourdes)
(Except for comprehensive income per equivalent share)

	Notes		2013	2012
NET INCOME		G	1,298,923	1,135,348
Components of comprehensive income:				
Foreign currency translation effect for foreign subsidiairies			37,278	25,066
Net change in loss on available- for-sale investments:				
Unrealized net (loss) gain, net of foreign exchange effect Realized gain transferred to the consolidated	6 and 18		(37,168)	18,190
statement of income			12,574	6,237
			(24,594)	24,427
Income tax effect of components of comprehensive income	18		7,378	(7,328)
			(17,216)	17,099
COMPREHENSIVE INCOME FOR THE YEAR			1,318,985	1,177,513
Comprehensive income attributable to the shareholders				
of UNIBANK S.A.			1,304,005	1,191,223
Comprehensive income attributable to minority interest			14,980	(13,710)
COMPREHENSIVE INCOME FOR THE YEAR			1,318,985	1,177,513
Comprehensive income per equivalent share of paid-in capital attributable to the shareholders of UNIBANK S.A.		G	2,493	2,364

UNIBANK S.A.
Consolidated Statements of Changes in Shareholders' Equity
Year ended September 30, 2012
(Expressed in thousands of Haitian Gourdes)

	,				Other reserves							
		Paid-in capital	Paid-in surplus	Retained earnings	Legal reserve	General reserve for loan losses	Revaluation reserve-land	Unrealized loss on investments	Translation adjustment	Total reserves	Minority interest in subsidiaries	Total
Balance as of September 30, 2011	G	2,000,000	5,326	1,663,480	-	177,655	24,911	(22,488)	79,961	260,039	196,675	4,125,520
Net income for the year  Components of comprehensive income:		-	-	1,149,011	-	-	-	-	-	-	(13,663)	1,135,348
Unrealized gain on investments, net of income taxes  Realized gain transferred to the consolidated	1	-	-	-	-	-	-	12,733	-	12,733	-	12,733
statement of income Foreign currency translation effect for	•	-	-	-	-	-	-	4,366	-	4,366	-	4,366
foreign subsidiaries									<u>25,113</u>	25,113	(47)	25,066
Total				<u>1,149,011</u>				<u>17,099</u>	<u>25,113</u>	42,212	<u>(13,710</u> )	<u>1,177,513</u>
Transfer from retained earnings												
Transfer to legal reserve		-	-	(197,776)	197,776	-	-	-	-	197,776	-	-
Transfer to general reserve for loan losses		-	-	(40,000)	-	40,000	-	-	-	40,000	-	-
Transactions with shareholders												
Cash dividends		-	-	(800,000)	-	-	-	-	-	-	-	(800,000)
Shares dividends		81,524	(1,524)	(80,000)	-	-	-	-	-	-	-	-
Sales of shares		11,968	29,514	-	-	-	-	-	-	-	-	41,482
Balance as of September 30, 2012	G	2,093,492	33,316	1,694,715	197,776	217,655	24,911	(5,389)	105,074	540,027	182,965	4,544,515

UNIBANK S.A.
Consolidated Statements of Changes in Shareholders' Equity
Year ended September 30, 2013
(Expressed in thousands of Haitian Gourdes)

(2	,			<u>-</u>	Other reserves							
		Paid-in capital	Paid-in surplus	Retained earnings	Legal reserve	General reserve for loan losses	Revaluation reserve-land	Unrealized loss on investments	Translation adjustment	Total reserves	Minority interest in subsidiaries	Total
Balance as of September 30, 2012	G	2,093,492	33,316	1,694,715	197,776	217,655	24,911	(5,389)	105,074	540,027	182,965	4,544,515
Net income for the year <i>Components of comprehensive income:</i> Unrealized gain on investments, net of		-	-	1,283,823	-	-	-	-	-	-	15,100	1,298,923
income taxes		-	-	-	-	-	-	(26,018)	-	(26,018)	-	(26,018)
Realized gain transferred to the statement												
of income  Foreign gurrangy translation affect for		-	-	-	-	-	-	8,802	-	8,802	-	8,802
Foreign currency translation effect for foreign subsidiaries									<u>37,397</u>	37,397	(120)	37,277
Total				1,283,823				<u>(17,216</u> )	<u>37,397</u>	20,181	<u>14,980</u>	1,318,984
Transfer from retained earnings												
Transfer to legal reserve		-	-	(209,409)	209,409	-	-	-	-	209,409	-	-
Transfer to general reserve for loan losses		-	-	(34,144)	-	34,144	-	-	-	34,144	-	-
Transactions with shareholders:												
Cash dividends		-	-	(876,650)	-	-	-	-	-	-	-	(876,650)
Balance as of September 30, 2013	G	2,093,492	33,316	1,858,335	407,185	251,799	24,911	(22,605)	142,471	803,761	197,945	4,986,849

UNIBANK S.A. Consolidated Statements of Cash Flows Years ended September 30, 2013 and 2012 (Expressed in thousands of Haitian Gourdes)

	Notes	2013	2012
OPERATING ACTIVITIES			
Net income of the year		G 1,298,923	1,135,348
Adjustments to determine net cash flows provided by			
operating activities:			
Share of net income of non-consolidated affiliates	7 (d)	(334,813)	(312,225)
Depreciation of fixed assets	9	237,818	246,485
Impairment charge for credit loss	8	128,395	72,167
Gain on disposals of fixed assets		(4,518)	(14,066)
Effect of revaluation of impairment losses in US dollars	8	3,305	2,906
Changes in other assets and liabilities resulting from			
operating activites:			
Net (decrease) increase in deposits		(636,381)	3,327,003
Decrease (increase) BRH bonds, net		1,263,827	(913,961)
Disbursements of loans, net		(3,116,201)	(4,274,347)
Decrease in investments, net		1,052,492	3,052,166
Changes in other assets and liabilities		157,079	(319,599)
Net cash flows provided by operating activities		49,926	2,001,877
INVESTING ACTIVITIES			
Acquisitions of fixed assets	9	(295,361)	(354,037)
Proceeds from disposals of fixed assets		24,000	31,826
Net translation adjustment ó fixed assets	9	(365)	(552)
Translation adjustment in local currency		37,399	25,113
Translation adjustment attributable to minority interest	17	(120)	(47)
Dividends received from non-consolidated affiliates		-	347,683
Decrease of long-term corporate investments			325,028
Net cash flows (used in) provided by operating activities		(234,447)	375,014
FINANCING ACTIVITIES			
Cash dividends ó shareholders of UNIBANK S.A.		(839,593)	(800,000)
Increase in long-term debt		233	644,090
Decrease in term bonds and subordinated debt		(33,529)	(22,661)
Sales of shares			41,482
Net cash flows used in investing activities		(872,889)	(137,089)
Variation in cash and cash equivalents		(1,057,410)	2,239,802
Cash and cash equivalents at beginning of year		19,156,949	17,035,063
Effect of exchange rate fluctuation on cash and cash			
equivalents at beginning of year		473,295	355,379
Cash and cash equivalents at end of year	5	G 18,572,834	19,630,244

#### 1) ORGANIZATION

UNIBANK S.A. is a banking corporation owned by private Haitian investors. Its activities consist of all banking operations including deposits, credit and foreign exchange transactions in Haiti and outside of Haiti, within the limits authorized by the banking laws. The official authorization, the bank license and by-laws were published in the Haitian official gazette, Le Moniteur, respectively on March 8, 1993, December 28, 1994, September 18, 1995, February 17, 1997, June 3, 2002, January 24, 2005, June 18, 2009 and October 4, 2011. The Head Office of the Bank is located at 157, rue Faubert, Pétion-Ville, Haiti.

Subsidiaries of UNIBANK S.A. consolidated in these financial statements are presented in **note 17**.

The shareholders of UNIBANK S.A. have created **FONDATION UNIBANK**, a non-profit philanthropic institution, with the goal of helping and participating in the development of philanthropy in Haiti. The Foundation is financed by advances and donations from UNIBANK S.A. It is not consolidated in these financial statements.

#### 2) <u>BASIS FOR FINANCIAL STATEMENT PREPARATION</u>

#### (a) Accounting framework

The consolidated financial statements of UNIBANK S.A. and subsidiaries (the Group) were prepared in conformity with International Financial Reporting Standards (IFRS).

The consolidated financial statements include the assets and liabilities as well as the results of the operations and the cash flows of UNIBANK S.A. and its subsidiaries.

Subsidiaries are entities controlled by the Group. An entity is controlled by the Group when it has the power to govern the financial and operating policies of the entity. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control has been effectively transferred to the Group. All intercompany balances and transactions are eliminated. The equity and net income attributable to minority interest in subsidiaries are shown separately in the consolidated financial statements. A list of the Group subsidiaries is presented in **note 17**.

The consolidated financial statements were approved by the Board of Directors on December 19, 2013.

#### 2) <u>BASIS FOR FINANCIAL STATEMENT PREPARATION (CONTINUED)</u>

#### (b) Basis of measurement

The consolidated financial statements are presented on a historical cost basis, with the exception of investments available for sale (**note 6**) which are presented at fair value, and land presented at revalued amounts (**note 9**).

The methods used to measure the fair value are described in the corresponding notes.

#### (c) Functional and presentation currency

The consolidated financial statements are presented in Haitian Gourdes which is the Groupøs functional currency. The financial information reported has been rounded to the nearest thousand.

#### (d) <u>Use of estimates and judgment</u>

In preparing these consolidated financial statements in conformity with International Financial Reporting Standards, Management must make estimates and assumptions that affect the application of accounting policies and the reported amounts of recorded and contingent assets and liabilities, and also of income and expenses of the year. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed periodically. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected. In particular, information about significant areas of estimation and critical judgement in applying accounting policies that have the most significant effect on the amounts recognized in the consolidated financial statements are included in the following notes:

**Note 3 (o)** General reserve for loan losses

Note 6 Investments

Notes 3 (e) and 8 Loans - provision for impairment

Note 9 Fixed assets

Note 10 Other assets of goodwill and valuation of

properties held for sale.

Note 14 Other liabilities- impairment

According to management, the consolidated financial statements were prepared on an adequate basis using fair judgment in all material respects and in accordance with the accounting policies summarized below.

#### 3) SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements, and have been applied consistently by the Group entities. Some comparative figures were reclassified for presentation purposes only.

#### (a) Conversion of foreign currencies

Monetary assets and liabilities stated in foreign currencies are translated in Haitian Gourdes at exchange rates prevailing at year end. Gains and losses resulting from this translation are included in the consolidated statement of income, with the exception of the foreign exchange effect related to investments held for sale which is recognized in shareholdersøequity and in the consolidated statement of comprehensive income.

Transactions in foreign currencies are translated at the exchange rate in effect at the transaction date. Gains and losses related to foreign exchange operations are recorded in the consolidated statement of income.

The financial statements of entities incorporated outside of Haïti, Unitransfer International, GFN Real Estate LTD., GFN Real Estate LLC, International Sunrise Partners LLC, GFN Restaurant II LLC and SNI Minoterie L.P., expressed in US dollars, were translated in the currency of presentation of the consolidated financial statements. All assets and liabilities in foreign currency are translated in local currency at the official year-end exchange rate; revenues and expenses are translated at the average exchange rate for the year, which approximates the actual exchange rates on the dates of transactions. Translation adjustments resulting from this process are recorded directly in the translation adjustment account, a component of shareholdersø equity and in the consolidated statement of comprehensive income.

The financial statements presented in schedules I to V were translated in US dollars according to the latest requirements of International Financial Reporting Standards. Under actual requirements of this standard, assets and liabilities are translated at year-end exchange rate. Net assets accounts other than net income for the year are translated at year-end exchange rate. Income and expenses are translated at the average rate of exchange. All exchange differences resulting from such translation are reflected as a separate component in shareholdersø equity and in the consolidated statement of comprehensive income.

### 3) SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### (b) Cash and cash equivalents

Cash and cash equivalents are short-term highly liquid investments which are readily convertible into known amounts of cash without notice and which are within three months of maturity when acquired. These are reflected at cost.

#### (c) <u>Investments</u>

Investments are composed of foreign and local investments.

Foreign investments are composed mainly of US Treasury Bills and Federal Agency Bonds, corporate bonds and term deposits. Local investments consist of term bonds issued by local companies. They are classified and measured as follows:

### Held -to- maturity investments

Held-to-maturity investments are non derivative instruments with fixed and determined payments, with fixed maturity that the Bank has the capacity and intent to hold to maturity. Held-to-maturity investments are recorded at amortized cost. Unrealized holding gains and losses on investments held-to-maturity are not recorded but are disclosed in notes to the consolidated financial statements.

#### Available-for-sale investments

The available-for-sale investments are those other than the held-to-maturity investments. Available-for-sale investments are recorded at their fair value based upon market quotations or based on available fair value information. The changes in fair value of this portfolio are reflected separately as a component of shareholdersø equity and in the consolidated statement of comprehensive income.

Gains and losses realized on sales of investments, as well as other than temporary decline in the value of the investments, are included in the determination of income of the year in which they occur.

#### (d) Long-term corporate investments

Long-term corporate investments represent long-term investments in various companies. **Affiliated companies** are those over which the Group maintains significant influence but does not control their financial and operational policies. A significant influence exists if the Group controls between 20% to 50% of voting rights of an entity. A **joint venture** is an entity where the Group shares control with another entity or Group.

#### (3) <u>SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)</u>

### (d) Long-term corporate investments (continued)

Investments in affiliated companies and joint ventures are initially recorded at cost and are subsequently measured using the equity method. This method consists in recording the investment at cost, recognizing its share of income or loss as it is earned and reducing the investment by dividends declared or paid.

Other corporate investments with ownership of less than 20% are recorded at cost.

Gains and losses realized on sales of corporate investments, as well as other than temporary declines, are included in the determination of consolidated income of the year in which they occur.

#### (e) Loans

Originated loans are presented at their amortized cost.

Non-performing loans are those for which interest accrual has been discontinued. Non-performing loans are restored to an accrual basis when principal and interest payments are current and there is no longer any doubt regarding recovery based on Managementøs opinion.

Restructured loans are those for which the Bank has revised the terms due to deterioration in the financial situation of the borrower. These loans are reclassified as regular loans, if the terms of the restructuring are adhered to during this period and if regular loan classification criteria are met.

Loans are written off when all restructuring and collection efforts are completed and it is unlikely that other amounts will be recovered. Recoveries of loans written off are recorded in the impairment provision in the consolidated balance sheet. Credit card and micro finance loans are written off when they are in arrears for 270 days and 180 days respectively.

At balance sheet date, the Group assesses whether there is objective evidence of impairment in the loan portfolio. A loan is impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of the loan and that the loss event has an impact on the future cash flows of the loan.

#### (3) SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (e) Loans (continued)

The Bank establishes an impairment provision on loans taking into account observable data, such as default or delinquency by a borrower, collateral value, future recovery possibilities, the financial situation of the borrower, as well as other observable data relating to a borrower or a group of borrowers that correlate with defaults in the group. This provision is also based on Management experience and judgment.

Loans are presented net of the impairment provision. This provision is increased by the charge for impairment loss recorded in the consolidated statement of income and decreased by write-offs net of recoveries, and net of the translation adjustment resulting from the revaluation of the provision for loan losses in US dollars.

The Bank meets the Central Bankøs requirements on impairment provision as defined in Circular 87. When the required provision for loan losses in accordance with the Central Bankøs regulations exceeds the estimate of impairment based on IFRS, the surplus of provision is recorded in the general reserve for loan losses reflected in shareholdersøs equity (3 o).

#### (f) Fixed assets

Fixed assets are recorded at cost, except for land which has been revalued and stated to fair value in accordance with International Financial Reporting Standard no. 16. Except for land, leasehold improvements and investments in progress, depreciation is calculated based on the estimated useful life using the straight-line method. Leasehold improvements are amortized over the lease terms using the straight-line method. Investments in progress will be depreciated over their estimated useful life from the time they are ready for usage.

Fair value of land has been determined based on appraisals made by independent real estate appraisers. The book value has been adjusted to the average appraised market value. The revaluation surplus has been recorded, net of deferred income taxes, in the revaluation reserve-land, a separate account of shareholdersøequity (3 p).

#### (3) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (f) Fixed assets

Depreciation rates applied to the main categories of fixed assets are as follows:

Buildings	2.5% - 5.0%				
Furniture and equipment	20%				
Computer equipments	20%				
Software	20% - 100%				
Leasehold improvements	10% - 20%				
Vehicles	25%				

Residual value, useful life and depreciation methods of the various categories of fixed assets are reviewed periodically.

Major expenses for improvements and reconditioning are capitalized, and expenses for maintenance and repairs are charged to expenses.

Gains or losses realized on disposal of fixed assets are recognized in the consolidated statement of income. When revalued land and buildings are sold, the related surplus, reflected in the revaluation reserve, is transferred to retained earnings.

### (g) Properties held for sale

Properties held for sale, reflected in other assets, consist of land and buildings obtained in settlement of unpaid loans or repossessed. They are reflected at the lower of their estimated fair value or cost which is equivalent to the balance of the unpaid loans plus interest receivable at the time of default, plus recovery fees incurred by the Bank.

The carrying value of these assets is reviewed at each balance sheet date to determine whether there is any indication of impairment. In case of impairment, the carrying value is adjusted to the net realizable value which is equivalent to the estimated selling price in the normal course of business.

Fair value is estimated based on appraisals from independent real estate appraisers.

#### (3) <u>SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)</u>

#### (h) <u>Investment properties</u>

An investment property, presented in other assets, represents a building held by the Bank outside Haiti for an unspecified period and use, with the objective that it will have an increase in value compared to its original book value. This investment property generates rental revenue.

This building is kept at fair value and is not depreciated. The fair value will be revised at the end of each year based on appraisals carried out by independent real estate appraisers.

All increase or decrease in value resulting from a change in fair value of this investment property will be recorded in the consolidated statement of income.

Rental income and expenses related to the management of this building are recorded directly in the consolidated statement of income.

#### (i) Goodwill

Goodwill represents the excess of cost of acquisition over the fair value of the net assets acquired. Goodwill presented in other assets is not amortized and is evaluated every year end in order to identify any impairment in value. Goodwill is subject to an annual impairment test or more frequently if events or changes in circumstances indicate an impairment. Goodwill is presented at cost less impairment. Management believes that there is no significant decrease in the book value of goodwill as of the date of these consolidated financial statements.

Goodwill is established for each acquisition and is presented in other assets if the purchase price is higher than the fair value of the net assets acquired. If the purchase price is lower than the fair value of the net assets acquired, a negative goodwill is established and is accounted for as income in the consolidated results of the year.

#### (j) Acceptances and letters of credit

The Bankøs potential liability with respect to trade acceptances and letters of credit is reflected as a liability on the consolidated balance sheet. The Bankøs recourse against its customers in the case of a call on these commitments is reported as an asset for the same amount.

### (3) <u>SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)</u>

#### (k) Deposits and subordinated debts

Deposits and subordinated debts are recorded at cost. The estimated fair value of these liabilities is assumed to be equal to their carrying value since the interest rates are in line with the current market rates.

### (l) Paid-in capital

Paid-in capital reported in shareholdersøequity is composed of common shares.

### (m) Paid-in surplus

The excess over par value, received or paid by the Bank in capital stock transactions, is recorded in paid-in surplus. Paid-in surplus is decreased when treasury shares are repurchased, for the excess of the repurchase price over the nominal value of these shares. This excess is charged to retained earnings after the paid-in surplus becomes nil.

#### (n) Legal reserve

In agreement with the law on financial institutions, an amount of 10% of income before income taxes, reduced by prior years losses, if any, is transferred every year in a reserve account in order to constitute the legal reserve, until such reserve reaches a maximum of 50% of the paid-in capital.

### (o) General reserve for loan losses

The general reserve for loan losses is created by direct transfer from retained earnings and represents the excess of the provision required by the Central Bank to cover potential loan losses and the general provision for loan losses over the assessment of impairment losses based on International Financial Reporting Standards. This reserve is not subject to distribution.

### (3) SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### (p) Revaluation reserve-land

The revaluation surplus on land is reflected in the revaluation reserve-land, a component of shareholdersø equity. This surplus will be transferred to retained earnings upon disposal of the land. All revaluation losses will be recorded directly as expenses in the consolidated statement of income unless they relate to an existing revaluation surplus for the same land, in which case the revaluation loss will first be applied to the revaluation reserve-land.

#### (q) Interest

Interest income and expenses are accounted for using the effective interest method. Interest includes primarily interest income on loans, investments and deposits, as well as interest expense on deposits, term bonds and subordinated debt.

Interest income is accounted for on the accrual basis. However, when a loan is classified as non-accrual (past due 90 days or more), interest ceases to be recognized and accrued and uncollected interest is reversed against income of the current period. Interest payments received thereafter are recognized as revenue only if there is no doubt as to the ultimate recovery of the principal.

#### (r) <u>Commissions</u>

Commission income and expenses which are similar to service fees are recognized as income when the services are rendered.

Commissions that are material to the effective interest rate of a financial asset or liability are included in the measurement of the effective interest rate.

#### (s) Income taxes

Income taxes are calculated on the consolidated income before income taxes for the year and comprise current and deferred income taxes. Current income taxes are taxes payable on the taxable income for the year using statutory tax rates and other adjustments that may affect income taxes payable. Deferred income taxes resulting from timing differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for tax purposes are reflected in other assets or liabilities, as need be.

#### (3) SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (s) <u>Income taxes (continued)</u>

Income tax expense is recognized in the consolidated statement of income except to the extent that it relates to items of comprehensive income, in which case it is recorded therein. Items of comprehensive income are reflected net of income taxes, except for the effect of translation of foreign subsidiaries which is not subject to income taxes, because it is unlikely that the temporary difference will reverse in the foreseeable future.

The Group has recorded in other liabilities deferred income taxes resulting from land revaluations. The related amounts will be reversed upon the sale of this land.

#### (t) Regulatory reserve

According to the reserve requirements of the Central Bank of Haïti, as of September 30, 2013, a minimum of 35% of liabilities in local currency and 39% of liabilities in foreign currency must be held in non-interest bearing deposits at the Central Bank. As of September 30, 2012 the reserve rate was at 29% on local currency liabilities and 34% on foreign currency liabilities. Reserves on liabilities in local currency are kept in the same currency whereas reserves on liabilities in foreign currency must be constituted at 100% and 70% in US dollars, respectively as of September 30, 2013 and 2012.

#### (u) Net income per equivalent share of paid-in capital

Net income per equivalent share of paid-in capital is calculated by dividing net income for the year attributable to shareholders of the Bank by the weighted average of equivalent common shares outstanding during the year.

### (3) SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### (v) <u>Insurance</u>

#### Recording and measurement

Insurance premiums are recognized as revenue over the duration of the insurance contracts, using the straight-line method. As of the balance sheet date, unearned insurance premiums are recorded as a liability in the reserve for unearned premiums. Revenue generated by insurance premiums is presented separately from commissions and net of related taxes and other charges levied on the premiums.

The premiums collected in advance are premiums on contracts for which the period of coverage begins after the balance sheet date.

#### Reinsurance

Premiums ceded and receivables from reinsurers are presented separately in a note to the consolidated financial statements.

### (w) New standards, amendments and interpretations not yet adopted

As of the date of these consolidated financial statements, some standards, amendments to standards, and interpretations have been issued but not yet adopted as of September 30, 2013. They have not been applied in the preparation of these consolidated financial statements and should not have a significant impact on the Groupøs consolidated financial statements.

#### (4) RISK MANAGEMENT

The financial risks which the Bank must manage are the following: liquidity risk, credit risk and market risk including interest rate risk, foreign exchange risk and the risk of fair value.

The Board of Directors has the ultimate responsibility to establish and oversee the Bankøs risk management framework. The Board has established the following committees which are responsible for monitoring the Bankøs risk management policies in their respective areas:

- *Credit Committee*: The Credit Committee has the authority and responsibility to approve and reject credit requests, modify credit terms and approve the limits and the credit commitments. This committee defines the Bankøs credit policies, ensures credit risk management and monitors the quality of the credit portfolio.
- Credit Risks and Loan Review Committee: This committee has the authority to
  evaluate the degree of inherent risk and decide on the rating of credit files, the
  strategy, the frequency of credit account reviews, write-offs, sign-offs, and on all
  actions to undertake in order to protect the Bank against the risk of credit loss.
- Asset-Liability Management Committee (ALCO): This Committee has put in place
  a prudent policy for managing liquidity, foreign exchange and interest rate risks.
  Within this committee, key Management personnel meets weekly to discuss financial
  position and decide on interest rates, foreign exchange and investments.
- *Audit Committee*: UNIBANK S.A. Audit Committee is responsible for monitoring the process of preparing financial information, overseeing the efficiency of the internal control system, the internal audit and the risk management policies, and supervising annual reporting on a consolidated basis.
- Compliance Committee: The Compliance Committee oversees that the Bank
  øs policies and procedures are in adherence to the laws, the Bank
  øs Code of Ethics and
  other regulations. It is also responsible to oversee that UNIBANK S.A. is in
  compliance with the laws and ensures that appropriate anti-money laundering
  policies and procedures are implemented and followed.

#### (4) RISK MANAGEMENT (CONTINUED)

The Groups risk management policies are established to identify and analyze the risks faced by the Group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk Management policies and systems are reviewed regularly to reflect changes in market conditions, products and services offered. The Group, through its Code of Ethics and its training programs, aims to develop and maintain a disciplined and constructive control environment in which all employees understand their roles and obligations.

#### A. LIQUIDITY RISK

If UNIBANK S.A. does not have sufficient liquidity to meet its current obligations, it is then exposed to liquidity risk. Prudent and effective management of liquidity is therefore an essential element of the Bankøs policy to maintain market confidence and protect its capital.

To manage this risk, the Asset ó Liability Management Committee (ALCO) of UNIBANK S.A. has put in place a prudent and dynamic policy of cash management which allows the Bank to have sufficient liquidity to meet its current obligations as they become due. In addition, Management closely monitors the maturity of deposits and loans as well as other ressources and claims against those ressources so as to ensure a proper matching between ressources and obligations, while complying with the statutory requirements applicable to the Bank and its subsidiaries.

The Bankøs cash management policy ensures constant monitoring of the Bankøs liquidity and a dynamic management of its short-term and long-term liquidity needs. This monitoring is performed by the Treasury Department, under close supervision of the Bankøs Asset - Liability Management Committee. This Committee meets weekly, and as needed, to analyze the reserve and liquidity position of the Bank, to take the appropriate decisions and amend the cash management policy when necessary.

UNIBANK S.A. is in compliance with the Central Bank regulations in terms of liquidity. As of September 30, it maintains the regulatory cash reserve required by Circular 78 (note 3t).

# (4) RISK MANAGEMENT (CONTINUED)

# A. LIQUIDITY RISK (CONTINUED)

The maturity profile of the Bankøs financial liabilities based on their initial contractual maturity is as follows as of September 30:

Ser	otember	30	2013
SU	JULIIDUI	JU	4013

	0.2 4	2.6 41	6 months –	More than	7F 4 1
(In thousands of gourdes)	0 -3 months	3-6 months	one year	a year	Total
Deposits (note 11):					
Demand deposits G	19,731,649	-	-	-	19,731,649
Savings accounts	18,320,707	-	-	714,419	19,035,126
Term deposits	2,349,618	<u>761,745</u>	<u>1,236,323</u>	1,239	4,348,925
	40,401,974	<u>761,745</u>	<u>1,236,323</u>	715,658	43,115,700
Long-term debt (note 12)	656,144	-	_	67,970	724,114
Term bonds (note 13)	164,942	-	-	-	164,942
Commitments: acceptances					
and letters of credit	166,711	-	-	-	166,711
Subordinated debt	-	-	-	100,000	100,000
Other liabilities	2,637,784			109,465	2,747,249
G	3,625,581			277,435	3,903,016
G	44,027,555	<u>761,745</u>	<u>1,236,323</u>	993,093	<u>47,018,716</u>
<b>September 30, 2012</b>					
			6 months –	More than	
(In thousands of gourdes)	0 -3 months	3-6 months	one year	a year	Total
Deposits (note 11):					
Demand deposits G	21,668,690	-	-	-	21,668,690
Savings accounts	17,550,702	-	-	551,561	18,102,263
Term deposits	246,127	<u>1,976,595</u>	<u>750,236</u>	1,008,170	3,981,128
	<u>39,465,519</u>	<u>1,976,595</u>	<u>750,236</u>	<u>1,559,731</u>	43,752,081
Long-term debt (note 12)	650,000	-	_	73,881	723,881
Term bonds (note 13)	198,471	-	-	-	198,471
Commitments: acceptances					
and letters of credit	154,970	-	-	-	154,970
Subordinated debt	-	-	-	100,000	100,000
Other liabilities	1,943,186			106,049	2,049,235
G	2,946,627		<u> </u>	279,930	3,226,557
G	42,412,146	<u>1,976,595</u>	<u>750,236</u>	<u>1,839,661</u>	46,978,638

## (4) RISK MANAGEMENT (CONTINUED)

### B. CREDIT RISK

Credit risk results from the inability of a borrower to fulfill its financial or contractual obligations towards the Bank.

To manage this risk, UNIBANK S.A. has put in place various policies and procedures which allow a strict and systematic monitoring of its liquidities, its investments, its loan portfolio and other assets.

The maximum exposure to credit risk relates to the following significant financial assets:

(In thousands of gourdes)	2013	2012
Cash and cash equivalents (note 5)		
Deposits with BRH and BNC	G 16,261,392	16,274,271
Deposits in foreign banks	1,201,688	1,981,585
Items in transit	467,816	782,101
	<u>17,930,896</u>	19,037,957
Investments		
BRH (Central bank) bonds, net (note 5)	-	1,263,827
Foreign investments (note 6)	5,168,242	6,238,100
Local investments (note 6)	32,020	31,870
	5,200,262	7,533,797
Credit		
Loans, net (note 8)	21,225,614	18,241,113
Acceptances and letters of credit	166,711	154,970
	21,392,325	18,396,083
Other assets (note 10)		
Receivable ó transfer agents	166,415	108,150
Advances to executives and managers	105,366	131,856
Gourdes receivable on foreign exchange contracts	100,000	100,000
Interest receivable	80,339	76,136
Income taxes receivable	71,040	175,879
Premiums receivable ó Uniassurances S.A.	54,810	30,767
Advances to suppliers and others	20,330	19,348
Accounts receivable ó affiliated companies	12,281	-
Recoverable from reinsurers ó Uniassurances S.A.	2,887	2,793
Dividends receivable	2,049	2,049
	615,517	646,978
Total financial assets	G 45,139,000	45,614,815

#### (4) RISK MANAGEMENT (CONTINUED)

#### B. <u>CREDIT RISK (CONTINUED)</u>

#### i. Cash and cash equivalents

Cash and cash equivalents are held at important financial institutions that the Bank considers as being solid. The financial viability of these institutions is reviewed periodically by the Asset Liability Management Committee. As of September 30, 2013 and 2012, respectively 90% and 85% of these cash and cash equivalents are kept at the Central Bank as reserve coverage.

Monetary policies adopted by the Central Bank of Haïti, the Federal Reserve Bank in the United States of America or other international institutions located in territories where the Bank holds financial assets, may have an impact on the Bankøs activities, results and financial position.

#### ii. Investments

Investment risk occurs when a security looses value due to unfavorable financial performance, real or expected, of the issuer. To manage this risk, UNIBANK S.A. has developed and put in place policies and procedures which define clearly the nature and quality of the investments that Management may select.

The main aspects of the Bankøs policy may be summarized as follows:

- Invest in negotiable securities, which have superior credit ratings, are highly liquid, readily marketable and with minimal risk of capital loss.
- Invest in overseas banks and/or in investment grade securities (AAA, AA, A, BBB) such as US Treasury Bonds, or certificates of deposits issued by prime American or European banks. Corporate securities (bonds, commercial paper, asset backed securities) must be õinvestment gradeö.
- Invest in Haïti in BRH (Central Bank) bonds and in Treasury Bonds issued by the Republic of Haiti.
- Avoid taking positions which are speculative.
- Avoid concentration by amount, by sector, by type of instrument and by financial institution. In that respect, limits are established by the Asset-Liability Management Committee.

### (4) RISK MANAGEMENT (CONTINUED)

### B. <u>CREDIT RISK (CONTINUED)</u>

#### ii. Investments (continued)

The Bank considers BRH bonds, United States Government and Federal Agencies bonds as risk free. Equity instruments, investments in corporate bonds and other similar instruments are considered as moderate risk investments while having an õInvestment Gradeö classification. To monitor this risk, the Group invests in instruments of which they master the operational and financial mechanisms, with a return proportionate to the risks. The financial information is reviewed periodically to evaluate the viability of these investments.

#### iii. Credit

Credit risk is managed by the Credit Committee through the credit policy which it has defined. The Credit Committee, which includes executive officers who are members of the Board and Bank Management, meets weekly and as needed to make decisions on loan approval requests, renewals or amendments to existing facilities. In addition to Credit Administration, the approval process is also reinforced by the existence of a unit of control and evaluation of credit risk named õCredit Risk Managementö. This unit independently reviews credit files to evaluate supporting documentation and assess credit quality and risks.

UNIBANK S.A. øs ability to manage credit losses is ensured through an appropriate diversification of risks, the type of guarantees obtained, sufficient shareholdersø equity and impairment provision. The guarantees required from the borrowers also constitute an important factor of risk coverage, since an important part of the loan portfolio is covered by first lien on top tangible assets.

As of September 30, 2013 and 2012, the Bank complies with BRHøs prudential regulations: Circular no. 87 on loan classification and calculation of provision for loan losses, Circular no. 83-4 on credit concentration which limits the credit by borrower and by economic sector to a percentage of the Bankøs statutory capital requirements, and Circular no. 97 requiring that loans in foreign currency do not exceed 50% of liabilities in foreign currency.

## (4) RISK MANAGEMENT (CONTINUED)

## B. CREDIT RISK (CONTINUED)

# iv. Other assets

The Bank considers the credit risk related to other financial assets as low.

# v. Geographic allocation of financial risk

The geographic allocation of financial risk based on the ultimate location of assets is as follows:

(In thousands of gourdes)	2013	2012
Cash and cash equivalents		
Haïti	G 16,725,097	17,049,770
United States	501,032	1,309,566
Canada	325,128	370,537
Europe	379,639	279,812
Dominican Republic	<del>-</del>	28,272
	<u>17,930,896</u>	19,037,957
Investments		
Haïti	32,020	1,295,697
United States	5,168,242	6,238,100
	5,200,262	7,533,797
Credit		
Haïti	<u>21,392,325</u>	18,396,083
Other assets		
Haïti	615,517	646,978
Total financial assets	G 45,139,000	45,614,815

#### (4) RISK MANAGEMENT (CONTINUED)

#### C. MARKET RISK

Market risk arises from price fluctuations on the market and encompasses mainly interest rate risk, foreign exchange risk and the risk of fair value of financial instruments. The Bankøs objective is to manage these risks within acceptable parameters in order to be profitable and to maximize its return on investment while preserving shareholdersø equity and guaranteeing deposits.

#### i. <u>Interest rate risk</u>

This risk is related to any possible incidence of interest rates fluctuations on the net income and consequently, on shareholdersø equity. It results from the inability to adjust interest rates as market evolves, to the extent that net interest margin decreases significantly or becomes negative. The amount of risk is based on the importance and the magnitude of changes in interest rates, as well as the size and the maturity of the financial instruments.

In terms of interest rate management, most of the Bankøs credit portfolio is placed at variable interest rates, which allows the Bank to make the proper adjustments, at its sole discretion, in response to market conditions. Furthermore, about 54% of the credit portfolio has a maturity of 12 months or less allowing the Bank to minimize the risks of conversion between resources and uses, the objective being to reduce the unfavorable impact of a fluctuation in interest rates on the results and net position of the Bank.

Fluctuations of interest rates do not have a significant effect on demand deposits (gourdes and dollars) which essentially do not bear interest, and on savings accounts (gourdes and dollars). These deposits represent respectively 46% and 44% of the total deposit portfolio of UNIBANK S.A. as of September 30, 2013, and 50% and 41% as of September 30, 2012, which constitutes respectively 90% and 91% of total deposits.

Moreover, UNIBANK S.A. ensures an effective management of interest rates on the following portfolios:

- Loans to and deposits from the Bankøs customers;
- Local investments comprised of BRH bonds and interbank loans;
- Foreign investments which are adjusted as market conditions evolve;
- Debt, term bonds, and subordinated debt.

The adequacy of interest rates applied to these portfolios is reviewed regularly by UNIBANK® Management who determines the appropriate position of the Bank with respect to any anticipated fluctuations in interest rates and ensures appropriate coverage of any interest rate risks.

#### (4) RISK MANAGEMENT (CONTINUED)

### C. MARKET RISK (CONTINUED)

#### i. Interest rate risk (continued)

At year end, the interest profile on the principal financial instruments was as follows:

(In thousands of gourdes)	%	2013	%	2012
Fixed interest rates:				
Financial assets	22%	G 6,278,286	20%	5,701,651
Financial liabilities	19%	5,363,867	16%	4,708,625
Net		914,419		993,026
Variable interest rates:				
Financial assets	78%	21,670,502	80%	23,315,494
Financial liabilities	81%	22,949,344	84%	25,093,020
Net		G (1,278,842)		(1,777,526)

Based on the following observations, the Bank estimates that, as of September 30, 2013 a fluctuation of interest rates would not have a significant impact on the Group results:

- 78% of the Bankø financial assets and 81% of financial liabilities are at variable rates.
- Fixed-rate financial assets are comprised of term deposits (30%) and loans (54%).
- 81% of fixed rate liabilities are comprised of term deposits with maturities ranging from one month to one year. However, interest rates on these financial liabilities are low (**note 11**), therefore the interest rate risk is minimal.
- Variable rate financial liabilities are comprised of savings deposits (83%) and of demand deposits (14%) which are essentially overnight deposits.

### ii. Foreign exchange risk

Foreign exchange risk results from significant matching differences between the assets and liabilities denominated in the same foreign currency, which could lead to a long or short position impacted by the changes of the gourde versus the foreign currency.

The Bankøs policy has always been to maintain a minimal trading position. The policy in place prohibits holding speculative positions. The Bankøs trading position is sold daily.

### (4) RISK MANAGEMENT (CONTINUED)

### C. MARKET RISK (CONTINUED)

### ii. Foreign exchange risk (continued)

The Bank has foreign subsidiaries whose financial assets and liabilities are held in dollars.

The tables below present the breakdown by currencies of the Bankøs consolidated financial assets and liabilities and of its subsidiaries as of September 30:

#### **September 30, 2013**

(In thousands of gourdes)		Gourdes	Dollars	Other currencies
Cash and cash equivalents	G	6,040,394	12,198,089	334,352
Investments and BRH bonds		27,677	5,172,585	-
Loans, net		7,670,193	13,555,421	-
Acceptances and letters of credit		-	166,711	-
Other assets		420,122	1,215,706	10
<b>Total financial assets</b>	$\mathbf{G}$	<u>14,158,386</u>	<u>32,308,512</u>	334,362
Deposits		15,821,481	26,966,738	327,481
Long-term debt		67,970	656,144	-
Term bonds		164,942	-	-
Commitments-acceptances				
and letters of credit		-	166,711	-
Subordinated debt		100,000	-	-
Other liabilities		1,696,836	1,050,146	<u>267</u>
Total financial liabilities		<u>17,851,229</u>	28,839,739	327,748
Assets (liabilities), net	G	(3,692,843)	3,468,773	<u>6,614</u>

For every fluctuation of one gourde versus the US dollar, the foreign exchange position in US dollar would result in an exchange gain or loss of approximately G 79 million, as the case may be.

As a monetary policy measure, the Central Bank has granted a commission to the local banks for each dollar sold. This revenue is recorded in foreign exchange gain for a total of G 52,993,632 in 2013.

## (4) RISK MANAGEMENT (CONTINUED)

# C. MARKET RISK (CONTINUED)

# ii. Foreign exchange risk (continued)

## **September 30, 2012**

(In thousands of gourdes)	Gourdes	Dollars	Other currencies
Cash and cash equivalents	<b>G</b> 5,530,912	13,951,917	147,415
Investments and BRH bonds	1,292,668	6,241,129	-
Loans, net	6,425,562	11,815,551	-
Acceptances and letters of credit	-	154,970	-
Other assets	449,070	254,328	2
Total financial assets	G <u>13,698,212</u>	<u>32,417,895</u>	<u>147,417</u>
Deposits	16,133,152	27,482,412	136,517
Long-term debt	311,013	412,868	-
Term bonds	198,471	-	-
Commitments-acceptances			
and letters of credit	-	154,970	-
Subordinated debt	100,000	-	-
Other liabilities	583,878	1,464,461	896
<b>Total financial liabilities</b>	<u>17,326,514</u>	<u>29,514,711</u>	137,413
Assets (liabilities), net	G <u>(3,628,302)</u>	2,903,184	<u>10,004</u>

For every fluctuation of one gourde versus the US dollar, the foreign exchange position in US dollar would result in an exchange gain or loss of approximately G 69 million as the case may be.

The foreign exchange rates for the different currencies compared to the gourde were as follows:

	2013	2012
As of september 30		
US Dollars	43.7429	42.3222
Euros	59.1623	54.3713
Average rates for the year		
US Dollars	43.1853	41.6387
Euros	56.7874	54.0900

#### (4) RISK MANAGEMENT (CONTINUED)

#### C. MARKET RISK (CONTINUED)

### iii. Fair value of financial assets and liabilities

With the exception of foreign investments for which the fair value is disclosed in **note** 6, the book value of financial assets and liabilities is equivalent to their fair value since their interest rates are in line with market rates.

#### D. CAPITAL MANAGEMENT

Capital is defined as paid-in capital, reserves, retained earnings, minority interest and foreign currency translation effects. The Bank periodically evaluates its return on capital and aims at paying reasonable dividends to its shareholders while maintaining a stable capital position, so as to maintain investors, creditors and market confidence, and to sustain future development of the Group. As of September 30, 2013 and 2012, the Bank is in compliance with the capital ratio requirements (Circular no. 88) of the Central Bank.

The Central Bank of Haïti (BRH) in its capacity as the regulator of all banks operating in Haïti, sets and monitors capital requirements. Banks must adhere to the following capital ratios under Central Bank circular 88:

**Ratio of assets/capital** - A maximum multiple of 20 times between total assets and some qualifying off-balance sheet assets, and regulatory capital.

**Ratio of capital/risk-weighted assets** ó The ratio of capital to risk-weighted assets should not be less than 12%. Risk weighted assets comprise balance sheet and some off-balance sheet assets to which specific risk weights are assigned.

Regulatory capital consists of:

- Tier 1 capital attributable to ordinary shareholders. It excludes the revaluation reserve and the general reserve for loan losses.
- Tier 2 capital consisting of subordinated debt.

As of September 30, the Bankøs ratios were as follows:

	2013	2012
Ratio of assets/capital Ratio of capital/risk-weighted assets	10.65 times 16.92%	11.67 times 18.47%

#### (5) CASH AND CASH EQUIVALENTS AND BRH BONDS

As of September 30, cash and cash equivalents are as follows:

(In thousands of gourdes)	2013	2012
Cash	G 641,938	592,287
Deposits with BRH and BNC	16,261,392	16,274,271
Deposits in foreign banks	1,201,688	1,981,585
Items in transit, net	<u>467,816</u>	782,101
	G 18,572,834	19,630,244

Cash and deposits with BRH (Central Bank) and BNC (a state-owned commercial Bank) are part of the cash reserve requirements on total liabilities that must be maintained in accordance with the related provisions of BRH (Central Bank) circulars. These deposits do not bear interest.

Deposits in foreign banks represent overnight deposit accounts bearing average interest rates of 0.01% as of September 30, 2013 and 2012.

As of September 30, 2013 and 2012 respectively, deposits totaling G 71,694M (\$US 1,639M) and G 67,342M (\$US 1,591M) of Unitransfer International, which operates in the USA and in Canada, have been pledged to the Banking Departments of the states where the Company operates. These deposits bear interest at rates between 0.03% and 0.40% as of September 30, 2013, and 0.10% and 0.65% as of September 30, 2012.

As of September 30, deposits in gourdes and in foreign currencies are as follows:

(In thousands of gourdes)	2013	2012	
Deposits in gourdes	G 6,040,125	5,529,656	
Deposits in foreign currencies	12,532,709	14,100,588	
	G 18,572,834	19,630,244	

As of September 30, 2012, BRH bonds bear interest rates ranging between 0.10% and 0.32% with maturity of 28 and 91 days. As of September 30, 2013, no BRH Bonds were held by the Bank.

## (5) <u>CASH AND CASH EQUIVALENTS AND BRH BONDS (CONTINUED)</u>

BRH Bonds, net are as follows:

(In thousands of gourdes)		2013	2012
Principal	G	-	1,264,118
Unearned interest			(291)
	$\mathbf{G}$	-	1,263,827

# (6) <u>INVESTMENTS</u>

As of September 30, investments are as follows:

(In thousands of gourdes)	2013	2012
Investments available for sale:		
Foreign investments at fair value		
through shareholders@equity (a)	G 3,604,28	<b>3</b> 4,017,259
Local investments (b)	27,38	<u>27,384</u>
	<u>3,631,66</u>	<u>4,044,643</u>
Investments held-to-maturity:		
Foreign investments (c)	1,563,95	9 2,220,841
Local investments (d)	4,63	<u>4,486</u>
	1,568,59	5 2,225,327
<b>Total investments</b>	G 5,200,26	<b>2</b> 6,269,970

During 2013 and 2012, the Bank sold a portion of its portfolio of available for sale foreign investments. These transactions resulted in a loss of G 12,722M in 2013 and G 7,818M in 2012 recorded in the consolidated statement of income.

## (6) <u>INVESTMENTS (CONTINUED)</u>

**a)** Foreign investments available for sale at fair value through shareholdersø equity are as follows:

(In thousands of gourdes)	2013		2012	
US Treasury bonds:				
Cost	$\mathbf{G}$	524,980	1,060,255	
Fair value		524,257	1,060,594	
Maturity		1 to 52 months	1 to 24 months	
Interest rate		0.69%	0.84%	
US Federal Agencies bonds:				
Cost	$\mathbf{G}$	682,573	1,246,750	
Fair value		678,835	1,246,876	
Maturity		2 to 64 months	2 to 27 months	
Interest rate		1.52%	1.51%	
US Corporate bonds:				
Cost	$\mathbf{G}$	2,429,023	1,717,953	
Fair value		2,401,191	1,709,789	
Maturity		1 to 62 months	1 to 60 months	
Interest rate		4.54%	4.08%	
Total:				
Cost	$\mathbf{G}$	3,636,576	4,024,958	
Fair value		3,604,283	4,017,259	
Unrealized loss	G	(32,293)	(7,699)	

The unrealized loss, net of income tax, is reflected in the consolidated statement of changes in shareholdersøequity as follows:

(In thousands of gourdes)		2013	2012
Unrealized loss, gross	G	(32,293)	(7,699)
Effect of income taxes		9,688	2,310
Unrealized loss, net	$\mathbf{G}$	(22,605)	(5,389)

**b)** Local investments consist of corporate investments available for sale. The fair value of these investments is equivalent to cost.

#### (6) <u>INVESTMENTS (CONTINUED)</u>

c) Foreign investments held-to-maturity are as follows:

(In thousands of gourdes)	2013	2012
Term deposits	G 1,563,959	2,220,841
Interest rates Maturity	0.15% to 1.65% 4 to 42 months	0.12% to 4.00% 2 to 55 months

d) Local investments held-to-maturity are composed of bonds in US dollars of local companies, with a fair value equivalent to cost. As of September 30, 2013 and 2012, they have maturity ranging from 90 to 180 days, and bear interest rates between 2.25% to 4.00%.

As of September 30, 2013 and 2012, foreign US investments include amounts pledged as security on lines of credit totaling G 3,496,151M (\$US 79,925M) and G 2,602,815M (\$US 61,500M), respectively.

### (7) <u>LONG-TERM CORPORATE INVESTMENTS</u>

As of September 30, long-term corporate investments are as follows:

(In thousands of gourdes)	2013	2012
Longt-tem corporate investments in affiliated companies and joint ventures accounted for by the equity method  Other long-term corporate investments,	G 2,477,074	2,132,353
at cost	$G \frac{146}{2,477,220}$	10,054 2,142,407

### (7) <u>LONG-TERM CORPORATE INVESTMENTS (CONTINUED)</u>

### AFFILIATED COMPANIES AND JOINT VENTURES ACCOUNTED FOR BY THE EQUITY METHOD

((In thousands of gourdes)	2013	2012
HAÏTI AGRO PROCESSORS HOLDING LTD.  Total assets ó Les Moulins døHaïti S.E.M. (LMH)  Total liabilities ó Les Moulins døHaïti S.E.M. (LMH)	G <u>3,315,025</u> <u>1,099,713</u>	3,372,825 1,329,284
Net income (loss) of the year	G 171,772	(109,198)
33.33% of Haiti Agro Processors Holding Ltd., majority shareholder of LMH		
(through SNI Minoterie L.P.)	G 291,667	51,000
Share of retained earnings and reserves to date	225,239	425,826
	516,906	476,826
DISTRIBUTEURS NATIONAUX S.A. (DINASA) (a)		
Total assets	G 7,222,853	6,725,109
Total liabilities	3,366,486	3,436,596
Net income of the year	567,854	675,400
290,000 voting common shares held by GFN S.A. through	ugh	
Unifinance, representing 50% of the capital	G 725,000	725,000
Share of retained earnings and reserves to date	<u>1,214,539</u>	930,527
	G 1,939,539	1,655,527
CORAIL S.A. (b)		
Total assets	G <u>168,513</u>	133,715
Total liabilities	<u>37,619</u>	15,933
Net income of the year	39,153	38,942
Capital investment representing 15.76% of capital	G 9,908	-
Share of retained earnings	<u>10,721</u>	
	20,629	-
INTERNATIONAL SUNRISE PARTNERS LLC (c)		
Total investments in affiliated companies		
and joint ventures	G 2,477,074	2,132,353

<sup>(</sup>a) Distributeurs Nationaux S.A. (DINASA) is a joint venture between GFN S.A. through Unifinance S.A. and another group, each holding 50% of the capital. The two groups exercise joint control as of September 30, 2013 and 2012.

### (7) LONG-TERM CORPORATE INVESTMENTS (CONTINUED)

- **b)** During 2013, the Group recorded its cumulative share of retained earnings and reserves of Corail S.A., a company of which it holds an interest of 15.76%.
- c) In March 2012, GNF Real Estate Ltd. acquired full control of this company which is consolidated in these financial statements from the date of effective control by the Group. This transaction resulted in a negative goodwill of G 161,544M (\$US 4,046M) which is reflected as a gain in the consolidated statement of income, as described in **note 3 (i)**. The net effect in the consolidated statement of income is a net gain of G 114,626M in 2012.

(In thousands)	\$US		Equivalent Gdes
Goodwill:			
Value of net assets acquired in 2012 (50%)	\$ 8,546	G	361,686
Increase in assets in 2010	5,288		211,186
Value of net assets acquired in 2009 (50%)	2,700		109,350
Other adjustments-relative to 2009	1,300		50,412
Total assets acquired (100%)	<u>17,834</u>		732,634
Acquisition cost in 2012 (50%)	4,500		196,859
Capital increase-2010	5,288		211,186
Acquisition cost in 2009 (50%)	4,000		163,045
Total acquisition cost (100%)	<u>13,788</u>		<u>571,090</u>
Excess of the value of net assets acquired			
over the acquisition cost (negative goodwill)	<u>4,046</u>		161,544
Fair value in 2012 of net assets acquired			
in 2009 and 2010	<u>(8,546</u> )		<u>(339,761</u> )
Net effect to consolidated statement of income:			
Excess of the value of net assets acquired over			
the acquisition cost (negative goodwill)	4,046		161,544
Loss of value on the revalued assets of 2009	(741)		(31,187)
Other adjustments	(377)		<u>(15,731</u> )
	\$ <u>2,928</u>	G	<u>114,626</u>

### (7) LONG-TERM CORPORATE INVESTMENTS (CONTINUED)

During 2013, the investment property was revalued. This resulted in a loss on revaluation of G 3,651 which is reflected in the consolidated statement of income. The investment property fluctuated as follows:

### (In thousands of gourdes)

Balance as of September 30, 2012	$\mathbf{G}$	863,565
Revaluation loss		(3,651)
Effect of foreign exchange		28,942
Balance as of September 30, 2013	$\mathbf{G}$	888,856

This property investment is valued at US\$ 20,404,544 and US\$ 20,489,087 as of September 30, 2013 and 2012 respectively.

(d) The shares of income of the non consolidated companies attributable to affiliated companies are presented based on the equity method, in the consolidated statement of income and are as follows:

(In thousands of gourdes)	2013	2012
Haiti Agro Processors Holding Ltd. (1)	G 40,080	(25,480)
Dinasa (note 18)	284,012	337,705
Corail S.A. (note 18)	<u>10,721</u>	
	G 334,813	312,225

The share of income of Haïti Agro Processors Holding Ltd. is reflected in the company SNI Minoterie, in which UNIBANK S.A. owns, through GFN S.A., a share of 61.10% as described in **note 17**.

### Other long-term corporate investments at cost

(In thousands of gourdes)		2013	2012
CORAIL S.A. Investment representing 15.76% of capital	G	-	9,908
<b>BANQUE DE L'UNION HAÏTIENNE S.A.</b> 400 voting common shares with par value of G 250 each		146	146
PORT INTERNATIONAL DU SUD S.A. 20 common voting shares of class C			
with par value of G 3,000 each		60	60
Provision for loss of value Other long-term corporate investments, net	G	<u>(60</u> ) 146	<u>(60)</u> 10,054

UNIBANK S.A.
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### (8) LOANS

As of September 30, loans are as follows:

(In thousands of gourdes)	2013	2012
Commercial and industrial loans	G 9,911,670	8,334,556
Mortgage loans	4,360,688	3,247,905
Overdrafts	3,881,718	4,040,801
Consumer loans	1,246,470	968,706
Micro-enterprise loans	1,072,016	945,485
Credit card loans	667,544	593,016
Loans to employees	169,227	139,783
Restructured loans (a)	<u> 18,649</u>	28,518
	21,327,982	18,298,770
Non-performing loans	100,338	91,632
	G 21,428,320	18,390,402

(a) As of September 30, 2013 and 2012, these loans were current, and compliant with the new terms.

As of September 30, loans in US dollars and in gourdes are as follows:

(In thousands of gourdes)		2013	2012
Loans in US dollars	$\mathbf{G}$	13,179,616	11,463,808
Loans in gourdes		8,248,704	6,926,594
	$\mathbf{G}$	21,428,320	18,390,402

Average effective interest rates on loans are as follows:

	2013	2012
In US dollars:		
Commercial and industrial loans, and overdrafts	9.43%	11.02%
Mortgage loans	9.81%	8.70%
Credit card loans	40.00%	40.00%
Restructured loans	12.00%	12.25%
Loans to employees	6.75%	6.75%
In gourdes:		
Commercial and industrial loans, and overdrafts	11.05%	10.43%
Mortgage loans	9.75%	9.96%
Credit card loans	40.00%	40.00%
Micro-enterprise loans	42.47%	45.27%
Restructured loans	11.50%	15.25%
Loans to employees	6.19%	6.74%

### (8) <u>LOANS (CONTINUED)</u>

Unrecorded interest on non-performing loans mentioned above amounts to G 18,097M and 16,219M as of September 30, 2013 and 2012, respectively.

Except for short-term advances, included in commercial and industrial loans, totaling G 256,579M and G 413,904M as of September 30, 2013 and 2012 with a maximum maturity of three months, and for mortgage loans issued for an average period of 15 years, loans are repayable on demand.

Loans to Board members and their related companies amount to G 610,927M and G 318,962M as of September 30, 2013 and 2012, respectively. These loans bear average interest rates of approximately 7.71% and 7.42% for loans in gourdes, and of 7.03% and 6.56% for loans in US dollars, in 2013 and 2012, respectively.

The impairment provision has evolved as follows:

(In thousands of gourde)	2013	2012
Balance at the beginning of year	G 149,289	136,469
Impairment charge for the year	128,395	72,167
Write-offs (a)	(113,151)	(91,326)
Recovery on loans written-off	34,868	29,073
Effect of revaluation of impairment		
loss in US dollars	3,305	2,906
Balance at the end of year	G 202,706	149,289

#### (a) Loan write-offs by categories during 2013 and 2012 are as follows:

(In thousands of gourdes)	2013	2012
Micro-enterprises	G 103,685	77,142
Credit cards	7,643	13,022
Others	1,823	1,162
	G 113,151	91,326

Specific and general risks on the loan portfolio are covered as follows:

(In thousands of gourdes)		2013	2012
Impairment provision	G	202,706	149,289
General reserve for loan losses		<b>251,799</b>	217,655
	G	454,505	366,944

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## (8) <u>LOANS (CONTINUED)</u>

As of September 30, the loan portfolio by aging categories is as follows:

### **September 30, 2013**

(In thousands of gourdes)		Current	30-60 days	61-89 days	Total
Current loans					
Commercial and industrial					
loans	$\mathbf{G}$	9,905,845	3,233	2,592	9,911,670
Micro-enterprise loans		1,045,660	14,631	11,725	1,072,016
Credit card loans		614,226	46,432	6,886	667,544
Overdrafts		3,874,732	77	6,909	3,881,718
Other loans		5,759,889	<u>29,886</u>	5,259	5,795,034
	G	21,200,352	94,259	33,371	21,327,982
(In thousands of gourdes)	9	0-120 days	121-180 days	181-360 days	Total
Non-performing loans					
Commercial and industrial					
loans	G	-	2,187	17,742	19,929
Micro-enterprise loans		14,070	17,003	-	31,073
Credit card loans		12,617	6,413	1,971	21,001
Overdrafts		6,121	2,448	10,130	18,699
Other loans			6,545	3,091	9,636
	G	32,808	34,596	32,934	100,338
<u>September 30, 2012</u>					
(In thousands of gourdes)		Current	30-60 days	61-89 days	Total
<u>Current loans</u>					
Commercial and industrial					
loans	$\mathbf{G}$	8,235,524	93,552	5,480	8,334,556
Micro-enterprise loans		914,822	17,748	12,915	945,485
Credit card loans		575,911	12,944	4,161	593,016
Overdrafts		4,040,496	305	-	4,040,801
Other loans		3,799,612	<u>579,658</u>	5,642	4,384,912
	G	17,566,365	704,207	28,198	18,298,770

UNIBANK S.A.
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## (8) <u>LOANS (CONTINUED)</u>

(In thousands of gourdes)		90-120 days	121-180 days	181-360 days	Total
Non-performing loans					
Commercial and industrial					
loans	$\mathbf{G}$	-	-	30,117	30,117
Micro-enterprise loans		10,117	13,318	-	23,435
Credit card loans		14,582	4,019	4,254	22,855
Overdrafts		-	-	10,082	10,082
Other loans		672	<u>354</u>	4,117	5,143
	G	25,371	17,691	48,570	91,632

As of September 30, these loans were covered by the followings guarantees:

### **September 30, 2013**

		Cash collateral	
	Mortgages	(note 11)	Others (a)
G	5,878,902	1,516,734	699,744
C		1 516 724	<del>-</del> 699,744
	~		Mortgages (note 11)  G 5,878,902 1,516,734

### **September 30, 2012**

			Cash collateral	
((In thousands of gourdes)		Mortgages	(note 11)	Others (a)
Current loans	$\mathbf{G}$	4,437,388	4,021,875	461,242
Non-performing loans	G	13,353 4,450,741	4,021,875	461,242

(a) Other guarantees consist of foreign and local letters of credit and letters of guarantee, corporate bonds and pledged shares.

## (9) FIXED ASSETS

During the year, fixed assets at cost have evolved as follows:

Cost (In thousands of gourdes)		Balance 30/09/12	Acquisitions	Transfers	Disposals	Effect of conversion	Balance 30/09/13
Land	G	298,276	3,235	2	-	-	301,513
Buildings		411,968	38,002	849	-	-	450,819
Furniture and equipment		478,148	58,537	(25,753)	(13,985)	151	497,098
Computer equipment		85,157	13,708	(6,676)	-	166	92,355
Software		49,826	13,702	(9,776)	-	1,058	54,810
Leasehold improvements		336,048	28,224	(51,167)	(30)	285	313,360
Vehicles		170,635	90,663	(33,953)	(10,303)	-	217,042
Investments in progress		102,345	49,290	(29,295)	(6,874)	-	115,466
Fully depreciated assets		863,190		155,769	(45,621)	2,311	975,649
	G	2,795,593	295,361	-	(76,813)	3,971	3,018,112

During the year, accumulated depreciation has evolved as follows:

Accumulated depreciation (In thousands of gourdes)	Balance as 30/09/12	Depreciation	Transfers	Disposals	Effect of conversion	Balance 30/09/13
Buildings	<b>G</b> 35,092	12,382	4	-	-	47,478
Furniture and equipment	193,667	75,110	(40,453)	(7,395)	107	221,036
Computer equipment	36,685	30,139	(17,461)	-	110	49,473
Software	30,277	20,419	(10,453)	(4)	836	41,075
Leasehold improvements	162,254	49,111	(53,341)	(14)	242	158,252
Vehicles	74,943	50,657	(34,065)	(4,297)	-	87,238
Fully depreciated assets	863,190		155,769	<u>(45,621</u> )	2,311	975,649
	G 1,396,108	237,818	-	(57,331)	3,606	1,580,201
Fixed assets, net	G 1,399,485					1,437,911

#### (10) OTHER ASSETS

As of September 30, other assets are as follows:

(In thousands of gourdes)	2013	2012
Accounts receivable on sales contracts		
of foreign currency (a) (note 14)	G 849,235	527,563
Prepaid expenses	321,297	285,848
Properties held for sale (b)	173,667	168,235
Receivables ó transfer agents	166,415	108,150
Advances to executives and managers (c)	105,366	131,856
Gourdes receivable on foreign currency		
forward contracts (note 14b)	100,000	100,000
Interest receivable	80,339	76,136
Income taxes recoverable (d)	71,040	175,879
Premiums receivable ó Uniassurances S.A.	54,810	30,767
Goodwill, net (e)	53,275	52,527
Inventories - Unitransfer Haïti	46,737	27,765
Advances to suppliers and others	20,330	19,348
Accounts receivable ó affiliated companies	12,281	-
Deferred income taxes related to components		
of comprehensive income (note 18)	9,688	2,310
Prepaid income taxes	8,166	9,374
Recoverable from reinsurers	2,887	2,793
Dividends receivable	2,049	2,049
Others	153,694	87,572
	$G \overline{2,231,276}$	1,808,172

(a) One June 27, 2013, UNIBANK S.A. and the Central Bank (BRH) entered into a foreign currency foward agreement for a period of 180 days. In accordance with the terms of the agreement, UNIBANK ceded \$US 19,414,238 for which it received the equivalent of G 850,000,000 at the rate of 43.7823. The equivalent of dollars receivable at year end rate is reflected in other assets. UNIBANK¢s obligations in gourdes is reflected in other liabilities (note 14).

As of September 30, 2012, the Central Bank (BRH) had ceded US\$ 12.5M to UNIBANK S.A., for which it received the equivalent of G 527,563 at the contractual rate of 42.2050. The contracts bore interest at a rate of 6% per year. These contracts expired on November 7 and December 2, 2012.

For the duration of those contracts, the related amounts will not be taken into account in the calculation of the regulatory structural positions.

### (10) OTHER ASSETS (CONTINUED)

**(b)** Properties held for sale have evolved as follows:

(In thousands of gourdes)		2013	2012
Balance at beginning of year	G	168,235	168,235
Properties legally obtained during the year		5,432	
	G	173,667	168,235

No sales of properties occurred during the past two years.

- (c) Advances to executives and managers do not bear interest and are contractually amortized over a period of five years expiring between 2014 and 2017.
- (d) The Bank benefits from a tax credit resulting from the taxation at the rate of 30% until 2009 of shares of net income of associated companies. The share of net income are normally taxed at 20% when dividends are received. This tax credit will be recovered against the income taxes payable over a period of three years beginning in 2012.
- **(e)** As of September 30, net goodwill is as follows:

(In thousands of gourdes)		2013	2012
Goodwill at cost:			
UNITRANSFER INTERNATIONAL	G	24,765	24,765
Exchange effect - UNITRANSFER INTERNATIONAL		<u>1,781</u>	1,033
		26,546	25,798
IMSA		11,332	11,332
MICRO CRÉDIT NATIONAL		9,950	9,950
UNICRÉDIT		3,663	3,663
SNI S.A.		1,784	1,784
		26,729	26,729
	G	53,275	52,527

## (11) <u>DEPOSITS</u>

As of September 30, deposits are as follows:

(In thousands of gourdes)	2013	2012
Demand deposits:		
Gourdes	G 7,142,044	7,973,085
US Dollars	12,262,124	13,559,088
Euros	<u>327,481</u>	136,517
	G 19,731,649	21,668,690
Savings accounts:		
Gourdes	G 7,374,025	7,141,893
US Dollars	<u>11,661,101</u>	<u>10,960,370</u>
	G 19,035,126	18,102,263
Term deposits:		
Gourdes	G 1,305,412	669,016
US Dollars	3,043,513	3,312,112
	G 4,348,925	3,981,128
Total deposits	G 43,115,700	43,752,081
Deposits in gourdes	G 15,821,481	15,783,994
Deposits in US dollars	26,966,738	27,831,570
Deposits in Euros	327,481	136,517
Total deposits	G 43,115,700	43,752,081
Average interest rates on deposits are as follows:		
	2013	2012
Demand deposits (overnight deposits):		
Gourdes	2.06%	0.05%
US dollars	-	0.03%
Demand deposits (savings/checking accounts):		
Gourdes	0.04%	0.04%
US dollars	0.02%	0.02%
Savings accounts:		
Gourdes	0.05%	0.05%
US dollars	0.03%	0.03%
Term deposits:		
Gourdes	0.08%	0.11%
US dollars	0.06%	0.08%
Treasury bonds - UNIBANK S.A.	3.03%	-

#### (11) <u>DEPOSITS (CONTINUED)</u>

Pledged deposits amounted to G 1,516,734M and G 4,021,875M as of September 30, 2013 and 2012, respectively (note 8).

Deposits from Board members and their affiliated companies amounted to G 633,913M and G 551,859M as of September 30, 2013 and 2012, respectively. These deposits were received in the normal course of business and bear interest at the Bankøs normal interest rates.

#### **(12) DEBT**

(In thousands of gourdes)		2013	2012
Short-term interbank loans (a) Loan from the Government of the	G	656,144	650,000
Federal Republic of Germany (b)		67,970	73,881
• • • • • • • • • • • • • • • • • • • •	G	724,114	723,881

a) These loans in foreign currency were contracted with two foreign banks on September 26 and 27, 2013. They bear interest at 0.55% and 0.75% per year over a period of 49 and 34 days. They were settled on November 7 and 28, and December 13, 2013.

As of September 30, 2012, a loan in local currency was contracted at the rate of 2.5% per year over a period of 7 days ending in October 2012.

b) Based on an agreement dated August 19, 2004, Micro Credit National obtained from the Government of the Federal Republic of Germany, through the Haitian Government, a loan of b 1,765,930, equivalent to G 88,658M at the disbursement date.

The loan in local currency bears a variable interest rate of 0.30% as of September 30, 2013 and 2012, and is to be reimbursed in 30 equal semi-annual payments beginning in May 2010. Interest is payable semi-annually from May 2005.

#### (13) TERM BONDS

Term bonds issued by UNIBANK S.A. and Unifinance S.A. as of September 30, 2013 and 2012 are denominaed in local currency.

### (13) TERM BONDS (CONTINUED)

The term bonds are not transferable nor convertible. Average interest rates on term bonds are as follows:

	20123	2012
Term bonds in gourdes	2.26%	0.63%
Maximum maturity	1 year	1 year

### (14) <u>OTHER LIABILITIES</u>

As of September 30, other liabilities are as follows:

(In thousands of gourdes)	2013	2012
Foward exchange contract - BRH (note 10)	G 850,000	529,028
Cashierøs checks	552,726	463,962
Accrued expenses	254,194	251,645
Deferred income taxes (a)	213,840	250,600
Unearned premiums ó Uniassurances S.A.	176,104	108,321
Transfers payable ó Unitransfer International	167,668	124,322
Income taxes ó CFGDCT	116,272	4,588
Foreign currency forward contracts (b)	109,464	106,049
Dividends payable	109,447	70,810
Bonus payable	100,538	75,630
Remittances payable	94,543	183,764
In trust accounts	41,000	41,000
Interest payable	6,382	1,719
Claims due ó UniAssurances S.A.	2,462	-
Guarantee deposits on letters of credit	76	150
Others	147,652	88,247
	$G = \frac{2,942,368}{}$	2,299,835

### (a) Deferred income taxes are related to the following:

(In thousands of gourdes)		2013	2012
Shares of non-consolidated subsidiaries	G	209,444	246,204
Revaluation -land		4,396	4,396
	G	213,840	250,600

### (14) OTHER LIABILITIES (CONTINUED)

The deferred income taxes related to the share of income of non-consolidated affiliates have evolved as follows:

(In thousands of gourdes)	2013	2012
Balance at the beginning of the year	G 246,204	363,904
Recovery of one third of the tax credit	(71,040)	(71,040)
Deferred income taxes related to unconsolidaed	1	
shares of income (note 18)	63,690	63,249
Dividends paid by Dinasa	-	(69,486)
Reinvestment of retained earnings in 2013		
and 2012 of LMH and Dinasa (note 18)	(29,410)	(35,000)
Write-off of the deferred income taxes		
of CompHaïti in the Group	-	(1,404)
Other adjustments		(4,019)
•	G 209,444	246,204

**(b)** The counterpart of the currency to deliver, related to foreign currency forward contracts in US dollars with the Fondation UNIBANK totaling \$US 2.5 million net, as of September 30, 2013 and 2012, is recorded in other assets **(note 10)**.

#### (15) <u>SUBORDINATED DEBT</u>

Subordinated debt is held by Fondation UNIBANK and bears interest at the rate of 4.50% in 2013 and 2012.

Subordinated debt is denominated in gourdes and is issued for a period of 10 years expiring on April 25 and May 27, 2016.

UNIBANK S.A. is committed, by forward contracts, to reimburse those debentures in US dollars at maturity, at the exchange rate of the issue date. The difference between the interest rate in gourdes and the effective interest rate in dollars, and the impact of the exchange rate fluctuation resulting from the revaluation of these contracts in US dollars are reflected in the consolidated statement of income and the counterpart is reflected in other assets and liabilities.

Unifinance S.A. acts as broker for the issuance of the debentures and manages the debt service, and is paid by UNIBANK S.A. a fee of 0.25% of the amount issued.

### (16) PAID-IN CAPITAL

The authorized paid-in capital of the Bank is G 2.5 billion, representing 625,000 shares with a par value of G 4,000.

As of September 30, the authorized and paid-in capital is as follows:

(In thousands of gourdes)	2013	2012
AUTHORIZED CAPITAL		
156,250 shares of class A		
With a par value of G 4,000		
Each class A share has one voting right	G 625,000	625,000
468,750 shares of <b>class B</b>		
With a par value of G 4,000		
Each class B share has five voting rights	<u>1,875,000</u>	1,875,000
	G 2,500,000	2,500,000
(In thousands of gourdes)	2013	2012
(In thousands of gourdes) UNPAID CAPITAL	2013	2012
	2013 G (107,692)	(107,692)
UNPAID CAPITAL		
UNPAID CAPITAL 26,923 share of class A	G (107,692)	(107,692)
UNPAID CAPITAL 26,923 share of class A	G (107,692) (298,816)	(107,692) (298,816)
UNPAID CAPITAL 26,923 share of class A 74,704 share of class B	G (107,692) (298,816)	(107,692) (298,816)
UNPAID CAPITAL 26,923 share of class A 74,704 share of class B  PAID-IN CAPITAL	G (107,692) (298,816) (406,508)	(107,692) (298,816) (406,508)

As of September 30, 2013 and 2012, respectively, the paid-in capital includes 5,492 shares acquired by employees of the Bank. These shares bear voting rights in accordance with the by-laws of the Bank and receive regularly declared dividends. According to a contract between the Bank and the employees, some restrictions on transfer of such shares shall apply for a period of five to ten years from the date of acquisition.

### (17) <u>SUBSIDIARIES AND MINORITY INTEREST IN SUBSIDIARIES</u>

## **GROUP COMPANIES**

UNIBANK S.A. is the parent company of the Group. Its interest in its subsidiaries is as follows:

Tollows.	2013	2012
UNIFINANCE S.A. (Merchant/investment banking services)	<u>100%</u>	100%
UNITRANSFER INTERNATIONAL (Money remittance company)	<u>100%</u>	100%
UNITRANSFER S.A. (HAITI) (Money remittance company)	<u>100%</u>	100%
CAPITAL CONSULT S.A. (Consulting services)	<u>100%</u>	100%
UNICRÉDIT S.A. (Consumer finance company)	<u>100%</u>	100%
MICRO CRÉDIT NATIONAL S.A. (Micro-finance institution)	<u>100%</u>	100%
UNICARTE S.A. (Credit card company)	<u>100%</u>	100%
UNIASSURANCE S.A. (Insurance company)	<u>100%</u>	100%
IMMOBILIER S.A. (IMSA) (Real estate promotion company)	<u>100%</u>	100%
CENTRALE IMMOBILIÈRE S.A. (CISA) (Real estate management services)	<u>100%</u>	100%
SOCIÉTÉ NATIONALE D'INVESTISSEMENT (SNI) S.A. (Investment Company)	<u>100%</u>	100%
GROUPE FINANCIER NATIONAL S.A. (Management of the Group and non-banking investments)	<u>100%</u>	<u>100%</u>
GFN INTERNATIONAL ASSETS LTD. (Non-real estate asset management company)	<u>100%</u>	100%
GFN REAL ESTATE LTD. (Real estate company)	<u>100%</u>	100%
GFN REAL ESTATE LLC (Real estate company )	<u>100%</u>	100%
GFN RESTAURANT II LLC (Real estate company)	<u>100%</u>	
INTERNATIONAL SUNRISE PARTNERS LLC (Real estate company)	<u>100%</u>	100%
SNI MINOTERIE L.P. (a) (Investment company) Holding through GFN S.A.	<u>61.10%</u>	61.10%

<sup>(</sup>a) SNI Minoterie L.P.\(\varphi\)s main activity is its investment of 23.3\(%\) in Les Moulins d\(\varphi\)Haiti S.E.M.

### (17) SUBSIDIARIES AND MINORITY INTEREST IN SUBSIDIARIES (CONTINUED)

The results and net assets of these subsidiaries are as follows:

(In thousands of gourdes)	2013	2012
UNIFINANCE S.A. Total assets Total liabilities Net income for the year Net assets	G <u>682,495</u> G <u>60,879</u> G <u>47,901</u> G <u>621,616</u>	735,292 161,577 37,294 573,714
UNITRANSFER INTERNATIONAL Total assets Total liabilities Net income for the year Net assets	$\begin{array}{ccc} G & \underline{592,890} \\ G & \underline{152,019} \\ G & \underline{35,118} \\ G & \underline{440,871} \end{array}$	544,423 146,947 28,073 397,476
UNITRANSFER S.A. (HAITI) Total assets Total liabilities Net income for the year Net assets	G 480,547 G 264,372 G 24,386 G 216,175	319,327 127,539 14,737 191,787
UNICRÉDIT S.A. Total assets Total liabitilies Net income for the year Net assets	$\begin{array}{ccc} G & \underline{760,305} \\ G & \underline{620,790} \\ G & \underline{8,099} \\ G & \underline{139,515} \end{array}$	600,645 469,230 18,639 131,416
MICRO CRÉDIT NATIONAL S.A.  Total assets  Total liabilities  Net income for the year  Net assets	G 1,176,699 G 491,113 G 160,498 G 685,586	1,016,725 491,637 153,608 525,087
UNICARTE S.A. Total assets Total liabilities Net income for the year Net assets	$\begin{array}{ccc} G & \underline{783,010} \\ G & \underline{388,440} \\ G & \underline{56,822} \\ G & \underline{394,570} \end{array}$	645,714 307,966 36,687 337,747
UNIASSURANCE S.A. Total assets Total liabilities Net income for the year Net assets	G 433,259 G 225,955 G 15,149 G 207,304	$ \begin{array}{r} 337,181 \\ \underline{145,026} \\ \underline{236} \\ \underline{192,154} \end{array} $

UNIBANK S.A.
Notes to Consolidated Financial Statements

## (17) SUBSIDIARIES AND MINORITY INTEREST IN SUBSIDIARIES (CONTINUED)

(In thousands of gourdes)	2013	2012
GROUPE FINANCIER NATIONAL S.A.		
Total assets	G <u>5,011,559</u>	<u>4,901,006</u>
Total liabitilies	G 165,688	198,082
Net income for the year	G 296,389	447,816
Net assets	G 4,845,871	<u>4,702,924</u>
CENTRALE IMMOBILIÈRE S.A.		
Total assets	G <u>149,020</u>	<u>147,392</u>
Total liabilities	G <u>6,971</u>	11,655
Net income for the year	G <u>6,312</u>	<u>15,894</u>
Net assets	G <u>142,049</u>	<u>135,737</u>
IMMOBILIER S.A. (IMSA)		
Total assets	G <u>54,894</u>	54,250
Total liabilities	G <u>5,155</u>	<u>5,568</u>
Net income for the year	G <u>1,056</u>	<u>2,546</u>
Net assets	G <u>49,739</u>	<u>48,682</u>
CAPITAL CONSULT S.A.		
Total assets	G <u>34,157</u>	<u>28,535</u>
Total liabilities	G <u>3,416</u>	<u>3,046</u>
Net income for the year	G <u>5,252</u>	<u>4,253</u>
Net assets	G <u>30,741</u>	<u>25,489</u>
SOCIÉTÉ NATIONALE D'INVESTISSEMENT S.A.		
Total assets	G <u>5,634</u>	6,116
Total liabilities	G	<u>469</u>
Net (loss) income for the year	G <u>(3</u> )	<u>1,211</u>
Net assets	G <u>5,634</u>	<u>5,646</u>

### (17) <u>SUBSIDIARIES AND MINORITY INTEREST IN SUBSIDIARIES (CONTINUED)</u>

(In thousands of gourdes)		2013	2012
GFN REAL ESTATE LTD.			
Consolidated with GFN Real Estate LLC			
International Sunrise Partner LLC and GFN			
GFN Restaurant II LLC			
Total assets	G	<u>1,008,147</u>	922,840
Total liabilities	G	<u>47,436</u>	<u>51,400</u>
Net income for the year	G	<u>3,110</u>	<u>131,976</u>
Net assets	G	<u>960,711</u>	<u>871,440</u>
GFN international assets ltd.			
GFN INTERNATIONAL ASSETS LTD.			
Total assets	G	939	956
Total liabilities	G	<u> </u>	
Net (loss) income for the year	G	<u>(17</u> )	(14)
Net assets	G	939	<u>957</u>
SNI MINOTERIE L.P.			
Total assets	$\mathbf{G}$	520,780	480,182
Total liabilities	G	14,113	12,024
Net income (loss) for the year	$\mathbf{G}$	38,817	<u>(35,124</u> )
Net assets	G	<u>506,668</u>	468,158
As of September 30, minority interest in subsidiaries	is as foll	ows:	
(In thousands of gourdes)		2013	2012
SNI MINOTERIE L.P.			
Minority interest of 38.90% in 2013 and 2012			
Initial cost of investment	G	28,900	28,900
Decrease in holding at par value		(5,119)	(5,119)
		23,781	23,781
Share of results and reserves		<u>174,164</u>	<u>159,184</u>
	$\mathbf{G}$	197,945	182,965

## (18) <u>INCOME TAXES</u>

Income tax expense, including current and deferred income taxes, is calculated based on the consolidated income before income taxes and differs from the amounts computed using the statutory rates as follows:

(In thousands of gourdes)		2013	2012
Income before income taxes	G	1,501,101	1,243,554
Share of net income of Unitransfer International			
not taxable locally		(48,905)	(40,860)
Share of net income of minority interest in SNI Minoterie,			
not taxable locally		(15,100)	13,663
Share of income GFN LTD.6 not taxable locally		(3,110)	(131,796)
Share of income GFN S.A. ó undistributed by the			
following local non-consolidated companies:		(201010)	/ ·
Dinasa (note 7a, d)		(284,012)	(337,705)
SNI Minoterie ( <b>note 17</b> ) - 61.10%		(23,717)	21,461
Corail S.A. ( <b>note 7b, d</b> ) 15.76%		<u>(10,721)</u>	- (47.5, 22.7)
T 1.6 '		<u>(385,565</u> )	<u>(475,237)</u>
Income before income taxes, taxable locally		<u>1,115,536</u>	768,317
Income taxes based on statutory rates (30%)		334,661	230,495
Effect of items not included in taxable income:			
Deferred income taxes on the undisributed shares			
of income at the 20% on dividends (note 14a)		63,690	63,249
Transfer to legal reserve		(62,823)	(59,333)
Difference between the impairment loss and the		, ,	
amount allowed for tax purposes		(49,683)	(33,521)
Reinvestment in 2013 and 2012 of LMH and			
DINASA¢s retained earnings (note 14a)		(29,410)	(35,000)
Income taxes ó Unitransfer USA		13,788	12,786
CFGDCT and others		2,994	569
Tax credit (note 10)		<u>(71,039</u> )	<u>(71,039</u> )
Income tax expense	G	202,178	108,206
Income tax expense is composed of:			
(In thousands of gourdes)		2013	2012
Current taxes	G	167,897	79,957
Deferred taxes	_	34,281	28,249
	$\mathbf{G}$	202,178	108,206

### (18) INCOME TAXES (CONTINUED)

Income taxes, related to the shares of net income generated by the investments in the affiliated companies and joint ventures recognized based on the equity method, are deferred and dividends are taxed when effectively perceived.

Deferred tax is established as follows:

(In thousands of gourdes)		2013	2012
Deferred taxes on undistributed shares at the rate of 20% on dividends	G	63,690	63,249
Less deferred taxes related to share of net income		<u>(29,409</u> )	<u>(35,000</u> )
	$\mathbf{G}$	34,281	28,249

As of September 30, the effect of income taxes on other components of the consolidated statement of comprehensive income is as follows:

	2013			2012		
(In thousands of gourdes)	Gross amount	Effect of taxation	Net amount	Gross amount	Effect of taxation	Net amount
Unrealized gain (loss) on foreign investments held for sale, net of foreign exchange effect	gn G (37,168)	11,151	(26,017)	18,190	(5,457)	12,733
Realized gain (loss) on the sale of investments transferred to the consolidated statement of income	12,574	(3,773)	8,801	6,237	(1,871)	4,366
	G (24,594)	7,378	(17,216)	24,427	(7,328)	17,099

The variation of deferred income taxes on foreign investments held for sale is as follows:

(In thousands of gourdes)		2013	2012
Balance at the beginning of the year	G	2,310	9,638
Variation of the year	$\mathbf{G}$	7,378 9,688	<u>(7,328)</u> 2,310

The deferred income taxes on the components of comprehensive income are reflected in other assets (note 10).

#### (19) RETIREMENT SAVINGS FOR EMPLOYEES

In addition to legal contributions to the mandatory Government Retirement Plan, the Bank and its subsidiaries contribute to the employeesø retirement fund based on a variable contribution rate according to internal guidelines. This liability is supported by a savings deposit in US dollars bearing interest at the rate of 5.0% in 2013 and 2012. The Groupøs contributions to this savings account for 2013 and 2012 amount to G 24,099M and G 21,462M, respectively.

### (20) SALARIES AND OTHER EMPLOYEES BENEFITS

Salaries and other employees benefits are as follows:

(In thousands of gourdes)	2013	2012		
Salaries	G 770,110	679,814		
Employees benefits	203,605	216,771		
Other employees expenses	241,314	207,728		
	G 1,215,029	1,104,313		

#### (21) NET INSURANCE PREMIUMS

Net insurance premiums are derived from the operations of Uniassurances S.A.

As of September 30, net insurance premiums are as follows:

(In thousands of gourdes)		2013	2012
Insurance premiums collected	G	214,748	165,120
Insurance premiums ceded to reinsurers		(58,356)	(65,479)
Reinsurance costs		(71,821)	(57,062)
Insurance claims		(31,447)	(11,537)
Net brokerage fees		200	(3,202)
	$\mathbf{G}$	53,324	27,840

### (22) TRANSACTIONS WITH RELATED PARTIES

The main companies related to UNIBANK S.A. and its subsidiaries are as follows:

- Les Moulins døHaiti S.E.M. and Haiti Agro Processors Holding of which GFN S.A. through Unifinance S.A. and SNI Minoterie L.P. owns 23.3% of the capital.
- Distributeurs Nationaux S.A. (DINASA) of which GFN S.A. through Unifinance S.A. owns 50% of the capital.
- Fondation Unibank
- Corail S.A. of which GFN S.A. owns 15.76% of the capital.

The balances of the transactions with these companies are as follows:

As of September 30			
(In thousands of gourdes)		2013	2012
ASSETS			
Long-term corporate investments (note 7)	$\mathbf{G}$	2,477,074	2,142,261
Loans		<u>1,982,061</u>	489,837
		<u>4,459,135</u>	2,632,098
LIABILITIES			
Deposits	G	1,458,381	2,790,608
During the years			
(In thousands of gourdes)		2013	2012
INCOME			
Interest income	$\mathbf{G}$	121,614	89,577
Interest expense		(16)	(119)
Other income		61,346	55,448
	G	182,944	144,906

In the normal course of business, the Bank provides ordinary banking services to and receives services from related parties, at conditions similar to those applied to third parties.

Loans granted to employees, and to members of the Board of Directors and their related parties are disclosed in **note 8**.

### (22) TRANSACTIONS WITH RELATED PARTIES (CONTINUED)

Deposits of members of the Board of Directors and their related parties are reflected in **note 11.** 

Expenses incurred with related parties are as follows:

(In thousands of gourdes)	2013	2012
Rent	G 1,207	1,165
Others	G 72,478	75,193

### (23) COMMITMENTS AND CONTINGENT LIABILITIES

In the normal course of business, the Bank contracts various engagements and assumes contingent liabilities that are not reflected in the consolidated balance sheet.

a) As of the date of the financial statements, the Bank and its subsidiaries have also entered into several rental agreements. However, these agreements can generally be canceled with a six-month notice. Rental amounts to be paid over the next five years are as follows:

(In thousands of gourdes)									
2014	G	89,484							
2015		72,742							
2016		59,326							
2017		33,995							
2018		24,809							

**b)** Letters of guarantee and standby letters of credit issued as of September 30, 2013 and 2012 amount to G 631,047M and G 487,060M respectively.

#### (24) <u>LITIGATION</u>

- a) As of September 30, 2013, the Bank is engaged in litigation with some of its clients. To date, as per legal counselsø opinion, there is no judicial outcome which could significantly affect the consolidated financial statements and/or UNIBANKøs financial standing.
- b) On November 9, 2011, UNIBANK S.A. filed a lawsuit against GFA Haiti S.A. and Mr. Albert Dufort, acting as the Head of the Board of Directors of GFA Haiti S.A. as well as its majority shareholder, in the commercial Court of First Instance, in order to obtain payment of indemnities owed to the Bank, with respect to its insurance claims following the earthquake of January 12, 2010. On June 6, 2012, the commercial Court of First Instance of Port-au-Prince rendered a judgment, in favor of UNIBANK S.A., condemning jointly both GFA Haiti S.A. and Mr. Albert Dufort to pay to the Bank the amount of five million nine hundred eighty thousand four hundred and twenty one American dollars & 32/100 (US\$ 5,980,421.32) and punitive damages estimated at seven hundred thousand dollars & 00/100 (US\$ 700,000.00). On June 25, and July 20, 2012, respectively, both Mr. Albert Dufort and the Corporation õGroupement Français døAssuranceö (GFA Haiti S.A.) appealed the aforementioned judgment before the Appellate Court of Port-au-Prince.

On August 13, 2013, the Appellate Court of Port-au-Prince, in its commercial capacity, in one sole ruling, confirmed and maintained the judgment of June 6, 2012, in its entirety. On September 27, 2013, both Mr. Albert Dufort and the Corporation õGroupement Français døAssuranceö (GFA Haiti S.A.), separately, appealed the decision rendered by the Appellate Court before the Supreme Court. Currently, the case file is pending at the Supreme Court, following UNIBANKøs notification, on October 25, 2013, of all its means of defenses against the appeal done by Mr. Albert Dufort and the Corporation õGroupement Français døAssuranceö (GFA Haiti S.A.).

### UNIBANK S.A. Consolidated Balance Sheets September 30, 2013 and 2012 (Expressed in Dollars US)

(Expressed in Donars US)		2013	2012
ASSETS			
CASH AND CASH EQUIVALENTS	\$US	424,590,835	463,828,535
BRH (CENTRAL BANK) BONDS, net		-	29,862,014
INVESTMENTS		118,882,429	148,148,495
LONG-TERM CORPORATE INVESTMENTS			
Affiliated companies		56,628,029	50,617,900
Others		3,341	3,453
		56,631,370	50,621,353
LOANS		489,869,664	434,533,220
Impairment provision		(4,634,033)	(3,527,438
		485,235,631	431,005,782
FIXED ASSETS, NET			
Fixed assets, at cost		68,996,609	66,055,000
Accumulated depreciation		(36,124,729)	(32,987,592)
		32,871,880	33,067,408
OTHER			
Investment property		20,320,000	20,404,543
Acceptances and letters of credit		3,811,165	3,661,684
Other assets		51,008,844	42,723,970
		75,140,009	66,790,197
	\$US	1,193,352,154	1,223,323,784
LIABILITIES AND SHAREHOLDERS' EQUITY			
DEPOSITS		985,661,673	1,033,785,601
DEBT		16,553,860	17,104,045
OTHERS			
Term bonds		3,770,721	4,689,518
Commitments ó acceptances and letters of credit		3,811,165	3,661,684
Other liabilities		67,264,988	54,341,103
		74,846,874	62,692,305
SUBORDINATED DEBT		2,286,085	2,362,826
TOTAL LIABILITIES		1,079,348,492	1,115,944,777
SHAREHOLDERSØEQUITY			
Paid-in capital		47,859,013	49,465,576
Paid-in surplus		761,630	787,197
Retained earnings		42,483,132	40,043,195
Other reserves		18,374,704	12,759,907
Shareholdersøequity of UNIBANK S.A.		109,478,479	103,055,875
Minority interest in subsidiaries		4,525,182	4,323,132
		114,003,661	107,379,007
	\$US	1,193,352,154	1,223,323,784

### UNIBANK S.A. Consolidated Statements of Income Years ended September 30, 2013 and 2012 (Expressed in Dollars US)

(Expressed in Donars 03)	2013	2012
INTEREST INCOME		
Loans \$	US 41,996,618	37,654,908
BRH (Central Bank) bonds, investments and deposits		1,509,727
	45,067,348	39,164,635
INTEREST EXPENSE		
Deposits	950,890	909,231
Long-term debt, term bonds and others	602,895	570,785
,	1,553,785	1,480,016
NET INTEREST INCOME	43,513,563	37,684,619
Impairment charge for credit loss	(2,973,131)	(1,733,163)
1	40,540,432	35,951,456
OTHER INCOME EXPENSES		
Commissions	33,119,705	29,161,152
Foreign exchange gain	10,285,628	8,452,737
Share of net income of non-consolidated		
affiliates, net of income taxes	7,752,947	7,498,443
Net negative goodwill	-	2,752,868
Loss on revaluation of investment property	(84,544)	-
Rental revenue	637,007	2,092,417
Net insurance premiums	1,234,773	2,392,975
Loss on sale of debt securities	(294,595)	(187,768)
Others	3,097,282	905,834
	55,748,203	53,068,658
NET INTEREST INCOME AND OTHER INCOME	96,288,635	89,020,114
OPERATING EXPENSES		
Salaries and other employees benefits	28,135,221	26,521,310
Premises and equipment	10,370,871	10,247,249
Depreciation	5,506,929	5,919,605
Other operating expenses	<u>17,516,071</u>	16,466,617
	61,529,092	59,154,781
INCOME BEFORE INCOME TAXES	34,759,543	29,865,333
INCOME TAXES		
CURRENT	3,887,847	1,920,245
DEFERRED	793,802	678,426
	4,681,649	2,598,671
NET INCOME	30,077,894	27,266,662
Net income attributable to the		
shareholders of UNIBANK S.A.	29,728,246	27,594,804
Net income attributable to minority interest	349,648	(328,142)
NET INCOME	\$US 30,077,894	27,266,662
Net income per equivalent share of paid-in capital		
attributable to the shareholders of UNIBANK S.A	\$US 56.80	54.76

UNIBANK S.A.
Consolidated Statements of Comprehensive Income
Years ended September 30, 2013 and 2012
(Expressed in Dollars US)

		2013	2012	
NET INCOME	\$US	30,077,894	27,266,662	
Components of comprehensive income:				
Foreign currency translation effect for foreign subsidiaries		863,208	601,996	
Net change in loss on available-for-sale investments:				
Unrealized net loss of foreign exchange effect Realized gain transferred to the consolidated		(860,673)	436,859	
statement of income		291,166	149,798	
		<u>(569,507</u> )	586,657	
Income tax effect of components of comprehensive income		170,852	(175,992)	
		(398,655)	1,012,661	
COMPREHENSIVE INCOME FOR THE YEAR		30,542,447	28,279,323	
Comprehensive income attributable				
to UNIBANK S.A. & shareholders		30,195,566	28,608,581	
Comprehensive income attributable to minority interest		346,881	(329,258)	
COMPREHENSIVE INCOME FOR THE YEAR	\$US	30,542,447	28,279,323	
Comprehensive income per equivalent share of paid-in				
capital attributable to UNIBANK S.A.øs shareholders	\$US	56.82	56.77	

UNIBANK S.A.
Consolidated Statement of Changes in Shareholders' Equity
Year ended September 30, 2012
(Expressed in Dollars US)

(							Other res	erves				
	Paid-in capital	Treasury shares	Paid-in surplus	Retained earnings	Legal reserve	General reserve for loan losses	Revaluation reserve- land	Unrealized loss on investments	Translation adjustment	Total reserves	Minority interest in subsidiaries	Total
Balance as of September 30, 2011 \$US	48,930,621	-	130,304	40,697,570	-	4,346,370	609,466	(550,185)	1,956,283	6,361,934	4,811,698	100,932,127
Net income for the year	-	_	-	27,594,804	-	-	-	-	-	-	(328,142)	27,266,662
Components of comprehensive income: Unrealized gain on investments, net of income tax Realized gain transferred to consolidated	-	-	-	-	-	-	-	305,801	-	305,801	-	305,801
statement of income	-	-	-	-	-	-	-	104,859	-	104,859	-	104,859
Foreign currency translation effect for									602 112	602 112	(1.116)	(01.00)
foreign subsidiaries <b>Total</b>				27,594,804				410,660	603,112 603,112	603,112 1,013,772	(1,116) (329,258)	601,996 28,279,318
										<u> </u>	<u>(                                    </u>	
Transfer from retained earnings:				(4.740.910)	4.740.010					4 7 40 9 10		
Transfer to legal reserve Transfer to general reserve for loan losses	-	-	-	(4,749,819) (960,645)	4,749,819	960,645	-	-	-	4,749,819 960,645	-	-
Transactions with shareholders												
Cash dividends	-	-	-	(19,212,896)	-	-	-	-	-	-	-	(19,212,896)
Shares dividends	1,957,890	-	(36,600)	(1,921,290)	-	-	-	-	-	-	-	-
Sales of shares	287,425	-	708,808	-	-	-	-	-	-	-	-	996,233
Translation adjustment	(1,710,360)	-	(15,315)	(1,404,529)	(76,709)	(164,220)	(20,853)	12,191	(76,672)	(326,263)	(159,308)	(3,615,775)
Balance as of September 30, 2012 \$US	49,465,576	-	787,197	40,043,195	4,673,110	5,142,795	588,613	(127,334)	2,482,723	12,759,910	4,323,132	107,379,007

UNIBANK S.A.
Consolidated Statement of Changes in Shareholders' Equity
Year ended September 30, 2013
(Expressed in Dollars US)

						Other re	eserves				
	Paid-in capital	Paid-in surplus	Retained earnings	Legal reserve	General reserve for loan losses	Revaluation reserve- land	Unrealized loss on investments	Translation adjustment	Total reserves	Minority interest in subsidiaries	Total
Balance as of September 30, 2012 \$US	49,465,576	787,197	40,043,195	4,673,110	5,142,795	588,613	(127,334)	2,482,723	12,759,907	4,323,132	107,379,007
Net income for the year	-	-	29,728,246	-	-	-	-	-	-	349,648	30,077,894
Components of comprehensive income: Unrealized gain on investments, net of income tax	_	-	-	-	-	-	(602,471)	-	(602,471)	-	(602,471)
Realized gain transferred to consolidated statement of income Foreign currency translation effect for	-	-	-	-	-	-	203,816	-	203,816	-	203,816
foreign subsidiaries <b>Total</b>			<u>-</u> 29,728,246				398,655	865,976 865,976	865,976 467,321	(2,768) 346,880	863,208 30,542,447
Transfer from retained earnings: Transfer to legal reserve Transfer to general reserve for loan losses	- -	<u>-</u>	(4,849,086) (790,661)	4,849,086 -	- 790,661	- -	- -	- -	4,849,086 790,661	- -	- -
Transactions with shareholders: Cash dividends	-	-	(20,299,726)	-	-	-	-	-	-	-	(20,299,726)
Translation adjustment	(1,606,563)	(25,567)	(1,348,836)	(213,588)	(177,109)	(19,117)	9,218	(91,675)	(492,271)	(144,830)	(3,618,067)
Balance as of September 30, 2013 SUS	47,859,013	761,630	42,483,132	9,308,608	5,756,347	569,496	(516,771)	3,257,024	18,374,704	4,525,182	114,003,661