



THE
HAND-IN-HAND
MUTUAL FIRE INSURANCE COMPANY LIMITED
AND SUBSIDIARIES

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2020

	Notes	Company		Group	
		2020 G\$	2019 G\$	2020 G\$	2019 G\$
Revenue					
Premiums	3	1,256,807,632	1,278,921,117	1,427,367,356	1,470,186,186
Less : Reinsurance premiums	3	240,535,648	272,042,752	253,288,778	286,942,185
Increase in unexpired risks	3	(16,639,933)	(20,701,879)	(23,215,502)	(20,372,656)
		1,032,911,917	1,027,580,244	1,197,294,080	1,203,616,657
Investment income					
"Held to collect"	4	-	-	62,489,208	65,436,892
"Held for trading"	4	35,282,824	37,942,168	67,888,905	74,490,790
"Loans and receivables"	4	26,103,820	23,500,637	685,007,747	693,089,448
Other income	5	101,480,688	356,460,357	227,452,024	902,112,892
Management fees	6	18,000,000	18,000,000	-	-
Unclaimed triennial cash profit and others		2,477,525	3,488,057	2,477,525	3,488,057
Gain on exchange		-	-	2,278,092	-
Gain on disposal of investments "Held for trading"		-	-	7,583,134	-
		1,216,256,774	1,466,971,463	2,252,470,715	2,942,234,736
Deduct:					
Expenditure					
Commissions and allowances	7	159,492,657	142,928,860	164,194,022	146,620,505
Management expenses	8	720,163,819	658,218,629	1,341,826,480	1,247,071,078
Claims (net)	9	107,163,277	227,327,701	140,263,264	289,026,868
Interest	10	-	-	184,504,139	184,235,085
Triennial cash profit	11	2,234,949	2,361,883	2,234,949	2,361,883
Property tax		16,448,429	14,300,376	33,886,544	30,366,163
Taxation	14	54,707,526	17,550,603	73,711,438	74,451,839
		1,060,210,657	1,062,688,052	1,940,620,836	1,974,133,421
Total comprehensive income for the year		156,046,117	404,283,411	311,849,879	968,101,315
Surplus of revenue over expenditure attributable to:					
Owners of the Company		156,046,117	404,283,411	271,834,708	831,501,111
Non-controlling interests		-	-	40,015,171	136,600,204
		156,046,117	404,283,411	311,849,879	968,101,315
Total comprehensive income attributable to:					
Owners of the Company		156,046,117	404,283,411	271,834,708	831,501,111
Non-controlling interests		-	-	40,015,171	136,600,204
		156,046,117	404,283,411	311,849,879	968,101,315

"The accompanying notes form an integral part of these financial statements"



THE
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STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2020

Company	Premium capital G\$	Capital reserve G\$	General reserve G\$	Capital redemption reserve G\$	Triennial profit G\$	Total G\$
Balance as at 1 January 2019	94,588,797	651,396,183	1,878,372,727	1,508,452	2,361,883	2,628,228,042
Changes in equity 2019						
Total comprehensive income for the year	(57,765,814)	-	462,176,159	-	(126,934)	404,283,411
Balance as at 31 December 2019	36,822,983	651,396,183	2,340,548,886	1,508,452	2,234,949	3,032,511,453
Changes in equity 2020						
Revaluation of land and building	-	60,274,260	-	-	-	60,274,260
Total comprehensive income for the year	(23,637,876)	-	180,148,329	-	(464,336)	156,046,117
Balance as at 31 December 2020	13,185,107	711,670,443	2,520,697,215	1,508,452	1,770,613	3,248,831,830

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STATEMENT OF CHANGES IN EQUITY
FOR THE YEAR ENDED 31 DECEMBER 2020

Group	Premium	Capital	Risk	Reserve	General	Capital	Triennial	Non	Total
	capital	reserve	reserve	fund	reserve	redemption	profit	controlling	Total
	G\$	G\$	G\$	G\$	G\$	G\$	G\$	interest	G\$
Balance as at 1 January 2019	94,588,797	718,084,427	122,298,032	202,294,302	2,098,084,074	1,508,452	2,361,883	461,316,570	3,700,536,537
Changes in equity 2019									
Total comprehensive income for the year	(57,765,814)	-	6,764,565	-	882,629,293	-	(126,934)	136,600,205	968,101,315
Revaluation of land and building	-	64,760,612	-	-	-	-	-	32,350,544	97,111,156
Transfer to statutory reserve	-	-	-	61,101,246	(47,865,928)	-	-	(13,235,318)	-
Transfer (from) to risk reserve	-	-	(31,228,819)	-	31,228,819	-	-	-	-
Balance as at 31 December 2019	36,822,983	782,845,039	97,833,778	263,395,548	2,964,076,258	1,508,452	2,234,949	617,032,001	4,765,749,008
Changes in equity 2020									
Total comprehensive income for the year	(23,637,876)	-	-	-	295,936,920	-	(464,336)	40,015,171	311,849,879
Revaluation of land and building	-	60,274,260	-	-	-	-	-	-	60,274,260
Transfer to risk reserve	-	-	80,702,301	-	-	-	-	22,314,844	103,017,145
Transfer to statutory reserve	-	-	-	15,951,956	(12,496,556)	-	-	(3,455,400)	-
Adjustment - to NCI due to sale of shares in HHHI	-	-	-	-	1,087	-	-	(1,087)	-
Balance as at 31 December 2020	13,185,107	843,119,299	178,536,079	279,347,504	3,247,517,709	1,508,452	1,770,613	675,905,529	5,240,890,292

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THE
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AND SUBSIDIARIES

**PROFIT AND LOSS (ANNUAL) ACCOUNT
FOR THE YEAR ENDED 31 DECEMBER 2020**

		Company	
	<u>Notes</u>	<u>2020</u> G\$	<u>2019</u> G\$
Earned premiums		796,884,042	788,891,035
Investment income			
"Held for trading"	4	35,282,824	37,942,168
"Loans and receivables"	4	26,103,820	23,500,637
Other income	5	13,348,218	13,440,773
Management fees		18,000,000	18,000,000
		889,618,904	881,774,613
Deduct:			
Management expenses		606,741,994	517,076,314
Claims (net)		35,454,632	128,280,605
Reinsurance premiums		205,922,419	238,147,747
Taxation		47,736,763	23,221,457
		895,855,808	906,726,123
Transfer - policies entitled to profit 2020/2022	12	(6,236,904)	(24,951,510)

This account, made up in accordance with Section 83 of the Company's Ordinance of Incorporation No. 9 of 1938 (together with the accompanying Profit and Loss (Triennial) Account) has been prepared to reflect the declaration of Triennial Cash Profit on Fire policies entitled to profit in 2020.

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**THE
HAND-IN-HAND
MUTUAL FIRE INSURANCE COMPANY LIMITED
AND SUBSIDIARIES**

**PROFIT AND LOSS (TRIENNIAL) ACCOUNT
FOR THE YEAR ENDED 31 DECEMBER 2020**

		<u>Company and Group</u>	
	<u>Note</u>	<u>2020</u> G\$	<u>2019</u> G\$
Premiums received 2017 - 2020		10,521,723	13,210,146
Balance of unexpired risks reserve at 31 December 2020		2,451,886	3,865,162
Premiums on surrendered profit policies		<u>169,130</u>	<u>410,758</u>
		<u>13,142,739</u>	<u>17,486,066</u>
Deduct:			
Balance of unexpired risks reserve at 31 December 2020		1,974,670	2,176,330
Transfer - profit and loss (Annual) account	13	16,640,908	29,105,985
Triennial profit - 15%		<u>1,770,613</u>	<u>2,234,949</u>
		<u>20,386,191</u>	<u>33,517,264</u>
Transfer from general reserve		<u>(7,243,452)</u>	<u>(16,031,198)</u>

This account, made up in accordance with Section 78 of the Company's Ordinance of Incorporation No. 9 of 1938 (together with Profit and Loss (Annual) Account) has been prepared to reflect the declaration of Triennial Cash Profit on Fire Policies entitled to profit in 2020.

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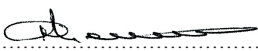
THE
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
STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2020

	Notes	Company		Group	
		31.12.2020 G\$	31.12.2019 G\$	31.12.2020 G\$	31.12.2019 G\$
ASSETS					
Non-current assets					
Goodwill	41	-	-	157,582,464	157,582,464
Plant, property and equipment	15	1,723,305,336	1,501,021,392	2,191,444,701	1,988,932,866
Other assets					
Investments					
"Held to collect"	16	-	-	998,603,213	1,217,817,369
"Held for trading"	16	1,700,003,818	1,611,871,348	3,396,985,477	3,261,498,504
"Loans and receivables"	16	9,309,133	9,632,023	6,867,257,485	6,447,161,790
Investment in subsidiaries	18	948,878,333	948,873,333	-	-
Properties on hand	19	1,900,000	1,900,000	46,460,895	51,550,041
Statutory deposits	20	-	-	911,019,143	1,028,305,154
Deferred tax assets	14	-	19,495,094	2,122,079	20,887,911
		<u>4,383,396,620</u>	<u>4,092,793,190</u>	<u>14,571,475,457</u>	<u>14,173,736,099</u>
Current assets					
Receivables and prepayments	21	851,702,721	789,608,305	922,921,024	849,974,692
Interest accrued	22	16,754,016	8,933,478	34,216,112	32,722,906
Stock of stationery		4,877,778	3,914,688	6,343,494	5,523,995
Tax recoverable		132,596,437	130,274,502	151,739,273	144,524,411
Cash on deposits	23	356,682,448	320,716,924	558,212,166	782,650,643
Cash at banks and on hand	24	115,478,282	179,372,171	540,420,082	301,123,532
		<u>1,478,091,682</u>	<u>1,432,820,068</u>	<u>2,213,852,151</u>	<u>2,116,520,179</u>
TOTAL ASSETS		<u>5,861,488,302</u>	<u>5,525,613,258</u>	<u>16,785,327,608</u>	<u>16,290,256,278</u>
EQUITY AND LIABILITIES					
Capital and reserves					
Premium capital	25	13,185,107	36,822,983	13,185,107	36,822,983
Capital reserve	26	711,670,443	651,396,183	843,119,299	782,845,039
Risk reserve	29	-	-	178,536,079	97,833,778
Reserve fund	34	-	-	279,347,504	263,395,548
General reserve	27	2,520,697,215	2,340,548,886	3,247,517,709	2,964,076,258
Capital redemption reserve	28	1,508,452	1,508,452	1,508,452	1,508,452
Triennial profit	31	1,770,613	2,234,949	1,770,613	2,234,949
		<u>3,248,831,830</u>	<u>3,032,511,453</u>	<u>4,564,984,763</u>	<u>4,148,717,007</u>
Non-controlling interest	32	-	-	675,905,529	617,032,001
		<u>3,248,831,830</u>	<u>3,032,511,453</u>	<u>5,240,890,292</u>	<u>4,765,749,008</u>
Non-current liabilities					
Provision for unexpired risks	30	633,101,741	649,741,674	702,163,559	725,379,061
Medium term borrowings	33	483,715,783	325,800,707	483,715,783	325,800,707
Customers' deposits	35	-	-	13,415,655	598,239,351
Deferred tax liabilities	14	478,318,480	434,264,122	618,466,080	566,841,642
Policyholders' liabilities	36	-	-	940,326	940,326
Lease liability	40	127,536,437	29,991,194	182,538,217	110,181,553
		<u>1,722,672,441</u>	<u>1,439,797,697</u>	<u>2,001,239,620</u>	<u>2,327,382,640</u>
Other liabilities					
Short term borrowings	33	102,084,925	96,154,345	102,084,925	96,154,345
Customers' deposits	35	-	-	8,391,642,444	7,852,488,475
Claims admitted or intimated but not paid	37	245,850,296	544,117,486	270,761,055	569,508,298
Payables and accrued expenses	38	247,352,007	163,264,076	431,191,958	334,041,920
Lease liability	40	9,655,261	8,887,291	34,843,839	32,650,101
Taxes payable		121,025,341	97,004,371	148,657,274	168,404,952
Bank overdraft	39	164,016,201	143,876,539	164,016,201	143,876,539
		<u>889,984,031</u>	<u>1,053,304,108</u>	<u>9,543,197,696</u>	<u>9,197,124,630</u>
TOTAL EQUITY AND LIABILITIES		<u>5,861,488,302</u>	<u>5,525,613,258</u>	<u>16,785,327,608</u>	<u>16,290,256,278</u>

"These financial statements were approved by the Board of Directors on ...22 September, 2021..."

On behalf of the Board:

 Director

 Director

 Company Secretary/Finance Controller

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THE
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AND SUBSIDIARIES

STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 DECEMBER 2020

	Note	Company		Group	
		2020 G\$	2019 G\$	2020 G\$	2019 G\$
Operating activities					
Net cash used in operating activities	(a)	(197,895,536)	(8,018,997)	(734,738,853)	(262,900,108)
Investing activities					
Purchase of fixed assets		(48,650,899)	(63,565,551)	(67,720,692)	(63,832,577)
Right of use assets		(128,679,721)	(44,974,986)	(128,679,721)	(171,345,900)
Proceeds from disposal of fixed assets		-	-	-	-
Proceeds from redemption of securities		-	-	292,220,025	365,378,604
Properties on hand		-	-	5,089,146	2,776,819
Purchase of securities		(5,000)	-	(133,000,096)	(272,463,985)
Loans and receivables (advances)/repayments		322,890	(204,578)	(396,078,941)	(468,973,239)
Medium and short term borrowings		163,845,656	(90,369,286)	163,845,656	(90,369,286)
Interest and dividend received		61,386,644	61,442,805	815,385,860	833,017,130
Other income		13,348,218	13,440,773	120,136,307	160,164,331
Net cash provided by investing activities		61,567,788	(124,230,823)	671,197,544	294,351,897
Financing activities:					
Lease interest expense		(10,053,492)	(2,698,499)	(16,290,682)	(10,280,754)
Increase in lease liability		98,313,213	38,878,485	74,550,402	142,831,654
Net cash provided by financing activities		88,259,721	36,179,986	58,259,720	132,550,900
Net increase/(decrease) in cash and cash equivalents		(48,068,027)	(96,069,834)	(5,281,589)	164,002,689
Cash and cash equivalents at beginning of period		356,212,556	452,282,390	939,897,636	775,894,947
Cash and cash equivalents at end of period		308,144,529	356,212,556	934,616,047	939,897,636
Comprising:					
Cash on deposits		356,682,448	320,716,924	558,212,166	782,650,643
Cash at banks and on hand		115,478,282	179,372,171	540,420,082	301,123,532
Bank overdraft		(164,016,201)	(143,876,539)	(164,016,201)	(143,876,539)
		308,144,529	356,212,556	934,616,047	939,897,636

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NOTE TO THE STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 DECEMBER 2020

	Company		Group	
	<u>2020</u> G\$	<u>2019</u> G\$	<u>2020</u> G\$	<u>2019</u> G\$
(a) Surplus of revenue over expenditure before taxation	210,753,643	421,834,014	385,561,317	1,042,553,154
Adjustments for:				
Depreciation	43,283,079	31,934,619	56,771,031	37,750,024
Depreciation- right of use asset	12,211,990	8,994,997	37,486,173	34,269,180
Lease expense	10,053,492	2,698,499	16,290,682	10,280,754
Provision for unexpired risks	(16,639,933)	(20,701,879)	23,215,502	20,372,656
Provision for loan losses	-	-	79,000,391	26,619,378
Fair value through Profit and Loss a/c	(88,132,470)	(343,019,584)	(107,315,717)	(741,948,561)
Redemption of securities - gain	-	-	-	-
Increase in mandatory deposits with				
- Bank of Guyana	-	-	117,286,011	(28,492,621)
- Commissioner of Insurance	-	-	-	62,444,292
Investment income	(61,386,644)	(61,442,805)	(815,385,860)	(833,017,130)
Other income	(13,348,218)	(13,440,773)	(120,136,307)	(160,164,331)
(Gain)/Loss from disposal of fixed assets	8,707	7,360,752	88,474	7,390,939
Operating surplus/(deficit) before working capital changes	96,803,646	34,217,840	(327,138,303)	(521,942,266)
Increase/(decrease) in customers' deposits	-	-	(45,669,727)	304,774,444
(Increase)/decrease in receivables, prepayments and interest accrued	(69,914,954)	5,742,399	(74,439,538)	172,409
Increase/(decrease) in stock of stationery	(963,090)	2,164,561	(819,499)	1,709,319
Decrease in current liabilities	(214,179,259)	(42,126,474)	(201,597,205)	(32,730,036)
Increase/(decrease) in policyholders' liabilities	-	-	-	649,950
Cash used in operations	(188,253,657)	(1,674)	(649,664,272)	(247,366,180)
Taxes paid/adjusted	(9,641,879)	(8,017,323)	(85,074,581)	(15,533,928)
Net cash used in operating activities	<u>(197,895,536)</u>	<u>(8,018,997)</u>	<u>(734,738,853)</u>	<u>(262,900,108)</u>

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NOTES ON THE ACCOUNTS

		2020			
		<u>Gross</u>	<u>Reinsurance</u>	<u>Increase in</u>	<u>Net</u>
		G\$	G\$	<u>Unexpired Risks</u>	G\$
		G\$			
3	Premiums				
	Company				
	Fire	641,725,307	180,874,198	7,229,714	453,621,395
	Marine	5,736,586	5,310,817	(2,036,274)	2,462,043
	Accident and liabilities	164,974,792	19,737,404	(48,802)	145,286,190
	Auto	444,370,947	34,613,229	(21,784,571)	431,542,289
		<u>1,256,807,632</u>	<u>240,535,648</u>	<u>(16,639,933)</u>	<u>1,032,911,917</u>
	Group				
	Fire	608,003,219	193,627,328	6,568,845	407,807,046
	Marine	5,736,586	5,310,817	(2,036,274)	2,462,043
	Accident and liabilities	164,974,792	19,737,404	(48,802)	145,286,190
	Auto	648,652,759	34,613,229	(27,699,271)	641,738,801
		<u>1,427,367,356</u>	<u>253,288,778</u>	<u>(23,215,502)</u>	<u>1,197,294,080</u>
		2019			
		<u>Gross</u>	<u>Reinsurance</u>	<u>Increase in</u>	<u>Net</u>
		G\$	G\$	<u>Unexpired Risks</u>	G\$
		G\$			
	Premiums				
	Company				
	Fire	623,101,292	175,614,377	(3,126,990)	450,613,905
	Marine	9,809,135	4,397,518	(2,829,448)	8,241,065
	Accident and liabilities	159,736,136	58,135,852	(1,999,701)	103,599,985
	Auto	486,274,554	33,895,005	(12,745,740)	465,125,289
		<u>1,278,921,117</u>	<u>272,042,752</u>	<u>(20,701,879)</u>	<u>1,027,580,244</u>
	Group				
	Fire	814,366,361	190,513,810	(2,797,767)	626,650,318
	Marine	9,809,135	4,397,518	(2,829,448)	8,241,065
	Accident and liabilities	159,736,136	58,135,852	(1,999,701)	103,599,985
	Auto	486,274,554	33,895,005	(12,745,740)	465,125,289
		<u>1,470,186,186</u>	<u>286,942,185</u>	<u>(20,372,656)</u>	<u>1,203,616,657</u>
		Company		Group	
		2020	2019	2020	2019
		G\$			
4	Investment income				
	"Held to collect"				
	Bonds & debentures	-	-	62,489,208	65,436,892
	"Held for trading"				
	Shares and stocks	35,282,824	37,942,168	67,888,905	74,490,790
	"Loans and receivables"				
	Mortgages & loans	26,103,820	23,500,637	685,007,747	693,089,448
	Total	<u>61,386,644</u>	<u>61,442,805</u>	<u>815,385,860</u>	<u>833,017,130</u>
	Investment income from:				
	Quoted investments	31,338,296	34,688,842	61,230,558	52,392,772
	Unquoted investments	30,048,348	26,753,963	754,155,302	780,624,358
		<u>61,386,644</u>	<u>61,442,805</u>	<u>815,385,860</u>	<u>833,017,130</u>
5	Other income				
	Cash on deposit	5,963,115	6,015,161	10,849,887	10,837,890
	Changes in fair value on equity securities	88,132,470	343,019,584	107,315,717	741,948,561
	Miscellaneous	7,385,103	7,425,612	109,286,420	149,326,441
		<u>101,480,688</u>	<u>356,460,357</u>	<u>227,452,024</u>	<u>902,112,892</u>



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	Company		Group	
	2020 G\$	2019 G\$	2020 G\$	2019 G\$
6 Management fees				
GCIS Inc.	12,000,000	12,000,000	-	-
Hand in Hand Trust Corporation Inc.	6,000,000	6,000,000	-	-
	<u>18,000,000</u>	<u>18,000,000</u>	<u>-</u>	<u>-</u>
7 Commissions and allowances				
Fire	108,246,533	92,949,031	110,031,863	93,373,588
Marine	967,650	1,463,522	967,650	1,463,522
Accident and liabilities	27,828,027	23,832,617	27,828,027	23,832,617
Auto	22,450,447	24,683,690	25,366,482	27,950,778
	<u>159,492,657</u>	<u>142,928,860</u>	<u>164,194,022</u>	<u>146,620,505</u>
8 Management expenses				
Operating expenses	209,469,637	196,027,669	307,666,875	281,006,524
Provision for losses (a)	-	-	76,571,676	2,566,018
Provision for ECL's (b)	(2,991,235)	2,590,026	778,921	6,269,345
Employment cost	440,894,272	402,357,250	835,605,688	767,102,710
Depreciation	55,495,069	40,929,616	94,257,204	72,019,204
Directors' emoluments (c)	13,050,852	12,429,360	19,660,330	18,417,108
Investments written off (d)	-	-	-	92,905,590
Auditor's remuneration	4,245,224	3,884,708	7,285,786	6,784,579
	<u>720,163,819</u>	<u>658,218,629</u>	<u>1,341,826,480</u>	<u>1,247,071,078</u>
(a) Provision for losses				
Bad debt written off	-	-	5,372,305	288,700
Bad debt recoveries	-	-	(2,428,715)	(24,053,360)
Loss allowance (ECLs) for the year	-	-	73,628,086	26,330,678
	<u>-</u>	<u>-</u>	<u>76,571,676</u>	<u>2,566,018</u>
(b) Credit impairment losses on other financial assets				
Loss allowance on investments	12,480	(204,578)	3,782,636	2,841,964
Loss allowance on other financial assets	(3,003,715)	2,794,604	(3,003,715)	3,427,381
	<u>(2,991,235)</u>	<u>2,590,026</u>	<u>778,921</u>	<u>6,269,345</u>
(c) Directors' emoluments				
J.G. Carpenter - (Chairman - HIHF)	3,262,392	3,107,040	3,687,662	3,488,088
P.A. Chan-Sue - (Chairman - HIH Trust and Vice-Chairman - GCIS Inc)	1,957,692	1,864,464	3,529,298	3,287,640
C.R. Quintin - (Chairman - GCIS Inc and Vice-Chairman - HIH Trust)	1,957,692	1,864,464	3,422,056	3,191,508
W.A. Lee - (Vice Chairman - HIHF)	1,957,692	1,864,464	1,957,692	1,864,464
I.A. Mc Donald	1,957,692	1,864,464	2,865,348	2,689,608
T.A. Parris	1,957,692	1,864,464	3,290,618	3,070,656
K. Evelyn	-	-	-	-
Troy Cadogan	-	-	907,656	825,144
	<u>13,050,852</u>	<u>12,429,360</u>	<u>19,660,330</u>	<u>18,417,108</u>
(d) Investment written off				
Foreign currency loss	-	-	-	63,074,631
Stanford investment	-	-	-	29,830,959
	<u>-</u>	<u>-</u>	<u>-</u>	<u>92,905,590</u>

Hand-in-Hand Trust Corporation Inc. incurred a foreign currency loss of \$63,074,631 in 2019 and loss from Stanford investment were also written off in 2019.



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	2020				2019				
	<u>Gross</u> G\$	<u>Reinsurance</u> G\$	<u>Net</u> G\$	<u>Gross</u> G\$	<u>Reinsurance</u> G\$	<u>Net</u> G\$	<u>Gross</u> G\$	<u>Reinsurance</u> G\$	<u>Net</u> G\$
9 Claims									
Company									
Fire	86,959,145	30,451,349	56,507,796	169,439,255	78,004,352	91,434,903			
Marine	(1,230,042)	-	(1,230,042)	428,289	205,435	222,854			
Accident and liabilities	(7,867,476)	11,955,646	(19,823,122)	20,207,770	(16,415,078)	36,622,848			
Auto	72,376,645	668,000	71,708,645	103,820,858	4,773,762	99,047,096			
	<u>150,238,272</u>	<u>43,074,995</u>	<u>107,163,277</u>	<u>293,896,172</u>	<u>66,568,471</u>	<u>227,327,701</u>			
Group									
Fire	87,303,499	30,664,344	56,639,155	231,138,422	78,004,352	153,134,070			
Marine	(1,230,042)	-	(1,230,042)	428,289	205,435	222,854			
Accident and liabilities	(7,867,476)	11,955,646	(19,823,122)	20,207,770	(16,415,078)	36,622,848			
Auto	105,435,273	758,000	104,677,273	103,820,858	4,773,762	99,047,096			
	<u>183,641,254</u>	<u>43,377,990</u>	<u>140,263,264</u>	<u>355,595,339</u>	<u>66,568,471</u>	<u>289,026,868</u>			



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	Group	
	2020	2019
	G\$	G\$
10 Interest		
Interest expenses	184,504,139	184,235,085
Interest expenses represent interest on customers' deposits at Hand in Hand Trust Corporation Inc.		
	Company & Group	
	2020	2019
	G\$	G\$
11 Triennial cash profit		
Triennial cash profit - 15%	2,234,949	2,361,883
12 Policies entitled to profits 2019/2022		
Policies entitled to profits 2019	-	(21,896,849)
Policies entitled to profits 2020	(2,561,615)	(1,817,504)
Policies entitled to profits 2021	(2,248,250)	(1,237,157)
Policies entitled to profits 2022	(1,427,039)	-
	(6,236,904)	(24,951,510)
13 Transfer - profit and loss (Annual) account on policies entitled to profit		
At 31 December 2017	-	5,079,397
At 31 December 2018	21,020,027	45,923,437
At 31 December 2019	(1,817,504)	(21,896,849)
At 31 December 2020	(2,561,615)	-
	16,640,908	29,105,985



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14 Taxation

Taxation on the company and its subsidiaries have been computed based on the applicable tax laws relating to Insurance Companies and Trust Companies.

	Company		Group	
	2020 G\$	2019 G\$	2020 G\$	2019 G\$
Reconciliation of tax expenses and accounting profit				
Accounting profit	210,753,643	421,834,014	385,561,317	1,060,553,154
Corporation tax @ 40%/27.5%	84,301,457	168,733,606	129,941,937	305,443,682
Add:				
Tax effect of expenses not deductible in determining taxable profit	22,198,028	16,371,847	24,018,984	17,548,627
	106,499,485	185,105,453	153,960,921	322,992,309
Deduct:				
Income exempt from corporation tax	(11,437,512)	(15,118,892)	(41,538,015)	(46,232,256)
	95,061,973	169,986,561	112,422,906	276,760,053
Adjustments and effect of varying tax rates	64,599,049	(161,856,582)	(38,711,468)	(214,454,942)
Corporation tax	30,462,924	8,129,979	39,768,242	62,305,111
Taxes deducted at source from income on deposits	877,990	844,124	3,735,766	3,642,887
Deferred tax	23,366,612	8,576,500	30,207,430	8,503,841
	54,707,526	17,550,603	73,711,438	74,451,839
Taxation - current	31,340,914	8,974,103	43,504,008	65,388,711
- deferred	23,366,612	8,576,500	30,207,430	9,063,128
	54,707,526	17,550,603	73,711,438	74,451,839



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14 Taxation - cont'd

Deferred tax

The following is the analysis of deferred tax assets/(liabilities) presented in the statement of financial position.

Movement in temporary differences

	Company		
	<u>Property, plant and equipment</u> G\$	<u>Unused tax losses carried forward</u> G\$	<u>Total</u> G\$
<u>Deferred assets</u>			
At 1 January 2019	516,131	27,555,463	28,071,594
Movement during the year:-			
Statement of profit or loss and other comprehensive income	<u>(446,521)</u>	<u>(8,129,979)</u>	<u>(8,576,500)</u>
At 31 December 2019	69,610	19,425,484	19,495,094
Movement during the year:-			
Statement of profit or loss and other comprehensive income	<u>(69,610)</u>	<u>(19,425,484)</u>	<u>(19,495,094)</u>
At 31 December 2020	<u>-</u>	<u>-</u>	<u>-</u>

	Company		
	<u>Revaluation of land and building</u> G\$	<u>Property, plant and equipment</u> G\$	<u>Total</u> G\$
<u>Deferred liabilities</u>			
At 1 January 2019	434,264,122	-	434,264,122
Movement during the year:-			
Statement of profit or loss and other comprehensive income	-	-	-
At 31 December 2019	434,264,122	-	434,264,122
Movement during the year:-			
Statement of profit or loss and other comprehensive income	<u>40,182,840</u>	<u>3,871,518</u>	<u>44,054,358</u>
At 31 December 2020	<u>474,446,962</u>	<u>3,871,518</u>	<u>478,318,480</u>



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14 Taxation - cont'd

Deferred tax-cont'd

The following is the analysis of deferred tax assets/(liabilities) presented in the statement of financial position.

Movement in temporary differences

	Group		
	<u>Property, plant and equipment</u> G\$	<u>Unused tax losses carried forward</u> G\$	<u>Total</u> G\$
<u>Deferred assets</u>			
At 1 January 2019	1,691,227	27,555,463	29,246,690
Movement during the year:-			
Statement of profit or loss and other comprehensive income	<u>(228,800)</u>	<u>(8,129,979)</u>	<u>(8,358,779)</u>
At 31 December 2019	1,462,427	19,425,484	20,887,911
Movement during the year:-			
Statement of profit or loss and other comprehensive income	<u>(69,610)</u>	<u>(18,696,222)</u>	<u>(18,765,832)</u>
At 31 December 2020	<u>1,392,817</u>	<u>729,262</u>	<u>2,122,079</u>
	Group		
	<u>Revaluation of land and building</u> G\$	<u>Property, plant and equipment</u> G\$	<u>Total</u> G\$
<u>Deferred liabilities</u>			
At 1 January 2019	495,649,419	6,306,391	501,955,810
Movement during the year:-			
Statement of profit or loss and other comprehensive income	<u>64,740,770</u>	<u>145,062</u>	<u>64,885,832</u>
At 31 December 2019	560,390,189	6,451,453	566,841,642
Movement during the year:-			
Statement of profit or loss and other comprehensive income	<u>40,182,840</u>	<u>11,441,598</u>	<u>51,624,438</u>
At 31 December 2020	<u>600,573,029</u>	<u>17,893,051</u>	<u>618,466,080</u>



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15 (a) Plant, property and equipment

COMPANY

	Freehold land and buildings G\$	Right-of-use assets G\$	Furniture, equipment and machinery G\$	Motor vehicles G\$	Total G\$
Cost/valuation					
At 1 January 2019	1,280,820,160	-	381,469,677	91,956,396	1,754,246,233
Additions	19,649,340	44,974,986	16,174,454	27,741,757	108,540,537
Disposals	(1,326,600)	-	(468,681)	(30,650,986)	(32,446,267)
At 31 December 2019	1,299,142,900	44,974,986	397,175,450	89,047,167	1,830,340,503
Additions	-	128,679,721	26,200,899	22,450,000	177,330,620
Revaluation	100,457,100	-	-	-	100,457,100
Disposals	-	-	(323,858)	-	(323,858)
At 31 December 2020	1,399,600,000	173,654,707	423,052,491	111,497,167	2,107,804,365
Comprising:					
Cost	213,482,595	173,654,707	423,052,491	111,497,167	921,686,960
Valuation	1,186,117,405	-	-	-	1,186,117,405
	1,399,600,000	173,654,707	423,052,491	111,497,167	2,107,804,365
Depreciation					
At 1 January 2019	-	-	258,595,450	54,879,560	313,475,010
Charged for the year	-	8,994,997	22,581,185	9,353,434	40,929,616
Written back on disposals	-	-	(332,663)	(24,752,852)	(25,085,515)
At 31 December 2019	-	8,994,997	280,843,972	39,480,142	329,319,111
Charge for the year	11,910,000	12,211,990	18,712,605	12,660,474	55,495,069
Written back on disposals	-	-	(315,151)	-	(315,151)
At 31 December 2020	11,910,000	21,206,987	299,241,426	52,140,616	384,499,029
Net book values:					
At 31 December 2019	1,299,142,900	35,979,989	116,331,478	49,567,025	1,501,021,392
At 31 December 2020	1,387,690,000	152,447,720	123,811,065	59,356,551	1,723,305,336



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15 (b) Plant, property and equipment

GROUP

	Freehold land and <u>buildings</u> G\$	Right-of-use <u>assets</u> G\$	Furniture, equipment and <u>machinery</u> G\$	Motor <u>vehicles</u> G\$	<u>Total</u> G\$
Cost/valuation					
At 1 January 2019	1,505,861,471	-	511,024,777	122,234,298	2,139,120,546
Additions	19,649,340	171,345,900	16,441,480	27,741,757	235,178,477
Revaluation	128,258,689				128,258,689
Disposals	(1,326,600)	-	(635,626)	(30,650,986)	(32,613,212)
At 31 December 2019	1,652,442,900	171,345,900	526,830,631	119,325,069	2,469,944,500
Additions	-	128,679,721	28,970,692	38,750,000	196,400,413
Revaluation	100,457,100	-	-	-	100,457,100
Disposals	-	-	(1,727,259)	-	(1,727,259)
At 31 December 2020	1,752,900,000	300,025,621	554,074,064	158,075,069	2,765,074,754
Comprising:					
Cost	238,211,171	300,025,621	554,074,064	158,075,069	1,250,385,925
Valuation	1,514,688,829	-	-	-	1,514,688,829
	1,752,900,000	300,025,621	554,074,064	158,075,069	2,765,074,754
Accumulated depreciation					
At 1 January 2019	32,416,492	-	354,910,234	80,481,214	467,807,940
Charged for the year	1,176,745	34,269,180	25,422,604	11,150,675	72,019,204
Written back on revaluation	(33,593,237)				(33,593,237)
Written back on disposals	-	-	(469,421)	(24,752,852)	(25,222,273)
At 31 December 2019	-	34,269,180	379,863,417	66,879,037	481,011,634
Charge for the year	14,841,000	37,486,173	26,865,552	15,064,479	94,257,204
Written back on disposals	-	-	(1,638,785)	-	(1,638,785)
At 31 December 2020	14,841,000	71,755,353	405,090,184	81,943,516	573,630,053
Net book values:					
At 31 December 2019	1,652,442,900	137,076,720	146,967,214	52,446,032	1,988,932,866
At 31 December 2020	1,738,059,000	228,270,268	148,983,880	76,131,553	2,191,444,701



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16 Investments

	Company			
	31.12.2020		31.12.2019	
	Fair value G\$	Cost G\$	Fair value G\$	Cost G\$
"Held For trading"				
Shares and other stocks				
Guyana	1,416,501,411	530,537,122	1,364,241,809	530,537,122
Canada	100,394,390	24,684,283	91,003,949	24,684,283
United States	183,108,017	42,277,902	156,625,590	42,277,902
	<u>1,700,003,818</u>	<u>597,499,307</u>	<u>1,611,871,348</u>	<u>597,499,307</u>
Loans and receivables'				
Mortgages (d)	342,270	342,270	342,270	342,270
MCG investment	12,914,287	12,914,287	13,224,697	13,224,697
Provision for impairment ECL's	(3,947,424)	(3,947,424)	(3,934,944)	(3,934,944)
	<u>9,309,133</u>	<u>9,309,133</u>	<u>9,632,023</u>	<u>9,632,023</u>
Total investments	<u>1,709,312,951</u>	<u>606,808,440</u>	<u>1,621,503,371</u>	<u>607,131,330</u>
Impairment on investments				
Opening balance	3,934,944	3,934,944	4,139,522	4,139,522
ECLs during the year	12,480	12,480	(204,578)	(204,578)
As at year end	<u>3,947,424</u>	<u>3,947,424</u>	<u>3,934,944</u>	<u>3,934,944</u>
	Group			
	31.12.2020		31.12.2019	
	Fair value G\$	Cost G\$	Fair value G\$	Cost G\$
"Held to collect"				
Bonds & Debentures:-				
Guyana - Others (a)	60,394,900	60,394,900	247,541,700	247,541,700
Caribbean - Government (b)	434,935,102	434,935,102	467,718,377	467,718,377
Caribbean - Others (c)	526,420,663	526,420,663	521,934,588	521,934,588
Less ECL's	(23,147,452)	(23,147,452)	(19,377,296)	(19,377,296)
	<u>998,603,213</u>	<u>998,603,213</u>	<u>1,217,817,369</u>	<u>1,217,817,369</u>
"Held For trading"				
Government:-				
Shares, other stocks and bonds				
Guyana	2,359,279,620	877,460,506	1,817,712,653	730,083,400
Canada	123,887,573	48,780,716	117,009,213	50,689,547
United States	246,533,883	77,477,134	213,737,024	99,389,336
Caribbean - Others	667,284,401	466,809,370	1,113,039,614	979,660,274
	<u>3,396,985,477</u>	<u>1,470,527,726</u>	<u>3,261,498,504</u>	<u>1,859,822,557</u>
Loans and receivables'				
Mortgages	6,945,176,422	6,945,176,422	6,554,146,896	6,554,146,896
MCG investment	12,914,287	12,914,287	13,224,697	13,224,697
Provision for impairment ECL's	(90,833,224)	(90,833,224)	(120,209,803)	(120,209,803)
Motgages net of ECL (d)	6,867,257,485	6,867,257,485	6,447,161,790	6,447,161,790
Less: Provision for impaired mortgages	-	-	-	-
	<u>6,867,257,485</u>	<u>6,867,257,485</u>	<u>6,447,161,790</u>	<u>6,447,161,790</u>
Total investments	<u>11,262,846,175</u>	<u>9,336,388,424</u>	<u>10,926,477,663</u>	<u>9,524,801,716</u>
Impairment on investments				
Opening balance	120,209,803	120,209,803	94,083,703	94,083,703
ECLs during the year	(29,376,579)	(29,376,579)	26,126,100	26,126,100
As at year end	<u>90,833,224</u>	<u>90,833,224</u>	<u>120,209,803</u>	<u>120,209,803</u>



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16 Investments - cont'd

Investment securities

	<u>Year of maturity</u>	<u>Rate of interest</u>	<u>Security</u>	<u>31.12.2020</u> G\$	<u>31.12.2019</u> G\$
Held to collect					
<u>(a) Guyana - Others</u>					
Courts (Guyana) Inc	2020/2021	8.00	Secured	-	170,000,000
Berbice Bridge Inc. - Tranche 1	2018	9.00	Secured	-	6,582,500
Berbice Bridge Inc. - Tranche 2	2022	10.00	Secured	60,394,900	70,959,200
				<u>60,394,900</u>	<u>247,541,700</u>
<u>(b) Caribbean- Government</u>					
Gov't of Belize	2031	4.94	Secured	162,513,888	162,513,888
T&T Housing Bond	2025	7.00	Secured	57,300,000	57,300,000
Gov't of St. Kitts New Discount Bonds	2032	3.00	Secured	6,949,052	7,456,418
Gov't of St Kitts New Par Bonds	2057	1.50	Secured	9,148,071	9,148,071
Gov't of T&T Bond	2021	-	Secured	19,020,000	38,040,000
Gov't of T&T Bond	2021	-	Secured	4,680,000	9,360,000
Barbados Port Inc.	2024	8.00	Secured	55,324,091	63,900,000
TSTT Bridge Bond	2029	8.30	Secured	-	120,000,000
TSTT Bridge Bond	2029	5.20	Secured	120,000,000	-
				<u>434,935,102</u>	<u>467,718,377</u>



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16 Investments - cont'd

Investment securities - cont'd

	<u>Year of maturity</u>	<u>Rate of interest</u>	<u>Security</u>	<u>31.12.2020</u> G\$	<u>31.12.2019</u> G\$
(c) Caribbean- Others					
JMMB Repurchase Agreement	2020	2.30	Secured	-	221,934,588
JMMB Repurchase Agreement	2021	2.55	Secured	64,586,842	-
JMMB Repurchase Agreement	2021	2.30	Secured	161,833,821	-
Hand in Hand Life Assurance Co. Ltd.	2022	2.75	Secured	300,000,000	300,000,000
				<u>526,420,663</u>	<u>521,934,588</u>

(d) Mortgages

	<u>Company</u>		<u>Group</u>	
	<u>31.12.2020</u> G\$	<u>31.12.2019</u> G\$	<u>31.12.2020</u> G\$	<u>31.12.2019</u> G\$
(a) Accrual loan and advances	13,256,557	13,566,967	4,073,363,860	3,964,485,132
Non accruals loan and advances	-	-	2,884,726,849	2,602,886,461
	<u>13,256,557</u>	<u>13,566,967</u>	<u>6,958,090,709</u>	<u>6,567,371,593</u>
Expected credit loss (i)	<u>3,947,424</u>	<u>3,934,944</u>	<u>90,833,224</u>	<u>120,209,803</u>
	<u>9,309,133</u>	<u>9,632,023</u>	<u>6,867,257,485</u>	<u>6,447,161,790</u>
(i) Expected credit loss				
At beginning	3,934,944	4,139,522	120,209,803	94,083,703
ECL's during the year	<u>12,480</u>	<u>(204,578)</u>	<u>(29,376,579)</u>	<u>26,126,100</u>
As at year end	<u>3,947,424</u>	<u>3,934,944</u>	<u>90,833,224</u>	<u>120,209,803</u>



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17 Fair value determination

The following table details the carrying costs of assets and liabilities. Fair values are stated for disclosure purposes.

Company	IFRS 13 Level	31.12.2020		IFRS 13 Level	31.12.2019	
		Carrying Value	Fair Value		Carrying Value	Fair Value
		GS	GS		GS	GS
Assets						
Investments						
"Loans and receivables"	2	9,309,133	9,309,133	2	9,632,023	9,632,023
Investment in subsidiaries	2	948,878,333	948,878,333	2	948,873,333	948,873,333
Accrued interest	2	16,754,016	16,754,016	2	8,933,478	8,933,478
Receivable and prepayments	2	851,702,721	851,702,721	2	789,608,305	789,608,305
Taxes recoverable	2	132,596,437	132,596,437	2	130,274,502	130,274,502
Cash on deposits	1	356,682,448	356,682,448	1	320,716,924	320,716,924
Cash at banks and on hand	1	115,478,282	115,478,282	1	179,372,171	179,372,171
		<u>2,431,401,370</u>	<u>2,431,401,370</u>		<u>2,387,410,736</u>	<u>2,387,410,736</u>
Liabilities						
Provision for unexpired risks	3	633,101,741	633,101,741	3	649,741,674	649,741,674
Medium term borrowings	2	483,715,783	483,715,783	2	325,800,707	325,800,707
Lease Liability	2	137,191,698	137,191,698	2	38,878,485	38,878,485
Short term borrowings	2	102,084,925	102,084,925	2	96,154,345	96,154,345
Claims admitted and intimated but not paid	2	245,850,296	245,850,296	2	544,117,486	544,117,486
Payables and accrued expenses	2	247,352,007	247,352,007	2	163,264,076	163,264,076
Taxes payable	2	121,025,341	121,025,341	2	97,004,371	97,004,371
Bank overdraft	1	164,016,201	164,016,201	1	143,876,539	143,876,539
		<u>2,134,337,992</u>	<u>2,134,337,992</u>		<u>2,058,837,683</u>	<u>2,058,837,683</u>
Group						
Assets						
Goodwill	3	157,582,464	157,582,464	3	157,582,464	157,582,464
Investments						
"Held to collect"	2	998,603,213	998,603,213	2	1,217,817,369	1,217,817,369
"Loans and receivables"	3	6,867,257,485	6,867,257,485	3	6,447,161,790	6,447,161,790
Statutory deposits	2	911,019,143	911,019,143	2	1,028,305,154	1,028,305,154
Accrued interest	2	34,216,112	34,216,112	2	32,722,906	32,722,906
Receivable and prepayments	2	922,921,024	922,921,024	2	849,974,692	849,974,692
Taxes recoverable	2	151,739,273	151,739,273	2	144,524,411	144,524,411
Cash on deposits	1	558,212,166	558,212,166	1	782,650,643	782,650,643
Cash at banks and on hand	1	540,420,082	540,420,082	1	301,123,532	301,123,532
		<u>11,141,970,962</u>	<u>11,141,970,962</u>		<u>10,961,862,961</u>	<u>10,961,862,961</u>
Liabilities						
Provision for unexpired risks	2	702,163,559	702,163,559	2	725,379,061	725,379,061
Medium term borrowings	2	483,715,783	483,715,783	2	325,800,707	325,800,707
Customers' deposits	2	8,405,058,099	8,405,058,099	2	8,450,727,826	8,450,727,826
Policyholders' liabilities	2	940,326	940,326	2	940,326	940,326
Lease Liability	2	217,382,056	217,382,056	2	142,831,654	142,831,654
Short term borrowings	2	102,084,925	102,084,925	2	96,154,345	96,154,345
Claims admitted and intimated but not paid	2	270,761,055	270,761,055	2	569,508,298	569,508,298
Payables and accrued expenses	2	431,191,958	431,191,958	2	334,041,920	334,041,920
Taxes payable	2	148,657,274	148,657,274	2	168,404,952	168,404,952
Bank overdraft	1	164,016,201	164,016,201	1	143,876,539	143,876,539
		<u>10,925,971,236</u>	<u>10,925,971,236</u>		<u>10,957,665,628</u>	<u>10,957,665,628</u>



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17 Fair value determination - cont'd

Valuation techniques and assumptions applied for the purpose of measuring fair value

The fair values of assets and liabilities are determined as follows:

(i) **"Loans and receivables"**

Loans and receivables and other receivables are net of specific provision for impairment. The fair value is based on expected realisation of outstanding balances taking into account the Company's and Group's history with respect to delinquencies. Mortgages are secured against the borrowers' properties.

(ii) **"Financial instruments where the carrying amounts are equal to fair value "**

The fair values of the Company's and Group's investments were arrived at using market rates provided by Guyana Association of Securities Companies and Intermediaries Inc. and Directors' assessment.

Financial instruments where the carrying amounts are equal to fair value:- Due to their short term maturity, the carrying value of certain financial instruments approximates their fair values. These include cash and cash equivalents, statutory deposits, receivables and prepayments, accrued interest, taxes recoverable/payable, medium term borrowings, claims admitted and intimated but not paid, payables and accruals, bank overdraft and customer deposits.

(iii) Fair value of properties on hand, goodwill, investment in subsidiaries and reserve were determined using Directors estimate.

(iv) Fair value of policyholders' liabilities was determined by the actuaries.

Fair value measurements recognised in the statement of financial position

The following table provides an analysis of financial instruments that are measured subsequent to initial recognition at fair value, grouped into Levels 1 to 3 based on the degree to which the fair value is observable.

Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3 fair value measurements are those derived from valuation techniques that include inputs for the assets or liabilities that are not based on observable market data (unobservable inputs).



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17 Fair value determination - cont'd

Assets carried at fair value

Company

	31.12.2020 (IFRS 13)			<u>Total</u> G\$
	Level 1	Level 2	Level 3	
	G\$	G\$	G\$	
Held for trading financial assets	<u>283,502,407</u>	<u>1,406,226,411</u>	<u>10,275,000</u>	<u>1,700,003,818</u>

	31.12.2019 (IFRS 13)			<u>Total</u> G\$
	Level 1	Level 2	Level 3	
	G\$	G\$	G\$	
Held for trading financial assets	<u>247,629,538</u>	<u>1,353,966,810</u>	<u>10,275,000</u>	<u>1,611,871,348</u>

Group	31.12.2020 (IFRS 13)			<u>Total</u> G\$
	Level 1	Level 2	Level 3	
	G\$	G\$	G\$	
Held for trading financial assets	<u>1,037,605,857</u>	<u>2,349,004,620</u>	<u>10,375,000</u>	<u>3,396,985,477</u>

	31.12.2019 (IFRS 13)			<u>Total</u> G\$
	Level 1	Level 2	Level 3	
	G\$	G\$	G\$	
Held for trading financial assets	<u>1,443,785,850</u>	<u>1,806,590,325</u>	<u>11,122,329</u>	<u>3,261,498,504</u>

Where the fair value of an held for trading financial assets investment security is based on a quoted market price in an active market, the instrument is classified in Level 1. A market is regarded as active if quoted market prices are readily and regularly available from an exchange, dealer, broker, industry, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

Where the fair value of an held for trading financial assets investment security is determined by quoted price for an identical instrument in a market that is considered less active or by a quoted price in an active market for a similar instrument, that instrument is included in Level 2.

If the fair value is based on one or more significant inputs that are not derived from observable market data, the instrument is included in Level 3.

	Company		Group	
	31.12.2020 G\$	31.12.2019 G\$	31.12.2020 G\$	31.12.2019 G\$
Plant, Property and Equipment	<u>1,723,305,336</u>	<u>1,501,021,392</u>	<u>2,191,444,701</u>	<u>1,988,932,866</u>
Properties on hand	<u>1,900,000</u>	<u>1,900,000</u>	<u>46,460,895</u>	<u>51,550,041</u>

During the year ended 30 June 1980, The Hand in Hand Mutual Fire Insurance Company Limited's land and buildings were revalued by an independent professional valuer. The surplus on revaluation amounting to G\$808,179 was credited to capital reserve. Another revaluation was done on 12 May 1994 by the Directors and an additional revaluation surplus of G\$77,875,716 was credited to capital reserve. A further revaluation was again done on 4 May 2002 by an independent professional valuer, Mr. Hugo Curtis, FRICS - Chartered Valuation Surveyor. A surplus on revaluation amounting to G\$1,006,976,410 was credited to capital reserve. A revaluation was again done on 31 December 2020 by Mr. Travis Davis, Valuer. The surplus arising on revaluation was credited to revaluation reserve.

The GCIS Incorporated's land and buildings were revalued on 7 March 1994 by Mr. Moneer Khan, Valuer, but the revalued figures were not brought in the accounts until 31 December 1994, when a 5% upward adjustment was made to those figures by the Valuation Division of the Ministry of Finance. The surplus arising on revaluation was credited to Revaluation Reserve. A further revaluation was again done on 12 November, 2008 by Mr. Pavel Benn, Valuer. A revaluation was again done on 31 December 2019 by Mr. Travis Davis, Valuer. The surplus arising on revaluation was credited to revaluation reserve.

The valuation of property has been derived to the current market value in the case of land, and the replacement cost in the case of building. The most significant input for these valuation approaches is the value of replacement cost per square foot which is considered to be observable. The valuation of property is classified as a level 2.

Properties on hand relates to foreclosed mortgages. The valuation of these properties was done by an independent professional valuer Mr. Hugo Curtis, FRICS - Chartered Valuation Surveyor.



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18 Investment in subsidiaries

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
GCIS Inc.	215,000,000	215,000,000	-	-
HIH Trust Corporation Inc.	733,838,333	733,838,333	-	-
HIH Investment Inc.	40,000	35,000	-	-
	<u>948,878,333</u>	<u>948,873,333</u>	<u>-</u>	<u>-</u>

19 Properties on hand

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
Cost	G\$	G\$	G\$	G\$
Opening and closing balance	1,900,000	1,900,000	46,460,895	76,582,986
Provision for diminution in value	-	-	-	25,032,945
Fair value	<u>1,900,000</u>	<u>1,900,000</u>	<u>46,460,895</u>	<u>51,550,041</u>

20 Statutory deposits

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
Deposit at Bank of Guyana	-	-	911,019,143	1,028,305,154

This amount represents a statutory deposit by the Trust and is not available for use.



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21 Receivables and prepayments

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
Reinsurance recoveries (a)	200,533,785	183,886,311	200,533,785	183,886,311
Prepayments	8,264,935	5,691,882	15,212,154	10,247,228
Other receivables (b)	656,517,982	612,302,812	722,318,144	668,767,951
	<u>865,316,702</u>	<u>801,881,005</u>	<u>938,064,083</u>	<u>862,901,490</u>
Less: Provision for impairment/ ECL's (Individually assessed)	<u>13,613,981</u>	<u>12,272,700</u>	<u>15,143,059</u>	<u>12,926,798</u>
	<u>851,702,721</u>	<u>789,608,305</u>	<u>922,921,024</u>	<u>849,974,692</u>
Impairment on Investments (IFRS 9)				
Opening balance	12,272,700	9,478,097	12,926,798	9,630,579
ECLs during the year	<u>1,341,281</u>	<u>2,794,603</u>	<u>2,216,261</u>	<u>3,296,219</u>
As at year end	<u>13,613,981</u>	<u>12,272,700</u>	<u>15,143,059</u>	<u>12,926,798</u>

(a) This represents recoveries from reinsurers, based on the various treaties, on claims provided for but not paid to date.

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
Reinsurance recoveries				
Fire	184,535,365	159,000,000	184,535,365	159,000,000
Accident and liabilities	12,998,420	21,886,311	12,998,420	21,886,311
Auto	<u>3,000,000</u>	<u>3,000,000</u>	<u>3,000,000</u>	<u>3,000,000</u>
	<u>200,533,785</u>	<u>183,886,311</u>	<u>200,533,785</u>	<u>183,886,311</u>

(b) Included in this amount is a deposit for the acquisition of 10,000 shares in the Hand In Hand Investment USA Inc. of (\$2.2 million).

Hand-in-Hand Investment USA Inc. was incorporated in the state of Florida, USA on 1 January, 2018 and is a subsidiary of The Hand-in-Hand Mutual Fire Insurance Company Ltd. The primary purpose of this company is to manage investments held on behalf of the Hand-in-Hand Group. Certain key management and directors of The Hand-in-Hand Mutual Fire Insurance Company Limited are directors of the Hand-in-Hand Investments USA Inc. As at 31 December, 2020, an amount of G\$523 million is held in trust on behalf of the Hand in Hand Mutual Life Assurance Company Limited. At the year end, no shares were issued by the Hand-in-Hand Investment USA Inc. and the net assets of the Company was G\$28,818,061. This Company was not included in the consolidated financial statements as it was considered immaterial to the group.



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27 General reserve

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
At beginning	2,340,548,886	1,878,372,727	2,964,076,258	2,098,084,074
Total comprehensive income for the year	180,148,329	462,176,159	295,936,920	882,629,293
Transfer to risk reserve	-	-	-	31,228,819
Adjustment -to NCI due to sale of shares in HIHI	-	-	1,087	-
Transfer to statutory reserve	-	-	(12,496,556)	(47,865,928)
At end	<u>2,520,697,215</u>	<u>2,340,548,886</u>	<u>3,244,062,309</u>	<u>2,964,076,258</u>

28 Capital redemption reserve

	Company and Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$
Ordinary scrip redeemed	600,000	600,000
Preference scrip redeemed	908,452	908,452
	<u>1,508,452</u>	<u>1,508,452</u>

29 Risk reserve

	Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$
At beginning	97,833,778	122,298,032
Total Comprehensive income for the year	-	6,764,565
Transfer to/ from general reserve	80,702,301	(31,228,819)
At end	<u>178,536,079</u>	<u>97,833,778</u>

30 Provision for unexpired risks

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
Balance at beginning	649,741,674	670,443,553	725,379,061	745,751,717
Movement recorded in income statement	(16,639,933)	(20,701,879)	(23,215,502)	(20,372,656)
Balance at end	<u>633,101,741</u>	<u>649,741,674</u>	<u>702,163,559</u>	<u>725,379,061</u>



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31 Triennial profit

Company and Group	
<u>31.12.2020</u>	<u>31.12.2019</u>
G\$	G\$
Triennial cash profit	Triennial cash profit
<u>1,770,613</u>	<u>2,234,949</u>

This represents triennial cash profit on fire policies entitled to profit for the financial year.

32 Non - controlling interest

Group	
<u>31.12.2020</u>	<u>31.12.2019</u>
G\$	G\$
At beginning	461,316,570
Total comprehensive income for the year	136,600,205
Revaluation of land and building	32,350,544
Transfer from risk reserve	-
Adjustment -to NCI due to sale of shares in HIH Investment Inc.	-
Transfer to statutory reserve	(13,235,318)
<u>At end</u>	<u>617,032,001</u>

33 Loan from Hand in Hand Mutual Life Assurance Company Limited

Company & Group	
<u>31.12.2020</u>	<u>31.12.2019</u>
G\$	G\$
At beginning	512,324,338
Additions	340,200,000
Repayment	(430,569,286)
<u>At end</u>	<u>421,955,052</u>
Short term	96,154,345
Medium term	325,800,707
<u>At end</u>	<u>421,955,052</u>

Loan from related parties at a rate of interest of 6% per annum.

This is secured by unallocated portion of property situated at 1 - 4 Avenue of the Republic, Lacytown, Georgetown.

34 Reserve fund

Group	
<u>31.12.2020</u>	<u>31.12.2019</u>
G\$	G\$
At beginning	202,294,302
Transfer from retained earnings	61,101,246
<u>At end</u>	<u>263,395,548</u>

This reserve is maintained in accordance with the provisions of section 20 (1) of the Financial Institutions Act 1995 which requires that minimum 15% of net profit as defined in the Act, be transferred to the Reserve Fund until the amount of the Fund is equal to the paid up capital of the Trust.



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35 Customers' deposits

	Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$
Fixed	6,706,977,142	6,862,180,927
Savings	<u>1,698,080,957</u>	<u>1,588,546,899</u>
	<u>8,405,058,099</u>	<u>8,450,727,826</u>
Customers' deposits - by maturity		
Fixed - within one year	6,693,561,487	6,263,941,576
Savings - on demand	<u>1,698,080,957</u>	<u>1,588,546,899</u>
	8,391,642,444	7,852,488,475
Fixed - over one year	<u>13,415,655</u>	<u>598,239,351</u>
	<u>8,405,058,099</u>	<u>8,450,727,826</u>

This amount represents interest earning deposits held for customers at HIH Trust Corporation Inc.

The average interest rates are as follows:

Fixed	-	1.35% - 5.0%
Savings	-	2.0%

36 Policyholders' liabilities

	Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$
At 1 January	940,326	290,376
Actuarial decrease	-	649,950
At 31 December	<u>940,326</u>	<u>940,326</u>

Policyholders' liabilities represents unclaimed payments to Life Policyholders and is held in a Trust Deed with Republic Bank Guyana Limited. The Life Portfolio is fully wound up as at December 31, 2019.



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37 Claims admitted or intimated but not paid

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
Fire	54,471,410	317,376,310	55,937,195	325,562,122
Marine	-	3,369,368	-	3,369,368
Accident and liabilities	87,752,566	114,855,834	87,752,566	114,855,834
Auto	103,626,320	108,515,974	127,071,294	125,720,974
	<u>245,850,296</u>	<u>544,117,486</u>	<u>270,761,055</u>	<u>569,508,298</u>

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
38 Payables and accrued expenses				
Other payables	198,852,167	150,539,852	372,009,972	309,293,200
Accruals	48,499,840	12,724,224	59,181,986	24,748,720
	<u>247,352,007</u>	<u>163,264,076</u>	<u>431,191,958</u>	<u>334,041,920</u>

39 Bank overdraft

	Company & Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$
Republic Bank (Guyana) Limited	143,273,957	137,226,915
Bank of Nova Scotia (unsecured)	15,165,700	6,649,624
Citizens Bank Guyana Inc. (unsecured)	5,576,544	-
	<u>164,016,201</u>	<u>143,876,539</u>
Interest rate	<u>11.0%</u>	<u>11.0%</u>

40 Lease liability

	Company		Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$	G\$	G\$
Opening balance	38,878,485	-	142,831,654	-
Initial recognition of right-of-use assets	128,679,721	44,974,986	128,679,721	171,345,900
Principal payment	(30,366,508)	(6,096,501)	(54,129,319)	(28,514,246)
As at year end	<u>137,191,698</u>	<u>38,878,485</u>	<u>217,382,056</u>	<u>142,831,654</u>
Current	9,655,261	8,887,291	34,843,839	32,650,101
Non-current	127,536,437	29,991,194	182,538,217	110,181,553
	<u>137,191,698</u>	<u>38,878,485</u>	<u>217,382,056</u>	<u>142,831,654</u>



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40 Lease liability - cont'd

D' Edwards

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$840,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Parika

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$1,500,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Essequibo

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$960,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Rosehall

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$660,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Bartica

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$180,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Bush Lot

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$320,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Mon Repos

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$2,400,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Soesdyke

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$525,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Diamond

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$1,260,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Enmore

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$150,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.

Camp and Robb Street

This lease is for forty (40) years and was entered into on 1 July, 2020 and has an annual rental of \$600,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 3 June, 2020.

Hand In Hand Trust Corp. Inc.

This lease is for five (5) years and was entered into on 1 January, 2019 and has an annual rental of \$30,000,000 payable in advance. This rental is due for revision every year. All terms and conditions are included in the lease agreement dated 1 January, 2019.



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41 Goodwill

In accordance with IFRS 3 - Business combinations, goodwill for impairment at 31 December, 2020 was calculated using the value in use method.

	Group	
	<u>31.12.2020</u>	<u>31.12.2019</u>
	G\$	G\$
Balance at beginning and at end	<u>157,582,464</u>	<u>157,582,464</u>
Goodwill at cost	161,623,040	161,623,040
Accumulated impairment/ amortisation	<u>4,040,576</u>	<u>4,040,576</u>
	<u>157,582,464</u>	<u>157,582,464</u>

Impairment testing of goodwill

Goodwill arising through business combination was generated by the acquisition of GNCB Trust Corporation Inc. now renamed Hand in Hand Trust Corporation Inc. on 20 November, 2002.

The following table highlights the goodwill and impairment information in the cash generating unit.

	<u>Hand in Hand Trust Corporation Inc.</u>
Carrying amount of goodwill (G\$)	157,582,464
Basis of recoverable amount	Value in use
Discount rate	7%
Cash flow projection term	10 years
Growth rate (extrapolation period)	5%

The values assigned to key assumptions reflect past experience. The cash flow projections are based on budgets approved by senior management and the Board of Directors of the relevant company.



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42 Related party transactions

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operating decisions.

Listed below are transactions and balances with related parties.

(i) **Subsidiary companies**

	Company		Group	
	31.12.2020 G\$	31.12.2019 G\$	31.12.2020 G\$	31.12.2019 G\$
Management fees charged to:				
Hand In Hand Trust Corporation Inc.	6,000,000	6,000,000	-	-
GCIS Inc.	12,000,000	12,000,000	-	-
	<u>18,000,000</u>	<u>18,000,000</u>	<u>-</u>	<u>-</u>
Premiums paid by:				
Hand In Hand Trust Corporation Inc.	6,376,118	4,024,262	-	-
GCIS Inc.	21,876,776	20,553,215	-	-
	<u>28,252,894</u>	<u>24,577,477</u>	<u>-</u>	<u>-</u>
Commission paid to:				
GCIS Inc.	5,469,194	6,946,746	-	-

(ii) **Other disclosure**

The Hand in Hand Mutual Fire Insurance Company Limited and Hand in Hand Mutual Life Assurance Company Limited have a common Board of Directors. During the year, staff and facilities of the The Hand in Hand Mutual Fire Insurance Company Limited were utilised by the Hand in Hand Mutual Life Assurance Company Limited.

	Company		Group	
	31.12.2020 G\$	31.12.2019 G\$	31.12.2020 G\$	31.12.2019 G\$
Fees charged	<u>86,409,736</u>	<u>100,663,407</u>	<u>86,409,736</u>	<u>100,663,407</u>
Interest on loan from the Hand in Hand Mutual Life Assurance Company Limited.	<u>36,301,630</u>	<u>33,386,690</u>	<u>36,301,630</u>	<u>33,386,690</u>
Loans granted by the Hand in Hand Mutual Life Assurance Company Limited.	<u>585,800,708</u>	<u>421,955,052</u>	<u>585,800,708</u>	<u>421,955,052</u>

Key management personnel

(i) Compensation

The Company and Group's key management personnel comprises its Directors and Executive managers. The remuneration paid during the year were:

(a) Short term employee benefit - Managers - 37 (2019- 37)	<u>72,709,599</u>	<u>81,582,652</u>	<u>164,309,776</u>	<u>222,672,047</u>
(b) Long term employee benefit Managers - Benefits from the contribution of pension scheme are similar to the benefits of all employees.				
Directors' gratuity & medical benefit	<u>50,000,000</u>	<u>32,883,034</u>	<u>50,000,000</u>	<u>32,883,034</u>
Directors' emoluments - 9 (2019 - 9)	<u>13,050,852</u>	<u>12,429,360</u>	<u>19,660,330</u>	<u>18,417,108</u>
(ii) Loans and advances				
Staff - (77) (2019-(107)	<u>446,326,973</u>	<u>405,157,040</u>	<u>588,457,414</u>	<u>490,992,193</u>
Director - (0) (2019-(1))	<u>-</u>	<u>3,436,298</u>	<u>-</u>	<u>3,436,298</u>
Rate of interest	<u>6 - 8%</u>	<u>6 - 8%</u>	<u>5 - 10%</u>	<u>5 - 10%</u>

(iii) The following are transactions of common interest with the Hand in Hand Trust Corporation.

USA Global Export Company Limited	<u>80,470,098</u>	<u>81,311,227</u>
Rate of interest	<u>10% p.a</u>	<u>10% p.a</u>
Stark Inc	<u>37,995,445</u>	<u>42,088,749</u>
Rate of interest	<u>8% p.a</u>	<u>8% p.a</u>
Keith Evelyn Investments	<u>59,681,459</u>	<u>58,912,385</u>
Rate of interest	<u>7.5% p.a</u>	<u>8% p.a</u>



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43 (a) Business Information

Company

	31.12.2020				
	<u>Fire</u>	<u>Marine</u>	<u>Accident and Liabilities</u>	<u>Motor</u>	<u>Total</u>
	G\$	G\$	G\$	G\$	G\$
Revenue					
Premium	641,725,307	5,736,586	164,974,792	444,370,947	1,256,807,632
Less: Reinsurance premiums	180,874,198	5,310,817	19,737,404	34,613,229	240,535,648
Increase in unexpired risks	7,229,714	(2,036,274)	(48,802)	(21,784,571)	(16,639,933)
Premium (net)	453,621,395	2,462,043	145,286,190	431,542,289	1,032,911,917
Investment income					
"Held for trading"	27,869,102	249,131	7,164,591	-	35,282,824
"Loans and receivables"	20,618,815	184,318	5,300,687	-	26,103,820
Other income	62,796,292	561,356	16,143,675	21,979,365	101,480,688
Management fees	14,217,792	127,097	3,655,111	-	18,000,000
Unclaimed TCP and others	1,440,210	12,875	370,250	654,190	2,477,525
	<u>580,563,606</u>	<u>3,596,820</u>	<u>177,920,504</u>	<u>454,175,844</u>	<u>1,216,256,774</u>
Deduct: Expenditure					
Commissions and allowances	108,246,533	967,650	27,828,027	22,450,447	159,492,657
Management expenses	371,005,204	3,316,533	95,378,047	250,464,035	720,163,819
Claims (net)	56,507,796	(1,230,042)	(19,823,122)	71,708,645	107,163,277
Triennial cash profit	2,234,949	-	-	-	2,234,949
Property tax	16,448,429	-	-	-	16,448,429
Taxation	54,654,946	-	-	52,580	54,707,526
	<u>609,097,857</u>	<u>3,054,141</u>	<u>103,382,952</u>	<u>344,675,707</u>	<u>1,060,210,657</u>
Surplus of revenue over expenditure	<u>(28,534,251)</u>	<u>542,679</u>	<u>74,537,552</u>	<u>109,500,137</u>	<u>156,046,117</u>
	<u>Fire</u>	<u>Marine</u>	<u>Accident & liabilities</u>	<u>Motor</u>	<u>Total</u>
	G\$	G\$	G\$	G\$	G\$
ASSETS	<u>3,585,582,678</u>	<u>135,951,181</u>	<u>1,467,442,520</u>	<u>672,511,923</u>	<u>5,861,488,302</u>
LIABILITIES	<u>1,507,309,872</u>	<u>55,085,916</u>	<u>682,344,052</u>	<u>367,916,632</u>	<u>2,612,656,472</u>



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43 (b) Business Information

Company

	31.12.2019				
	<u>Fire</u>	<u>Marine</u>	<u>Accident and Liabilities</u>	<u>Motor</u>	<u>Total</u>
	G\$	G\$	G\$	G\$	G\$
Revenue					
Premium	623,101,292	9,809,135	159,736,136	486,274,554	1,278,921,117
Less: Reinsurance premiums	175,614,377	4,397,518	58,135,852	33,895,005	272,042,752
Increase in unexpired risks	<u>(3,126,990)</u>	<u>(2,829,448)</u>	<u>(1,999,701)</u>	<u>(12,745,740)</u>	<u>(20,701,879)</u>
Premium (net)	450,613,905	8,241,065	103,599,985	465,125,289	1,027,580,244
Investment income					
"Held for trading"	27,917,847	1,013,056	9,011,265	-	37,942,168
"Loans and receivables"	17,291,769	627,467	5,581,401	-	23,500,637
Other income	182,071,481	6,606,834	58,768,656	109,013,386	356,460,357
Management fees	13,244,400	480,600	4,275,000	-	18,000,000
Unclaimed TCP and others	<u>2,036,102</u>	<u>73,884</u>	<u>657,209</u>	<u>720,862</u>	<u>3,488,057</u>
	<u>693,175,504</u>	<u>17,042,906</u>	<u>181,893,516</u>	<u>574,859,537</u>	<u>1,466,971,463</u>
Deduct:					
Expenditure					
Commissions and allowances	87,004,796	3,157,146	28,083,228	24,683,690	142,928,860
Management expenses	293,459,956	10,648,792	94,722,397	259,387,485	658,218,630
Claims (net)	91,434,903	222,854	36,622,848	99,047,096	227,327,701
Triennial cash profit	2,361,883	-	-	-	2,361,883
Property tax	14,300,376	-	-	-	14,300,376
Taxation	<u>17,497,581</u>	<u>-</u>	<u>-</u>	<u>53,022</u>	<u>17,550,603</u>
	<u>506,059,495</u>	<u>14,028,792</u>	<u>159,428,473</u>	<u>383,171,293</u>	<u>1,062,688,053</u>
Surplus of revenue over expenditure	<u>187,116,009</u>	<u>3,014,114</u>	<u>22,465,043</u>	<u>191,688,244</u>	<u>404,283,410</u>
	<u>Fire</u>	<u>Marine</u>	<u>Accident & Liabilities</u>	<u>Motor</u>	<u>Total</u>
	G\$	G\$	G\$	G\$	G\$
ASSETS	<u>3,570,924,915</u>	<u>129,578,276</u>	<u>1,152,615,747</u>	<u>672,494,320</u>	<u>5,525,613,258</u>
LIABILITIES	<u>1,243,357,135</u>	<u>41,875,033</u>	<u>811,756,313</u>	<u>396,113,324</u>	<u>2,493,101,805</u>



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43 (c) Segmented information

Group	31.12.2020									
	Fire G\$	Marine G\$	Accident and Liabilities G\$	Motor G\$	Life G\$	Trust G\$	Hand in Hand Investments Inc. G\$	Taxation G\$	Total G\$	
Revenue										
Premium	608,003,219	5,736,586	164,974,792	648,652,759	-	-	-	-	1,427,367,356	
Less: Reinsurance premiums	193,627,328	5,310,817	19,737,404	34,613,229	-	-	-	-	253,288,778	
Increase in unexpired risks	6,568,845	(2,036,274)	(48,802)	(27,699,271)	-	-	-	-	(23,215,502)	
Net premiums	407,807,046	2,462,043	145,286,190	641,738,801	-	-	-	-	1,197,294,080	
Investment income										
"Held to collect"	-	-	-	-	-	62,489,208	-	-	62,489,208	
"Held for trading"	29,553,655	249,131	7,164,591	4,340,199	-	26,581,329	-	-	67,888,905	
"Loans and receivables"	20,618,815	184,318	5,300,687	-	-	658,903,927	-	-	685,007,747	
Other income	75,296,759	561,356	16,143,675	54,186,435	-	91,125,025	-	-	237,313,250	
Unclaimed TCP and others	1,440,210	12,875	370,250	654,190	-	-	-	-	2,477,525	
Deduct: expenditure	534,716,485	3,469,723	174,265,393	700,919,625	-	839,099,489	-	-	2,252,470,715	
Commissions and allowance	110,031,863	967,650	27,828,027	25,366,482	-	-	-	-	164,194,022	
Management expenses	371,769,053	3,316,533	95,378,047	336,444,033	-	534,918,814	-	-	1,341,826,480	
Interest	-	-	-	-	-	184,504,139	-	-	184,504,139	
Claims (net)	56,639,155	(1,230,042)	(19,823,122)	104,677,273	-	-	-	-	140,263,264	
Triennial cash profit	2,234,949	-	-	-	-	-	-	-	2,234,949	
Property tax	-	-	-	-	-	-	33,886,544	-	33,886,544	
Taxation	-	-	-	-	-	-	73,711,438	-	73,711,438	
Surplus/(deficit) of revenue over expenditure before actuarial adjustment and non-controlling interest	540,675,020	3,054,141	103,382,932	466,487,788	-	719,422,953	-	107,597,982	1,940,620,836	
Less: Non controlling interest	(5,958,535)	415,582	70,882,441	234,431,837	-	119,676,536	-	(107,597,982)	311,849,879	
Surplus/(deficit) of revenue over expenditure after non-controlling interest	545,809,499	415,582	70,882,441	222,910,715	-	96,640,536	-	(107,597,982)	271,834,708	
ASSETS	3,313,314,150	114,135,740	1,273,391,315	1,525,335,691	-	10,538,998,102	152,610	-	16,785,327,608	
LIABILITIES	1,580,986,731	55,327,422	684,616,321	584,651,514	-	8,638,815,328	40,000	-	11,544,437,316	



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43 (d) Segmented information

Group	31.12.2019									
	Fire G\$	Marine G\$	Accident and Liabilities G\$	Motor G\$	Life G\$	Inst G\$	Hand in Hand Investments Inc. G\$	Taxation G\$	Total G\$	Restated
Revenue										
Premium	656,627,331	9,809,135	159,736,136	643,813,584	-	-	-	-	1,470,186,186	
Less: Reinsurance premiums	179,620,326	4,397,518	58,135,852	44,788,489	-	-	-	-	286,942,185	
Increase in unexpired risks	(2,514,553)	(2,829,448)	(1,999,701)	(13,028,954)	-	-	-	-	(20,372,656)	
Net premiums	479,721,558	8,241,065	103,599,985	612,054,049	-	-	-	-	1,203,616,657	
Investment income										
"Held to collect"	-	-	-	-	-	65,436,892	-	-	65,436,892	
"Held for trading"	29,151,810	1,013,056	9,011,265	3,288,711	2,106,290	29,919,658	-	-	74,490,790	
"Loans and receivables"	17,291,769	627,467	5,581,401	-	-	669,588,811	-	-	693,089,448	
Other income	291,669,027	6,606,834	58,768,656	115,135,402	3,662	429,929,311	-	-	902,112,892	
Unclaimed TCP and others	2,036,102	73,884	657,209	720,862	-	-	-	-	3,488,057	
Deduct: expenditure										
Commissions and allowance	819,870,266	16,562,306	177,618,516	731,199,024	2,109,952	1,194,874,672	-	-	2,942,234,736	
Management expenses	87,429,353	3,157,146	28,083,228	27,950,778	-	-	-	-	146,620,505	
Interest	255,087,413	10,648,792	94,722,397	347,170,192	-	539,472,284	-	-	1,247,071,078	
Claims (net)	-	-	-	-	-	184,235,085	-	-	184,235,085	
Triennial cash profit	118,557,913	222,854	36,622,848	133,623,253	-	-	-	-	289,026,868	
Property tax	2,361,883	-	-	-	-	-	-	-	2,361,883	
Taxation	-	-	-	-	-	-	30,366,163	74,451,839	30,366,163	
	-	-	-	-	-	-	-	-	74,451,839	
Surplus/(deficit) of revenue over expenditure before actuarial adjustment and non-controlling interest	463,406,562	14,028,792	159,428,473	508,744,223	-	723,707,369	-	104,818,002	1,974,133,421	
Less: Non controlling interest	356,463,704	2,533,514	18,190,043	222,454,801	2,109,952	471,167,303	-	(104,818,002)	968,101,315	
Surplus/(deficit) of revenue over expenditure after non-controlling interest	28,730,744	-	-	101,689,932	702,112	96,998,416	-	-	136,600,204	
ASSETS	3,276,673,372	107,674,848	957,781,888	1,492,140,230	-	10,455,833,330	152,610	-	16,290,256,278	
LIABILITIES	1,320,803,027	42,116,540	814,028,581	604,988,842	-	8,742,530,280	40,000	-	11,524,507,270	



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44 Financial risk management

Financial risk management objectives

The Company and Group's Management monitors and manages the financial risks relating to the operations of the Company and Group through internal risk reports which analyse exposures by degree and magnitude of risk. These risks include market risk (currency risk, interest rate risk and price risk), credit risk and liquidity risk.

The Company and Group seeks to minimise the effects of these risks by the use of techniques that are governed by management's policies on foreign exchange risk, interest rate risk and credit risk which are approved by the Board of Directors.

Investment risk management is undertaken at the individual investment level and the degree of monitoring of each investment is determined as a result of the outcome of an evaluation of the level of risk involved. An appropriate risk response strategy is implemented immediately for investments that show signs of credit deterioration. Any impairment to a financial asset resulting from an investor's inability to meet its debt service obligations or a company not performing financially in accordance with expectations, is treated in accordance with International Financial Reporting Standards.

The Company and Group's Management reports monthly to the Board of Directors on matters relating to risk and management of risk.

(a) Market risk

The Company and Group's activities expose it to the financial risks of changes in foreign currency exchange rates and interest rates. The Company and Group uses gap analysis, interest rate sensitivity and exposure limits to financial instruments to manage its exposure to interest rate and foreign currency risk. There has been no change in the Company and Group's exposure to market risk or the manner in which it manages these risks.

(i) Price risk

Price risk is the risk that the value of financial instruments will fluctuate as a result of changes in market prices whether those changes are caused by factors specific to the individual security of its issuer or factors affecting all securities traded in the market. Management continually identifies the risk and diversifies the portfolio in order to minimise the risk.

(ii) Interest rate risk

The Company and Group are exposed to interest rate risk but the Company and Group's sensitivity to interest rate risk is immaterial as its financial instruments are substantially at fixed rates. The Company and Group's exposures to interest rate risk on financial assets and financial liabilities are listed overleaf:



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44 Financial risk management - cont'd

(a) Market risk - cont'd

(ii) Interest rate risk - cont'd

	Interest rate %	Maturing 31.12.2020				Total G\$
		Within 1 year G\$	1 to 5 years G\$	Over 5 years G\$	Non-interest bearing G\$	
Company Assets						
Investments						
"Held for trading"		-	-	-	1,700,003,818	1,700,003,818
"Loans and receivables"	4.00-18.50	-	9,309,133	-	-	9,309,133
Receivables and prepayments	6.00	-	532,757,012	-	318,945,709	851,702,721
Interest accrued		-	-	-	16,754,016	16,754,016
Taxes recoverable		-	-	-	132,596,437	132,596,437
Cash on deposits	0.21-11.07	356,682,448	-	-	-	356,682,448
Cash at banks and on hand		-	-	-	115,478,282	115,478,282
		<u>356,682,448</u>	<u>542,066,145</u>	<u>-</u>	<u>2,283,778,262</u>	<u>3,182,526,855</u>
Liabilities						
Provision for unexpired risks		-	-	-	633,101,741	633,101,741
Medium term borrowings	6.00	-	483,715,783	-	-	483,715,783
Lease liability	6.00	9,655,261	4,329,117	123,207,320	-	137,191,698
Short term borrowings	6.00	102,084,925	-	-	-	102,084,925
Claims admitted or intimated but not paid		-	-	-	245,850,296	245,850,296
Payables and accrued expenses		-	-	-	247,352,007	247,352,007
Taxes payable		-	-	-	121,025,341	121,025,341
Bank overdraft	11.00	164,016,201	-	-	-	164,016,201
		<u>275,756,387</u>	<u>488,044,900</u>	<u>123,207,320</u>	<u>1,247,329,385</u>	<u>2,134,337,992</u>
Interest sensitivity gap		<u>80,926,061</u>	<u>54,021,245</u>	<u>(123,207,320)</u>		

	Average rate %	Maturing 31.12.2019				Total G\$
		Within 1 year G\$	1 to 5 years G\$	Over 5 years G\$	Non-interest bearing G\$	
Company Assets						
Investments						
"Held for trading"		-	-	-	1,611,871,348	1,611,871,348
"Loans and receivables"	4.00-18.50	-	9,632,023	-	-	9,632,023
Receivables and prepayments	6.00	-	408,791,084	-	380,817,221	789,608,305
Interest accrued		-	-	-	8,933,478	8,933,478
Taxes recoverable		-	-	-	130,274,502	130,274,502
Cash on deposits	0.21-11.07	320,716,924	-	-	-	320,716,924
Cash at banks and on hand		-	-	-	179,372,171	179,372,171
		<u>320,716,924</u>	<u>418,423,107</u>	<u>-</u>	<u>2,311,268,720</u>	<u>3,050,408,751</u>
Liabilities						
Provision for unexpired risks		-	-	-	649,741,674	649,741,674
Medium term borrowings	6.00	-	325,800,717	-	-	325,800,717
Lease liability	6.00	8,887,291	29,991,194	-	-	38,878,485
Short term borrowings		96,154,345	-	-	-	96,154,345
Claims admitted or intimated but not paid	6.00	-	-	-	544,117,486	544,117,486
Payables and accrued expenses		-	-	-	163,264,076	163,264,076
Taxes payable		-	-	-	97,004,371	97,004,371
Bank overdraft	11.00	143,876,539	-	-	-	143,876,539
		<u>248,918,175</u>	<u>355,791,911</u>	<u>-</u>	<u>1,454,127,607</u>	<u>2,058,837,693</u>
Interest sensitivity gap		<u>71,798,749</u>	<u>62,631,196</u>	<u>-</u>		



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44 Financial risk management - cont'd

(a) Market risk - cont'd

(ii) Interest rate risk - cont'd

Group	Interest rate %	Maturing 31.12.2020				Total G\$
		Within 1 year G\$	1 to 5 years G\$	Over 5 years G\$	Non-interest bearing G\$	
Assets						
Investments						
"Held to collect"	1.50-10.00	285,259,830	329,147,883	384,195,500	-	998,603,213
"Held for trading"	-	-	-	-	3,396,985,477	3,396,985,477
"Loans and receivables"	4.00-18.50	1,121,579,101	1,700,175,111	4,045,503,273	-	6,867,257,485
Statutory deposits	1.00-3.25	909,409,264	1,609,879	-	-	911,019,143
Receivables and prepayments	6.00	61,727,193	531,951,592	-	329,242,239	922,921,024
Interest accrued	-	-	-	-	34,216,112	34,216,112
Taxes recoverable	-	-	-	-	151,739,273	151,739,273
Cash on deposits	0.21-11.07	558,212,166	-	-	-	558,212,166
Cash at banks and on hand	-	-	-	-	540,420,082	540,420,082
		<u>2,936,187,554</u>	<u>2,562,884,465</u>	<u>4,429,698,773</u>	<u>4,452,603,183</u>	<u>14,381,373,975</u>
Liabilities						
Provision for unexpired risks	-	-	-	-	702,163,559	702,163,559
Medium term borrowings	6.00	-	483,715,783	-	-	483,715,783
Customers deposit - Savings	2.00	1,698,080,957	-	-	-	1,698,080,957
Customers deposit - Fixed deposit	1.35-5.00	6,693,561,487	13,415,655	-	-	6,706,977,142
Policyholders liabilities	-	-	-	-	940,326	940,326
Lease Liability	6.00	34,843,839	4,329,117	178,209,100	-	217,382,056
Short term borrowings	6.00	102,084,925	-	-	-	102,084,925
Claims admitted or intimated but not paid	-	-	-	-	270,761,055	270,761,055
Payables and accrued expenses	-	-	-	-	431,191,958	431,191,958
Taxes payable	-	-	-	-	148,657,274	148,657,274
Bank overdraft	11.00	164,016,201	-	-	-	164,016,201
		<u>8,692,587,409</u>	<u>501,460,555</u>	<u>178,209,100</u>	<u>1,553,714,172</u>	<u>10,925,971,236</u>
Interest sensitivity gap		<u>(5,756,399,855)</u>	<u>2,061,423,910</u>	<u>4,251,489,673</u>		

Group	Interest rate %	Maturing 31.12.2019				Total G\$
		Within 1 year G\$	1 to 5 years G\$	Over 5 years G\$	Non-interest bearing G\$	
Assets						
Investments						
"Held to collect"	1.50-10.00	288,517,088	649,559,200	279,741,081	-	1,217,817,369
"Held for trading"	-	-	1,196,156,312	557,125,182	1,508,217,010	3,261,498,504
"Loans and receivables"	4.00-18.50	1,734,187,631	2,653,185,546	2,059,788,613	-	6,447,161,790
Statutory deposits	1.00-3.25	956,516,432	71,788,722	-	-	1,028,305,154
Receivables and prepayments	6.00	56,376,326	408,791,084	-	374,560,054	839,727,464
Interest accrued	-	20,960,474	-	-	11,762,432	32,722,906
Taxes recoverable	-	-	-	-	144,524,411	144,524,411
Cash on deposits	0.21-11.07	782,650,643	-	-	-	782,650,643
Cash at banks and on hand	-	16,957,244	81,051,357	-	203,114,931	301,123,532
		<u>3,856,165,838</u>	<u>5,060,532,221</u>	<u>2,896,654,876</u>	<u>2,242,178,838</u>	<u>14,055,531,773</u>
Liabilities						
Provision for unexpired risks	-	-	-	-	725,379,061	725,379,061
Medium term borrowings	-	-	325,800,707	-	-	325,800,707
Customers deposit - Savings	2.00	1,588,546,899	-	-	-	1,588,546,899
Customers deposit - Fixed deposit	1.35-5.00	6,263,941,576	598,239,351	-	-	6,862,180,927
Short term borrowings	6.00-8.00	96,154,345	-	-	-	96,154,345
Policyholders liabilities	-	-	-	-	940,326	940,326
Lease liability	6.00	32,650,101	110,181,553	-	-	142,831,654
Claims admitted or intimated but not paid	-	-	-	-	569,508,298	569,508,298
Payables and accrued expenses	-	-	-	-	334,041,920	334,041,920
Taxes payable	-	-	-	-	168,404,952	168,404,952
Bank overdraft	11.00	143,876,539	-	-	-	143,876,539
		<u>8,125,169,460</u>	<u>1,034,221,611</u>	<u>-</u>	<u>1,798,274,557</u>	<u>10,957,665,628</u>
Interest sensitivity gap		<u>(4,269,003,622)</u>	<u>4,026,310,610</u>	<u>2,896,654,876</u>		



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44 Financial risk management - cont'd

(a) Market risk - cont'd

(iii) Foreign currency risk

The Company and Group is exposed to foreign currency risk due to fluctuations in exchange rates on investments and foreign bank balances. The currencies which the Company and Group are mainly exposed to are United States dollar and Canadian dollar.

The equivalent Guyana dollar value of assets are shown below:-

Company	31.12.2020		
	US\$	Can\$	G\$ equivalent
Assets	<u>1,174,349</u>	<u>692,375</u>	<u>345,246,125</u>
	31.12.2019		
	US\$	Can\$	G\$ equivalent
Assets	<u>898,472</u>	<u>627,613</u>	<u>278,335,319</u>
Group	31.12.2020		
	US\$	Can\$	G\$ equivalent
Assets	<u>8,282,912</u>	<u>692,375</u>	<u>1,859,369,960</u>
	31.12.2019		
	US\$	Can\$	G\$ equivalent
Assets	<u>8,497,816</u>	<u>627,613</u>	<u>1,874,197,561</u>

Foreign currency sensitivity analysis:

The following table details the company's and group's sensitivity to a 3% increase or decrease in the Guyana dollar against the relevant currencies. Although a rate is not formally adopted and used as a measure, 3% gives prudent possibility of a change in rate.

The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a 3% change in foreign currency rates. A positive number below indicates an increase in reserves if the currency were strengthened 3% against the Guyana dollar. If the currencies were weakened 3% against the Guyana dollar, there would be an equal and opposite impact on the Statement of Profit or Loss and Other Comprehensive Income and the balances would be negative.

	Company		Group	
	31.12.2020		31.12.2020	
	US\$	Can\$	US\$	Can\$
	G\$M	G\$M	G\$M	G\$M
	impact	impact	impact	impact
Profit/(loss)	<u>7.3</u>	<u>3.0</u>	<u>51.8</u>	<u>3.0</u>
	Company		Group	
	31.12.2019		31.12.2019	
	US\$	Can\$	US\$	Can\$
	G\$M	G\$M	G\$M	G\$M
	impact	impact	impact	impact
Profit/(loss)	<u>5.6</u>	<u>2.7</u>	<u>53.2</u>	<u>2.7</u>



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44 Financial risk management - cont'd

(a) Market risk - cont'd

(iv) Interest sensitivity analysis

The sensitivity analysis below has been determined based on the exposure to interest rate at the end of the reporting period.

The sensitivity analysis includes only outstanding balances at the end of the reporting period. A 50 basis points increase or decrease is used when reporting interest rate internally to key management personnel and represents management's assessment of the reasonable possible change in interest rates.

A positive number indicates an increase in profits where the interest rate appreciated by 50 basis points. For a decrease of 50 basis points in the interest rate, this would have an equal and opposite impact on profit and the balance below would be negative. If interest rate had been 50 basis points higher/lower and all other variables were held constant, the impact on the company's profit would have been:

	Increase/decrease in basis points	Impact on profit for the year			
		Company		Group	
		<u>31.12.2020</u>	<u>31.12.2019</u>	<u>31.12.2020</u>	<u>31.12.2019</u>
		G\$000	G\$000	G\$000	G\$000
Cash and cash equivalents					
Local currency	+/-50	1,041	1,313	2,626	3,002
Foreign currency	+/-50	164	291	164	911
Overdrafts					
Local currency	+/-50	820	719	820	719

Apart from the foregoing with respect to the other financial assets and liabilities, it was not possible to determine the expected impact of a reasonable possible change in interest rates on profit or equity as other factors such as credit risk, market risk, political and disaster risks can affect the value of assets and liabilities.



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44 Financial Risk Management - cont'd

(b) Liquidity risk

Liquidity risk is the risk that the Company and Group will encounter difficulty in raising funds to meet its commitments associated with financial instruments.

	Maturing 31.12. 2020					
	<u>On Demand</u>	<u>1 to 3 months</u>	<u>4 to 12 months</u>	<u>1 to 5 years</u>	<u>Over 5 years</u>	<u>Total</u>
	G\$	G\$	G\$	G\$	G\$	G\$
Company						
Liabilities						
Provision for unexpired risks	633,101,741	-	-	-	-	633,101,741
Medium term borrowings	-	-	-	483,715,783	-	483,715,783
Lease liability	-	-	-	137,191,698	-	137,191,698
Short term borrowings	-	-	102,084,925	-	-	102,084,925
Claims admitted or intimated but not paid	245,850,296	-	-	-	-	245,850,296
Payables and accrued expenses	55,164,411	2,417,718	89,769,878	100,000,000	-	247,352,007
Taxes payable	-	-	121,025,341	-	-	121,025,341
Bank overdraft	164,016,201	-	-	-	-	164,016,201
	<u>1,098,132,649</u>	<u>2,417,718</u>	<u>312,880,144</u>	<u>720,907,481</u>	<u>-</u>	<u>2,134,337,992</u>

	Maturing 31.12. 2019					
	<u>On Demand</u>	<u>1 to 3 months</u>	<u>4 to 12 months</u>	<u>1 to 5 years</u>	<u>Over 5 years</u>	<u>Total</u>
	G\$	G\$	G\$	G\$	G\$	G\$
Company						
Liabilities						
Provision for unexpired risks	649,741,674	-	-	-	-	649,741,674
Medium term borrowings	-	-	-	325,800,707	-	325,800,707
Lease liability	-	-	-	38,878,485	-	38,878,485
Short term borrowings	-	-	96,154,345	-	-	96,154,345
Claims admitted or intimated but not paid	544,117,486	-	-	-	-	544,117,486
Payables and accrued expenses	18,483,342	1,424,137	70,473,563	72,883,034	-	163,264,076
Taxes payable	-	-	97,004,371	-	-	97,004,371
Bank overdraft	143,876,539	-	-	-	-	143,876,539
	<u>1,356,219,041</u>	<u>1,424,137</u>	<u>263,632,279</u>	<u>437,562,226</u>	<u>-</u>	<u>2,058,837,683</u>



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44 Financial Risk Management - cont'd

(b) Liquidity risk - cont'd

	Maturing					<u>Total</u> G\$
	<u>On Demand</u> G\$	<u>1 to 3 months</u> G\$	<u>4 to 12 months</u> G\$	<u>1 to 5 years</u> G\$	<u>Over 5 years</u> G\$	
Group						
Liabilities						
Provision for unexpired risks	702,163,559	-	-	-	-	702,163,559
Medium term borrowings	-	-	-	483,715,783	-	483,715,783
Customers deposit - Savings	1,698,080,957	-	-	-	-	1,698,080,957
Customers deposit - Fixed deposits	-	976,164,189	5,717,397,298	13,415,655	-	6,706,977,142
Policyholders' liabilities	940,326	-	-	-	-	940,326
Lease liability	-	-	-	217,382,056	-	217,382,056
Short term borrowings	-	-	102,084,925	-	-	102,084,925
Claims admitted or intimated but not paid	270,761,055	-	-	-	-	270,761,055
Payables and accrued expenses	100,045,525	2,417,718	89,769,878	238,958,837	-	431,191,958
Taxes payable	-	-	148,657,274	-	-	148,657,274
Bank overdraft	164,016,201	-	-	-	-	164,016,201
	<u>2,936,007,623</u>	<u>978,581,907</u>	<u>6,057,909,375</u>	<u>953,472,331</u>	<u>-</u>	<u>10,925,971,236</u>

	Maturing					<u>Total</u> G\$
	<u>On Demand</u> G\$	<u>1 to 3 months</u> G\$	<u>4 to 12 months</u> G\$	<u>1 to 5 years</u> G\$	<u>Over 5 years</u> G\$	
Group						
Liabilities						
Provision for unexpired risks	725,379,061	-	-	-	-	725,379,061
Medium term borrowings	-	-	-	325,800,707	-	325,800,707
Customers deposit - Savings	1,588,546,899	-	-	-	-	1,588,546,899
Customers deposit - Fixed deposits	-	1,141,656,610	5,122,284,966	598,239,351	-	6,862,180,927
Policyholders' liabilities	940,326	-	-	-	-	940,326
Lease liability	-	-	-	142,831,654	-	142,831,654
Short term borrowings	-	-	96,154,345	-	-	96,154,345
Claims admitted or intimated but not paid	569,508,298	-	-	-	-	569,508,298
Payables and accrued expenses	66,471,761	1,424,137	70,509,083	195,636,939	-	334,041,920
Taxes payable	6,305,202	-	162,099,750	-	-	168,404,952
Bank overdraft	143,876,539	-	-	-	-	143,876,539
	<u>3,101,028,086</u>	<u>1,143,080,747</u>	<u>5,451,048,144</u>	<u>1,262,508,651</u>	<u>-</u>	<u>10,957,665,628</u>



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44 Financial Risk Management - cont'd

(c) CREDIT RISK

Credit risk is the risk that a counterparty will default on its obligations resulting in financial loss to the company and group.

The table below shows the maximum exposure to credit risk:

	Maximum Exposure			
	Company		Group	
	31.12.2020	31.12.2019	31.12.2020	31.12.2019
	G\$	G\$	G\$	G\$
Investments				
"Held to collect"	-	-	998,603,213	1,217,817,369
"Held for trading"	1,700,003,818	1,611,871,348	3,396,985,477	3,261,498,504
"Loans and receivables"	9,309,133	9,632,023	6,867,257,485	6,447,161,790
Statutory deposits	-	-	911,019,143	1,028,305,154
Receivables (net of prepayments)	843,437,786	783,916,423	907,708,870	839,727,464
Interest accrued	16,754,016	8,933,478	34,216,112	32,722,906
Tax recoverable	132,596,437	130,274,502	151,739,273	144,524,411
Cash at banks	113,743,004	177,862,393	515,896,619	282,608,510
Cash on deposits	356,682,448	320,716,924	558,212,166	782,650,643
Total Credit risk	3,172,526,642	3,043,207,091	14,341,638,358	14,037,016,751

The Company and Group faces credit risk in respect of its cash and cash equivalents, investments and receivables. However, this risk is controlled by close monitoring of these assets by the Company and Group. The maximum credit risk faced by the Company and Group are the balances reflected in the financial statements.

Cash and cash equivalents are held by commercial banks. These Banks have been assessed by the Directors as being credit worthy, with very strong capacity to meet their obligations as they fall due. The related risk is therefore considered very low. Investments as reflected in the company and group are assets for which the likelihood of default is considered minimal by the Directors. Receivables consist of a number of customers. Ongoing credit evaluation is performed on the financial condition of accounts receivable on a regular basis.

	Company		Group	
	31.12.2020	31.12.2019	31.12.2020	31.12.2019
	G\$	G\$	G\$	G\$
Loans and receivables - (i)	9,309,133	9,632,023	6,867,257,485	6,447,161,790
Interest accrued - Note 22	16,754,016	8,933,478	34,216,112	32,722,906
Receivables (excluding prepayments) - Note 21	843,437,786	783,916,423	907,708,870	839,727,464
	869,500,935	802,481,924	7,809,182,467	7,319,612,160
Impairment on loans and receivables (IFRS 9)	13,613,981	12,272,700	15,143,059	12,926,798
Total provision for impairment	13,613,981	12,272,700	15,143,059	12,926,798

(i) The above balances are classified as follows:

Pass	861,130,957	744,531,769	5,761,599,246	5,624,256,286
Special Mention (Past due 30 - 89 days)	-	21,632,931	1,352,370,538	1,045,711,787
Sub-Standard (Past due 90 - 179 days)	2,083,701	10,810,107	123,202,123	10,810,107
Doubtful (Past due over - 180 days but less than 1 year)	6,286,277	20,287,060	257,338,808	244,418,199
Loss	-	5,220,057	314,671,752	394,415,781
	869,500,935	802,481,924	7,809,182,467	7,319,612,160
Included above are non-performing mortgages of:	-	-	773,728,505	729,601,722

(ii) As detailed in note 22, Interest accrued represents amounts due or accrued on the various investments of the Company and Group. These amounts would either be received in the new financial year, or would materialise on the maturity of the investment(s) in accordance with their terms and conditions.

(iii) Receivables comprise a number of advances, loans to staff and sales representatives on which interest is earned. It also includes amounts owing to the Company and Group by other organisations.



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45 INSURANCE RISK

The principal risks that the Company and GCIS Inc. (its subsidiary) face under its insurance contracts are that actual claims are greater than estimated, actual claims are not adequately mitigated by re-insurance, and that total claims from the portfolio of contracts exceed the estimate used in pricing those contracts. The risks and mitigating factors are discussed below.

Risk management objectives and policies

The Company and GCIS Inc. mitigate its risks by engaging in both facultative placements and excess of loss reinsurance treaties. Reinsurance coverage for perils and other risks excluded from the excess of loss treaty are facultatively reinsured on a yearly renewal basis. The Company also engages in redlining where it reserves the right to offer no coverage in specific geographic areas.

The Company and GCIS Inc. declines, rates up, applies excesses, accepts small participation or a combination of more than one of the preceding as part of its overall prudent underwriting principles.

Terms and conditions of insurance contracts

All insurance contracts issued by the Company and GCIS Inc. include conditions aimed at protecting it. Some of these include stating assumed risks clearly (aimed at removing any ambiguity), inclusion of excess clauses, reserving the right to terminate the policy with notice and clearly stating the maximum limit of any liability. The Company and GCIS Inc. promises to settle claims as soon as possible, all consideration given to proper investigations to establish that the insured event and losses have occurred.

Sensitivity analysis

The Company and GCIS Inc.'s profitability is sensitive to the flow of monies (1) inwards from policyholders; and (2) outwards to policyholders. If policyholders are unable to pay their premiums, the inflow of cash will be constrained. If claims are above anticipated averages, there will be a strain on the company's finances and it would have to seek alternative financing solutions. Its cash flow would therefore be affected negatively.

Concentration of insurance risks

Insurance Risks are spread in a number of geographical areas. However, the majority of the Company and GCIS Inc.'s risks are in Georgetown and its environs. A significant portion of total risk is distributed among properties on Regent and Water Streets in Georgetown.

Claims development

Claims are provided for and kept as a liability until they are settled or have expired. At the time of loss, a provision is made based on best estimates. There is some amount of uncertainty surrounding the timing of payments and the exact amount to be paid for most claims. There are occasions where the provision is in excess of the incurred loss. This is adjusted at the time of claim settlement or at the point of revision of provisions, whichever is earlier. Similarly, there are times when the provision is insufficient to cover the losses estimated. These too are adjusted at the earlier of claims payment or overall claims revision.

Actuarial Valuation

The actuarial report carried out as at 31 December 2019 revealed that the aggregate amount of the life insurance policy liabilities in relation to its long term insurance business was \$940,326.



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NOTES ON THE ACCOUNTS

46 APUA Investments

The Trustees of the APUA Bonds, the Government of Antigua were ordered by the court to make monthly payments until the Bond is fully repaid, however, this has not been consistent. The Trustee has therefore advised that payments would be distributed to the Bondholders as they are collected.

The Trust have an outstanding balance US\$68,123.82 to be collected from Trustees, RBC Trust.

47 Insurance act 2016

The Insurance Act 2016 became effective in 2018. There are a number of areas under the Act and supporting Regulations addressing Corporate Governance, Statutory Funds and policies such as investments and related party, which the Company has not fully complied with at December 31, 2020.

Management is currently in the process of putting measures in place and drafting policies to address the areas outlined above to be fully compliant within the timeliness stipulated by the Bank of Guyana.

48 Pending litigations

As at 31 December, 2020, there are several legal matters outstanding against the Group, the outcome of which cannot be determined at this stage.



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49 Development claims tables

INSURANCE CONTRACTS- COMPANY

Figures in Thousands

	<u>Before 2014</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>Total</u>
Net estimate of cumulative claims cost									
Zero Year	80,276	394,684	451,601	589,162	313,557	297,171	345,854	195,958	
One year later	75,613	352,439	381,669	403,359	294,288	248,884	316,753	-	
Two year later	61,085	346,545	334,085	396,640	322,093	270,630	-	-	
Three year later	57,407	340,231	329,961	406,246	296,973	-	-	-	
Four year later	56,500	338,416	325,324	381,840	-	-	-	-	
Six year later	45,439	335,415	322,315	-	-	-	-	-	
Six year later	193,966	322,866	-	-	-	-	-	-	
Current estimate of cumulative claims cost	193,966	322,866	322,315	381,840	296,973	270,630	316,753	195,958	2,301,301
Less Cumulative payments	171,410	311,251	314,482	363,827	272,647	228,744	272,554	120,537	2,055,452
Outstanding claims	22,556	11,615	7,833	18,013	24,326	41,886	44,199	75,421	245,849
Outstanding claims 2014 and prior									-
Total net outstanding claims									245,849

INSURANCE CONTRACTS- GROUP

Figures in Thousands

	<u>Before 2014</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>Total</u>
Net estimate of cumulative claims cost									
Zero Year	100,568	491,670	560,681	678,195	375,433	364,309	419,597	233,354	
One year later	94,650	443,843	495,704	489,253	357,293	314,695	390,548	-	
Two year later	77,546	435,654	448,120	486,086	381,721	335,632	-	-	
Three year later	73,760	428,554	443,426	489,599	352,553	-	-	-	
Four year later	72,853	426,926	437,799	465,202	-	-	-	-	
Six year later	61,785	423,675	434,790	-	-	-	-	-	
Six year later	214,797	411,126	-	-	-	-	-	-	
Current estimate of cumulative claims cost	214,797	411,126	434,790	465,202	352,553	335,632	390,548	233,354	2,838,002
Less Cumulative payments	187,756	399,511	426,957	446,489	328,127	289,608	344,236	144,558	2,567,242
Outstanding claims	27,041	11,615	7,833	18,713	24,426	46,024	46,312	88,796	270,760
Outstanding claims 2014 and prior									-
Total net outstanding claims									270,760

50 Approval of financial statements

The financial statements were approved by the Board of Directors and authorised for issue on 22nd September, 2021



THE
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MUTUAL FIRE INSURANCE COMPANY LIMITED
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NOTES ON THE ACCOUNTS

1 Incorporation and activities

The Hand-In-Hand Mutual Fire Insurance Company Limited

The Hand-in-Hand Mutual Fire Insurance Company Limited was incorporated in Guyana on 25 October 1865 under Ordinance of Incorporation No. 18 of 1865.

The Company provides a range of Insurance services.

GCIS Incorporated

Guyana Co-operative Insurance Service was established in Guyana by virtue of Order No. 57 of 1976 made under the Co-operative Financial Institutions Act 1976 (No. 8 of 1976). Effective 16 October 1997 pursuant to Ministerial Order No. 32 of 1997 made under the Financial Institutions Act No. 20 of 1996, the GCIS was registered as a Public Company, limited by shares under the new name GCIS Incorporated. On the 18 November 1998, The Hand-in-Hand Mutual Fire Insurance Company Limited acquired 66.7% of shares in GCIS Incorporated.

The Company's activities include insurance covering fire, motor business and life assurance.

Hand-In-Hand Trust Corporation Incorporated

In May 1971, the Guyana National Cooperative Bank established a department to carry out various trust services. The department was incorporated as GNCB Trust Company Limited on 28 December, 1971, a wholly owned subsidiary of Guyana National Cooperative Bank.

On 23 February 1977, the GNCB Trust Company Limited was reconstituted and established as the GNCB Trust Corporation by Order No. 13 of 1977, made under the Co – operative Financial Institution Act 1976 (No.8 of 1976).

On 23 February 1999 the GNCB Trust Corporation was incorporated under the Companies Act of Guyana as a company and known as GNCB Trust Corporation Inc.

The GNCB Trust Corporation Inc. was privatized on 20 November, 2002 with The Hand-in-Hand Mutual Fire Insurance Company Limited acquiring 90% of the authorized and issued share capital. On March 14, 2003, 15% of the shares were sold to Hand-In-Hand Mutual Life Assurance Company Limited and 10% were sold to Guyana Cooperative Insurance Services Inc.



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MUTUAL FIRE INSURANCE COMPANY LIMITED

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NOTES ON THE ACCOUNTS

1 Incorporation and activities – cont'd

Hand-In-Hand Trust Corporation Incorporated – cont'd

On 25 September 2003, GNCB Trust Corporation Inc. was renamed Hand-in-Hand Trust Corporation Incorporated.

The Company is registered under the Financial Institutions Act 1995 as a deposit taking financial institution.

On 22 September 2009 Hand-In-Hand Trust Corporation Inc. issued 5,000,000 shares fully paid up for an amount of G\$500 million. These are as follows:

Names	Number of shares
The Hand-in-Hand Mutual Fire Insurance Company Limited	1,500,000
Hand-in-Hand Mutual Life Assurance Company Limited	750,000
GCIS Incorporated	500,000
Others	<u>2,250,000</u>
	<u>5,000,000</u>

On 20 October 2015, The Hand-in-Hand Mutual Fire Insurance Company Limited repurchased 2,250,000 shares from one of the non-controlling interest shareholder for an amount of G\$255 million.

The revised shareholdings are as follows:

Shareholdings	Number of shares	Percentage of Holdings
National Industrial & Commercial Investment Limited	250,000	3%
The Hand-in-Hand Mutual Fire Insurance Company Limited	5,375,000	72%
Hand-in-Hand Mutual Life Assurance Company Limited	1,125,000	15%
GCIS Incorporated	<u>750,000</u>	10%
	<u>7,500,000</u>	



**THE
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1. Incorporation and activities – cont'd

Hand-In-Hand Investments Incorporated

The Company was incorporated in Guyana in September, 2009 and has not commenced operations to date.

The principal activity of the company is investing in properties and shares.

On 31 October 2011 Hand-In-Hand Investments Inc. Issued 100,000 shares fully paid up for an amount of G\$ 0.1 million. On 31 December 2020 Hand- in Hand Trust Corporation Inc. sold 5,000 shares to the Hand-in-Hand Mutual Fire Insurance Company Ltd.

The revised shareholdings are as follows:

Names	Number of shares
The Hand-in-Hand Mutual Fire Insurance Company Limited	40,000
Hand-in-Hand Mutual Life Assurance Company Limited	30,000
GCIS Incorporated	<u>30,000</u>
	<u>100,000</u>
Employees	

During the year the number of employees in the group was 267 (2019 – 262).



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2 New and amended standards and interpretations

Amendments effective for the current year end

	Effective for annual periods beginning on or after
New and Amended Standards	
Amendments to IFRS 3, 'Business combinations'	
– Definition of a business	1 January 2020
Amendments to IAS 1 and IAS 8 – Definition of material	1 January 2020
Amendments to IFRS 9, IAS 39 and IFRS 7	
– Interest rate benchmark reform	1 January 2020
Amendments to the Conceptual framework	1 January 2020

None of the above new and amended standards and interpretations had a significant effect on the financial statements of the Group.

Pronouncements effective in future periods available for early adoption

	Effective for annual periods beginning on or after
New and Amended Standards	
Amendments to IFRS 16 – Covid-19-related Rent Concessions	1 June 2020
Amendments to IAS 16 – Proceeds before intended use	1 January 2022
Amendments to IFRS 3 – Reference to the Conceptual Framework	1 January 2022
Amendments to IAS 37 – Onerous Contracts: Cost of Fulfilling a Contract	1 January 2022
Annual Improvements to IFRS Standards 2018–2020	1 January 2022
Amendments to IAS 1 – 'Presentation of financial statements' on classification of liabilities	1 January 2023
IFRS 17, 'Insurance contracts'	1 January 2023
Amendments to IFRS 10 and IAS 28 – Sale or contribution of assets between an investor and its associate or joint venture	Deferred indefinitely

The Group has not opted for early adoption.

The standards and amendments that are expected to have a material impact on the Group's accounting policies when adopted are explained below.



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2. New and amended standards and Interpretations - cont'd

Pronouncements effective in future periods available for early adoption- cont'd

IFRS 17, 'Insurance contracts'

On 18 May 2017, the IASB finished its long-standing project to develop an accounting standard on insurance contracts and published IFRS 17, 'Insurance Contracts'. IFRS 17 replaces IFRS 4, which currently permits a wide variety of practices. IFRS 17 will fundamentally change the accounting by all entities that issue insurance contracts and investment contracts with discretionary participation features.

On transition to IFRS 17, an entity applies IFRS 17 retrospectively to groups of insurance contracts, unless it is impracticable. In this case, the entity is permitted to choose between a modified retrospective approach and the fair value approach.

Amendments to IFRS 10 and IAS 28 –Sale or contribution of assets between an investor and its associate or joint venture

The amendments clarify the accounting treatment for sales or contribution of assets between an investor and its associates or joint ventures. They confirm that the accounting treatment depends on whether the non-monetary assets sold or contributed to an associate or joint venture constitute a 'business' (as defined in IFRS 3 Business Combinations). Where the non-monetary assets constitute a business, the investor will recognise the full gain or loss on the sale or contribution of assets. If the assets do not meet the definition of a business, the gain or loss is recognised by the investor only to the extent of the other investor's interests in the associate or joint venture. The amendments apply prospectively. In December 2015 the IASB decided to defer the application date of this amendment until such time as the IASB has finalised its research project on the equity method.

2.1 Summary of significant accounting policies

(a) Accounting convention

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of certain investments, plant, property and equipment and conform with International Financial Reporting Standards.



THE
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2.1 Summary of significant accounting policies – cont'd

(a) Financial Instruments

Financial assets and liabilities are recognized on the Group's statement of financial position when the Group becomes a party to the contractual provisions of the instruments.

Financial instruments carried on the statement of financial position include investment securities, receivables, payables, fixed deposits and cash resources. The recognition method adopted is disclosed in the individual policy statements.

Policy for Group except for Hand in Hand Trust Corporation:

Investments

The Group has classified their investments on the following bases:

Held to collect

These investments are non-derivative financial assets with fixed and determinable payments and fixed maturities that management has the positive intent and ability to hold to maturity. The carrying value of these financial assets at initial recognition includes any directly attributable transactions costs. These investments are measured at amortized cost and are stated net of expected credit losses.

Held for trading

Held for trading investments are primarily equity investments held by the Group and are measured at fair value through profit or loss with any gains and losses as a result of movements in fair value being recognized in profit or loss as it occurs.

Investments in subsidiary

Investments in subsidiary are stated at cost.

Loans and receivables

Loans and receivables financial assets consist of loans and mortgages granted by the Group. These assets are measured at amortized cost and are stated net of expected credit losses.



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NOTES ON THE ACCOUNTS

2.1 Summary of significant accounting policies – cont'd

(b) Financial Instruments - cont'd

Policy for Hand in Hand Trust Corporation:

Accounts receivable and prepayments

Accounts receivables and prepayments are measured at amortized cost.

Accounts payables and accruals

Accounts payables and accruals are measured at amortized cost.

Investments

Equity investments held by the Trust are measured at fair value through the profit or loss.

(c) Renegotiated Loans

Hand in Hand Trust Corporation Inc's. policy in relation to renegotiated loans is in accordance with Financial Institutions Act 1995 and Bank of Guyana Supervision Guideline 5.

Loans are renegotiated because of weakness in the borrower's financial position or the non servicing of debt as arranged or where it is determined that the loan can be renegotiated to remedy the specific difficulties faced by borrower.

(d) Loan provisioning

Losses for impaired loans are recognized promptly when there is objective evidence that impairment of a loan or loan portfolio of loans has occurred.

Impairment losses are calculated on individual loans and on loans assessed collectively.

Throughout the year the Group assesses on a case by case basis whether there is objective evidence that a loan is impaired.

The Group reviews its portfolio annually. This normally includes a review of collateral held (including reconfirmation of its enforceability) and an assessment of actual and anticipated receipts.

Collateral

It is the Company and Group's policy that all facilities are fully and tangibly secured.



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2.1 Summary of significant accounting policies – cont'd

(d) Loan provisioning - cont'd

Classification

Hand-In-Hand Trust Corporation Inc., one of the subsidiaries of the Group classifies its loans according to the Financial Institutions Act of 1995.

Loans are classified as non-accrual whenever there is reasonable doubt regarding the collectability of principal or interest.

Provisioning for each classification categories are made based on the following minimum level:

<u>Classification</u>	<u>Level of Provision</u>
Pass	0%
Special mention	0%
Substandard	0% - 20%
Doubtful	50%
Loss	100%

A general provision of 1% of the portion of the loan portfolio not individually assessed is also made.

(e) The Risk Reserve

The Risk Reserve is created as an appropriation of retained earnings to account for the difference between the requirements of IFRS 9 (ECLs) adopted by the Trust and the provisions as required under Bank of Guyana Supervision Guideline No.5.

The Group have adopted the requirements of IFRS 9 and makes specific provisions on loans and advances. The provisions booked as at 31 December, 2020 amounted to \$86.8M from IFRS 9 report and an excess provision of \$103.0M was made under Bank of Guyana Supervision Guideline No. 5.

The Risk Reserve as at 31 December, 2020 was \$227.9M. The increase of \$103.0M is shown as a transfer to Risk Reserve .



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2.1 Summary of significant accounting policies – cont'd

(f) Plant, property and equipment and depreciation

Freehold land and buildings held for use in the supply of services or for administrative purposes are stated in the statement of financial position at their revalued amounts. Revalued amounts are taken as the fair value at the date of revaluation less any subsequent accumulated impairment losses. Revaluations are performed with sufficient regularity such that the carrying amount does not differ materially from that which would be determined using fair values at the reporting date.

Any revaluation increase arising on the revaluation of such land and buildings is credited to capital reserve.

Depreciation on revalued buildings is charged to the statement of profit or loss and other comprehensive income. On the subsequent sale or retirement of a revalued property, the attributable revaluation surplus remaining in the capital reserve is transferred directly to retained earnings.

Furniture, equipment, machinery and motor vehicles are stated at cost less accumulated depreciation and any impairment losses.

Depreciation of plant, property and equipment is calculated on the reducing balance method at the rates specified below, which are estimated to write off the cost or valuation of these assets to their residual values over their estimated useful lives.

	The Hand-in-Hand Mutual Fire Ins Co. Ltd.	GCIS Inc .	Hand-in-Hand Trust Corporation Inc.
	%	%	%
Building (i)	2	3	–
Office equipment and Machinery	2–25	10	5–20
Motor vehicles	20	25	25
Computers	50	50	20
Right of use	6	-	6



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NOTES ON THE ACCOUNTS

2.1 Summary of significant accounting policies – cont'd

(f) Plant, property and equipment and depreciation– cont'd

(i) Depreciation is charged on the parent company's building using the reducing balance method.

Assets are reviewed for impairment whenever there is objective evidence to indicate that the carrying amount of an asset is greater than its estimated recoverable amount, and is written down immediately to its recoverable amount.

The gain or loss arising on the disposal or retirement of an item of plant, property and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in the statement of profit or loss and other comprehensive income.

(ii) Leases

The Group assesses whether a contract is or contains a lease, at inception of the contract. The Group recognises a right-of-use asset and a corresponding lease liability with respect to all lease arrangements in which it is the lessee, except for short-term leases (defined as leases with a lease term of 12 months or less) and leases of low value. For these leases, the Group recognises the lease payments as an operating expense on a straight-line basis over the term of the lease unless another systematic basis is more representative of the time pattern in which economic benefits from the leased assets are consumed.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by using the rate implicit in the lease. If this rate cannot be readily determined, the lessee uses its incremental borrowing rate. Lease payments included in the measurement of the lease liability comprise:

- Fixed lease payments (including in-substance fixed payments), less any lease incentives receivable;
- Variable lease payments that depend on an index or rate, initially measured using the index or rate at the commencement date;
- The amount expected to be payable by the lessee under residual value guarantees;
- The exercise price of purchase options, if the lessee is reasonably certain to exercise the options; and
- Payments of penalties for terminating the lease, if the lease term reflects the exercise of an option to terminate the lease.



NOTES ON THE ACCOUNTS

2.1 Summary of significant accounting policies – cont'd

(f) Plant, property and equipment and depreciation– cont'd

(ii) Leases – cont'd

The lease liability is subsequently measured by increasing the carrying amount to reflect interest on the lease liability (using the effective interest method) and by reducing the carrying amount to reflect the lease payments made.

The Group remeasures the lease liability (and makes a corresponding adjustment to the related right-of-use asset) whenever:

- The lease term has changed or there is a significant event or change in circumstances resulting in a change in the assessment of exercise of a purchase option, in which case the lease liability is remeasured by discounting the revised lease payments using a revised discount rate.
- The lease payments change due to changes in an index or rate or a change in expected payment under a guaranteed residual value, in which cases the lease liability is remeasured by discounting the revised lease payments using an unchanged discount rate (unless the lease payments change is due to a change in a floating interest rate, in which case a revised discount rate is used).
- A lease contract is modified and the lease modification is not accounted for as a separate lease, in which case the lease liability is remeasured based on the lease term of the modified lease by discounting the revised lease payments using a revised discount rate at the effective date of the modification.

The right-of-use assets comprise the initial measurement of the corresponding lease liability, lease payments made at or before the commencement day. They are subsequently measured at cost less accumulated depreciation and impairment losses.

Right-of-use assets are depreciated over the shorter period of lease term and useful life of the underlying asset. The depreciation starts at the commencement date of the lease.

The right-of-use assets are presented under Property, Plant and Equipment in the statement of financial position.

The Group applies IAS 36 to determine whether a right-of-use asset is impaired and accounts for any identified impairment loss as described in the 'Property, Plant and Equipment' policy.



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2.1 Summary of significant accounting policies – cont'd

(g) Pension plan

A plan was established on 1 January, 1971 and administered under a Trust Deed executed on that date amended later by supplemental deeds. It is a Defined Benefit Plan and covers the employees of The Hand-in-Hand Mutual Fire Insurance Company Limited and GCIS Inc. The main objective and purpose of the plan is to establish a fund for the provision of pension and other benefits for the employees of the Companies as shall become entitled thereto in accordance with the rules. All employees are eligible to join the plan provided they have completed one year of continuous service with the group and have attained the age of 18 years and are under the age of 50 if males or 45 if females. During the year, the companies' contribution to the pension plan was \$21,411,035 (2019- \$15,866,056). A provision for directors' benefits was established in 2015. It is administered by The Hand-in-Hand Mutual Fire Insurance Company Limited and is non-contributory.

The Company is presently embarking on the winding up of this Pension plan and establishing a Defined Contribution Scheme for staff.

The Hand-in-Hand Trust Corporation Inc. established a defined contribution pension plan for its employees in the year 2000. The assets of the plan are held in a self-administered fund which is separate from the Corporation's finances. Retirement benefits are determined by contributions to the fund together with investment earnings thereon.

During 2020 the corporation's contribution to the Plan was \$7,280,321(2019 - \$6,640,892). The fund balance was \$175,917,355 as at 31 December 2020 (31 December 2019 – \$131,935,651).

(h) Provision for unexpired risks

The Hand in Hand Mutual Fire Insurance Company Limited's reserve for unexpired risks represents the proportion of the premiums written in a year which relates to periods of insurance subsequent to the reporting period and have been computed on the basis of 50% of the premium income on non-profit policies.

GCIS Incorporated reserve for unexpired risks is on the 60:40 method whereby 60% of the net premium written for the financial year is treated as earned and 40% as relating to the following year.



NOTES ON THE ACCOUNTS

2.1 Summary of significant accounting policies – cont'd

(i) Consolidation

The financial statements comprise the financial statements of The Hand-in-Hand Mutual Fire Insurance Company Limited (the company) and its controlled subsidiaries, after the elimination of all material intra-company transactions. Control is achieved through ownership of shares. Subsidiaries are consolidated from the date the parent company obtains control until such time as control ceases.

The financial statements incorporate the financial statements of GCIS Incorporated, Hand-In-Hand Trust Corporation Inc and Hand-In-Hand Investments Inc in which The Hand-in-Hand Mutual Fire Insurance Company Limited owns 66.7%, 72% and 40% at 31 December, 2020 respectively of the issued share capitals. The group owns 60.0% of the issued share capital of the Hand-in-Hand Investment Inc.

Acquisitions of subsidiaries are accounted for using the purchase method of accounting. The financial statements of subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies. Adjustments are made to confirm any dissimilar material accounting policies that may exist.

Non-controlling interest represent the interest not held by the company in GCIS Incorporated, Hand-in-Hand Trust Corporation Inc. and Hand-in-Hand Investments Inc.

(j) Management fees and expenses

Management fees are charged to GCIS Incorporated to equitably spread overhead in relation to the management services rendered to this company.

These expenses are allocated based on the gross premium written on each class of business for the year.

Commissions and allowances

This represents expenses incurred in the acquisition of insurance business contracts mainly through sales representatives and brokers. Various rates are used in the computation of commission and allowances paid.



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2.1 Summary of significant accounting policies – cont'd

(l) Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable in the normal course of business. Interest income is accrued on a time basis by reference to the principal outstanding and the effective interest rate.

Dividend income from investments is recognized when the shareholders rights to receive payment have been established.

(m) Goodwill

Goodwill is tested annually for impairment.

(n) Cash and cash equivalents

Cash and cash equivalents are held for the purpose of meeting short-term cash commitments rather than investment or other purposes. These are readily convertible to a known amount of cash, with maturity dates of three months or less.

(o) Taxation

Income Tax

Income tax expense represents the sum of tax currently payable and deferred tax. The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the statement of profit or loss and other comprehensive income because it excludes items of income or expenses that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The company and group's liability for current tax is calculated using tax rates that have been enacted in Guyana at the end of the reporting period.

Deferred Tax

Deferred tax is recognized on the differences between the carrying amount of the assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the liability method. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilized.



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2.1 Summary of significant accounting policies – cont'd

(o) Taxation - cont'd

Deferred Tax – cont'd

Such assets and liabilities are not recognized if the temporary difference arises from goodwill or from initial recognition of other assets and liabilities in a transaction that affects neither the taxable profit nor accounting profit.

The carrying amount of the deferred tax assets is reviewed at each reporting period and reduced to the extent that it is no longer probable sufficient taxable profit will be available to allow all or part of the assets to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset realized based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax is charged or credited to the statement of profit or loss and other comprehensive income except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities, and when they relate to income taxes levied by the same taxation authority, and the company and group intends to settle their current tax assets and liabilities on a net basis.

(p) Properties on hand

These properties relate to mortgages that were foreclosed and purchased at public auction. These are stated at fair value.

(q) Foreign currencies

Transactions in currencies other than Guyana dollars are recorded at the rates of exchange prevailing on the dates of the transaction. At each reporting date, monetary assets and liabilities that are denominated in foreign currencies are translated at the rates prevailing on the reporting date.

Non-monetary assets and liabilities carried at fair value that are denominated in foreign currencies are translated at rates prevailing at the date when the fair value was determined.



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2.1 Summary of significant accounting policies – cont'd

(q) Foreign currencies – cont'd

Gains and losses arising on retranslation are included in the statement of profit or loss and other comprehensive income for the period.

(r) Reinsurance

The group transfers some of its insurance risk to other insurers through reinsurance both locally and overseas. The reinsurer assumes part of the risk and part of the premium originally taken by the group. Reinsurer reimburses the group for claims paid to policyholders according to various standing agreements reached. The group has both treaty and facultative reinsurance. Under a treaty each party automatically accepts specific percentage of the insurers' business. Facultative reinsurance covers specific individual risks that are unusual or so large that it cannot be covered in the group's reinsurance treaties.

Reinsurance premium paid and reinsurance recoveries that are netted against claims are accounted for in the statement of profit or loss and other comprehensive income.

Reinsurance recoveries on outstanding claims are shown as current asset in the statement of financial position.

(s) Insurance contract – The Hand-in-Hand Mutual Fire Insurance Company Ltd.

The company issues contracts that transfer insurance risk or financial risk or both.

Accident and liability Insurance contracts protect the company's customer against the risk of causing harm to third parties as a result of their legitimate activities and damages covered include both contractual and non-contractual events.

Property Insurance contracts mainly compensate the company's customers for damage suffered to their properties or for the value of property lost.

Liability adequacy test

The company, upon notification of the occurrence of an insured event, sets up a provision based on best estimates and/or reports received from loss adjusters. At regular intervals the amounts provided for all unpaid claims are reviewed to take into account



THE
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MUTUAL FIRE INSURANCE COMPANY LIMITED
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NOTES ON THE ACCOUNTS

2.1 Summary of significant accounting policies – cont'd

- (s) Insurance contract – The Hand-in-Hand Mutual Fire Insurance Company Ltd. – cont'd

any material changes advised of by the client and/or broker. At all times therefore, balances reflected as payable on individual claims represent the assessed liability of the company having taken all the information relevant to the individual claims into consideration. Liabilities for all claims are kept until they are discharged or cancelled or have expired.

- (t) Insurance contract – GCIS Inc .

The Company has traditional long-term insurance contracts that continue through the life of the insured individual and for specified periods as well.

Insurance premiums are recognized as they become payable by the contract holder. Premiums paid are recognized through the statement of profit or loss and other comprehensive income and are shown gross of commission.

There is a concentration of insurance risk in the age range of 21-30 years. This risk is factored into the insurance premium amount. A higher premium is charged for high risk insurance contracts. The company maintains a large portfolio of similar contracts resulting in less variability in the estimated risk.

- (u) Claims

Claims are made against the group for losses incurred by its various policy holders. Management minimizes this expense by prudent underwriting of policies and efficient handling and settlement of claims. Management also minimizes this expense by reinsurance. Claims are reflected in the statement of profit or loss and other comprehensive income net of reinsurance recoveries. Claims that are reported but not paid are provided for in the accounts. The amount provided is based upon the estimated liabilities and limited to the coverage granted under the policy. Where the claim is subject to reinsurance, an amount is provided as recoverable from the reinsurer. A claim must be made immediately and then put in writing within 14 days according to the insurance contract.



THE
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NOTES ON THE ACCOUNTS

2.1 Summary of significant accounting policies – cont'd

(v) Premium capital

The premium capital is an accumulation of the 'with profit' premiums net of any refunds, lapses, surrenders and unexpired time. This together with any loss or gain on the profit and loss account is used in the computation of triennial cash profit for distributions amongst members at the end of each triennium period.

(w) Capital reserve

Surplus on revaluation of property, plant and equipment is credited to this reserve.

(x) General reserve

This represents the accumulated surplus or losses of the group together with write off such as unclaimed triennial cash profit.

(y) Capital redemption reserve

A provision is made so as not to reduce the available funds necessary to pay creditors as a result of the redemption of ordinary and preference scrip.

(z) Triennial profit

This represents triennial cash profit, that is, a portion of the profits of the company which is returnable to members in cash at the end of a triennial period in respect of and in proportion to their premium contributions pursuant to the By-Laws of the company. A rate of return is arrived at after taking into account the various prevailing interest rates.

(aa) Reserve fund

This reserve is maintained by Hand-in-Hand Trust Corporation Inc. in accordance with the provisions of Section 20 (1) of the Financial Institutions Act 1995 which requires that a minimum 15% of net profit as defined in the Act, be transferred to the reserve fund until the amount of the fund is equal to its paid up capital.



THE
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AND SUBSIDIARIES

NOTES ON THE ACCOUNTS

2.1 Summary of significant accounting policies – cont'd

(ab) Business information

The group's business information are components of an entity that is engaged in providing products or services that are subject to risks and returns that are different from those of other business information.

(ac) Impairment of tangible assets

At the end of each reporting period, the company reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any).

(ad) Provisions

Provisions are recognized when there is a present obligation (legal or constructive) as a result of a past event, it is probable that the company and group will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. The amount recognized as a provision is the best estimate of the consideration required to settle the present obligation at the reporting date, taking into account the risks and uncertainties surrounding the obligation.

De-recognition of provisions

Provisions are de-recognized when it is no longer probable that an outflow of economic resources will be required to settle the obligation.

(ae) Dividends

Dividends that are proposed and declared are recorded as an appropriation of retained earnings in the statement of changes in equity in the period in which they have been approved. Dividends that are proposed and declared after the reporting date are disclosed as a note to the financial statements.



THE
HAND-IN-HAND
MUTUAL FIRE INSURANCE COMPANY LIMITED
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NOTES ON THE ACCOUNTS

2.1 Summary of significant accounting policies – cont'd

(af) Borrowing costs

Borrowing costs are interest and other costs that the Company and Group incurs in connection with the borrowing of funds – IAS 23 – Borrowing costs. Borrowing costs were expensed during the period.

2.2 Critical accounting judgments and key sources of estimation uncertainty

In the application of the Company and Group's accounting policies which are described in note 2.1, the directors are required to make judgments, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

Key sources of estimation uncertainty

The following are the key assumptions concerning the future and other sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities in the financial statements:

(i) Receivables and prepayments

On a regular basis, management reviews receivables and prepayments to assess impairment. Based on the information available as to the likely impairment in cash flows, decisions are taken in determining appropriate provisions to be made for impairment.

(ii) Useful lives of plant, property and equipment

Management reviews the estimated useful lives of plant, property and equipment at the end of each reporting period to determine whether the useful lives should remain the same.

(iii) Other financial assets

In determining the fair value of investments in the absence of a market, the Directors estimate the likelihood of impairment by using discounted cash flows.



THE HAND-IN-HAND

**MUTUAL FIRE INSURANCE COMPANY LIMITED
AND SUBSIDIARIES**

NOTES ON THE ACCOUNTS

2.1 Critical accounting judgments and key sources of estimation uncertainty – cont'd

(iv) Impairment of financial assets/determination of expected credit losses

Management makes judgement on recognition of every financial asset of the expected credit losses. Expected credit losses are estimates of any potential default in payments of contractual cash flows taking into account the entirety of the contract life. These losses are reassessed if the credit risk on the instrument changes. Credit risk is determined based on past and forward-looking information. If the retrieval of forward-looking information causes undue cost or effort past information is used to determine credit risk. There exists significant measurement uncertainty in determining this amount as it is based on management's judgement.

(v) Impairment assessment of right-of-use asset

The Management has estimated that the entirety of the right of use asset will be recoverable. The carrying amount of right-of-use asset in respect of the property is G\$228,270,268 at 31 December 2020 (2019 – G\$137,076,720).



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NOTICE OF MEETING

The One Hundred and Fifty Fifth Annual General Meeting of Members of the above mentioned Company will be held at the Company's Offices, Lots 1, 2, 3 & 4, Avenue of the Republic, Georgetown, on Thursday, 30 September, 2021, at 10:00 a.m for the following purposes:-

AGENDA

1. To receive the Report of the Directors and the Accounts for the year ended 31 December, 2020 and the Report of the Auditors thereon.
2. Declaration of the profits available for distribution amongst Members.
3. Election of Directors.
4. Election of Auditors.
5. To fix the remuneration of the Directors.
6. To fix the remuneration of the Auditors.
7. Any other business which may properly be brought before the meeting.

BY ORDER OF THE BOARD

Compton Ramnaraine
Company Secretary/ Finance Controller

1, 2, 3 & 4 Avenue of the Republic
Georgetown, Guyana

07 September, 2021

N.B. A member entitled to attend and vote at the meeting may appoint a proxy to attend and vote instead of him. The person appointed by proxy must be a member of the company and qualified to vote on his own behalf. A proxy form requires a \$10.00 stamp.

The right to vote by proxy may only be exercised if the member resides outside the city of Georgetown.

Proxies must be deposited at the offices of the company not less than 24 hours before the time appointed for holding the meeting.

Covid-19 safety protocols are in force.



THE
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HEAD OFFICE

1, 2, 3 & 4 Avenue of the Republic

Georgetown, Guyana.

Email: info@hihgy.com

Website: www.hihgy.com

Telephone: 225-1865-7

Fax: 225-7519

P.O. Box: 10188

DIRECTORS

J.G. Carpenter, A.A., B.Sc.

- Chairman

W.A. Lee, A.A., B.Sc., B.S.P., E.M.S.C.P., B.Soc.Sc.,
Dip.M., F.C.I.M

- Vice Chairman

C.R. Quintin

I.A. McDonald, A.A., M.A. (Hons) Cantab., F.R.S.L.,
Hon D.LITT. UWI

P.A. Chan-A-Sue, C.C.H., F.C.A.

T.A. Parris, B.A. (Econs.), M.A. (Econs. & Ed.)

K. Evelyn, B.A.(Hons) Sheff.Hallam., B.Sc.UMIST.,
M.B.A. Liv., A.C.I.B., F.C.I.I., M.C.I.B.S.,
Chartered Insurer, Chartered Banker



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MANAGEMENT:

Chief Executive Officer	-	Keith Evelyn, B.A.(Hons) Sheff. Hallam, B.Sc.UMIST., M.B.A.Liv., A.C.I.B., F.C.I.I., M.C.I.B.S. - Chartered Insurer, Chartered Banker
Manager	-	Mary Nagasar, Dip. BMA., Grad. Dip. Mgt., M.B.A.
Chairman- Motor Insurance Operations Chief Internal Auditor/Business Analyst	-	Ronald Stanley, F.C.C.A., C.P.C.U., M.Sc.
Assistant Motor Manager	-	Chuwatie Harduwar-Ramsaroop, F.L.M.I., A.C.S., A.R.A.
Finance Controller/Company Secretary	-	Compton Ramnaraine, M.A.A.T., A.I.C.B., A.C.C.A.
Chief Risk Officer/Investment Analyst	-	Kin Sue, B.Sc., M.Sc., C.I.S.I.
Legal and Compliance Officer	-	Paul Braam, LL.B., L.E.C.
Human Resource Manager A.C.S.,	-	Zaida Joaquin, A.A., Dip.P.M., F. L. M. I., A.I.R.C., A.I.A.A., A.R.A.
Sales Manager	-	Shanomae Baptiste, B.A., P.G.Dip., M.B.A.
Business Development Officer	-	Savita Singh, B.Sc.
Manager - Berbice Operations	-	Tajpaul Adjodhea, F.L.M.I.



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AUDITORS:

TSD LAL and Company, Chartered Accountants

ATTORNEYS-AT-LAW:

Cameron & Shepherd
Hughes, Fields & Stoby

BANKERS:

Republic Bank (Guyana) Limited

Guyana Bank for Trade & Industry Limited

Bank of Nova Scotia

Bank of Baroda

Citizens Bank (Guyana) Inc.

Demerara Bank Limited

Hand-in-Hand Trust Corporation Inc

RBC Dominion Securities, Canada



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BRANCH OFFICES:

BERBICE:	1) New Amsterdam	Lots 15 & 16B New Street, New Amsterdam, Berbice
	2) Corriverton	Lot 101 Ramjohn Square, No. 78 Village (Springlands) Corriverton, Berbice.
	3) D'Edward Village	Plot 'A' Northern Public Road, D' Edward Village, West Bank Berbice.
	4) Rosehall	Lot 45 'A' Public Road, Rosehall Town, Corentyne.
	5) Bush Lot	Lot 4 Section 'C' Bushlot Public Road, West Coast Berbice.
LINDEN:		23 Republic Avenue, Linden, Demerara River.
VREED-EN-HOOP:		Lot 4 New Road, Vreed-en-Hoop, West Coast Demerara.
PARIKA:		Lot 1996 Parika Highway, East Bank Essequibo.
BARTICA:		Lot 45 First Avenue, Bartica.
MON REPOS:		30 Tract "A" Mon Repos, East Coast Demerara.
GREAT DIAMOND:		G3 Mall Lot "M" Great Diamond East Bank Demerara.
ESSEQUIBO:		Doobay's Complex, Lot 18 Cotton field, Essequibo Coast.
SOESDYKE:		Shawnee Service Station Block 'X' Soesdyke, East Bank Demerara.
GEORGETOWN:		Lot 212 Barr Street, Kitty Village, Greater Georgetown.
ENMORE:		Enmore Mall, Block # 4, Apartment # 5, Enmore Public Road, East Coast Demerara.



THE
HAND-IN-HAND
MUTUAL FIRE INSURANCE COMPANY LIMITED
AND SUBSIDIARIES

REPORT OF THE DIRECTORS

The Directors have pleasure in submitting for the information of Members and Policyholders their Annual Report and Audited Financial Statements for the year ended 31 December, 2020.

1. **Principal Activities**

The Hand-in-Hand Mutual Fire Insurance Company Limited provides a comprehensive range of services among which are Property, Motor, Marine, Bond and Accident insurances.

2. **Operational Results**

The Company's funds increased by \$156.0 million for the year ended 31 December, 2020 as compared with an increase in funds of \$404.3 million for the year ended 31 December, 2019.

3. **Fire Business**

During the year the Company issued 570 fire policies insuring \$7.8 billion yielding annual premiums of \$23.6 million. At the close of the year, there were 14,120 policies in force insuring \$173.2 billion with annualised premiums of \$566.6 million. At the close of the previous year, there were 14,464 policies in force insuring \$174.3 billion with annualised premiums of \$574.4 million. A statement of fire policies issued and expired during the year is shown on page 12 of this report.

4. **Motor Business**

During the period 3,616 policies were issued insuring 3,854 vehicles with annualised premiums of \$93.4 million. Previous year figures were 4,251 policies insuring 4,573 vehicles with annualised premiums of \$114.2 million.

5. **Investments**

Investments at the end of the year stood at \$2.7 billion as against \$2.6 billion the previous year. Certificates for securities held by the Company and those lodged with the Company's bankers as collateral for overdraft and loan facilities have been examined by our auditors.

6. **Triennial Cash Profit**

The Directors recommend a Cash Profit return of 15% in respect of those policies entitled to earn profit for the triennial period ended 31 December, 2020, after deduction of reserve for the unexpired period. This will result in a cash payout of \$1.8 million. For year ended 31 December, 2019, a 15% Cash Profit was declared which resulted in a payout of \$2.2 million.

7. **Employee Relations**

Relations with employees throughout the year were cordial. Training is provided at all levels for technical and personal development.



THE
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REPORT OF THE DIRECTORS

8. Directorate

The following Directors retired under Bye-Law 61 & 65 and being eligible, offer themselves for re-election:

Messrs.: W.A Lee
 I.A Mc Donald
 K.Evelyn

9. Corporate Governance

The Directors apply principles of good governance by adopting policies and procedures for the better management of the Company.

The Board meets monthly and has adopted a structure of mandates granted to committees whilst retaining specific matters for its decisions.

All of the Board members are considered independent and bring wide knowledge, experience and professionalism to the deliberations of the Board.

The committees established by the Board and their Chairpersons are:

Finance and Audit Committee	-	Mr. P.A. Chan-A-Sue
Sales and Marketing Committee	-	Mr. W.A. Lee
Human Resources Committee	-	Mr. C.R. Quintin
Buildings Committee	-	Mr. J.G. Carpenter

10. Auditors

The Auditors, Messrs. TSD Lal & Company, retire and have indicated their willingness to be re-appointed.

By Order of the Board

Compton Ramnaraine
Company Secretary/Finance Controller



THE HAND-IN-HAND

**MUTUAL FIRE INSURANCE COMPANY LIMITED
AND SUBSIDIARIES**

POLICIES ISSUED AND EXPIRED

	No. of Policies	Sum Insured (G\$M)	Annual Premiums (G\$M)
In force as at 2019-12-31	14,464	174,343	574
Issued during the year	<u>570</u>	<u>7,777</u>	<u>24</u>
	15,034	182,120	598
Expired during the year	<u>914</u>	<u>8,954</u>	<u>31</u>
In force as at 2020-12-31	<u>14,120</u>	<u>173,166</u>	<u>567</u>



THE
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GLOSSARY

MUTUAL FIRE INSURANCE COMPANY

The Hand-in-Hand Mutual Fire Insurance Company Limited operates for the benefit of its profit policyholders and their beneficiaries and has no stockholders. All profit policyholders are entitled to share in the profits of the Company. Every person who holds a profit sharing policy is a member of the Company.

TRIENNIAL CASH PROFIT

This is that portion of the "profits of the Company" which is returnable to members in cash at the end of a triennial period in respect of and in proportion to their premium contributions pursuant to the By-laws of the Company.

STATEMENT OF COMPREHENSIVE INCOME

This account shows the result of the business operations for the financial period. Revenue represents income from all sources whatsoever and includes premiums for all types of business - profit and non-profit, fire, accident, motor and marine; while investment income is interest and dividends earned from the Company's investments.

Expenditure includes Management Expenses, Claims net of reinsurance recoveries, Triennial Cash Profit (TCP) paid in current period and provided for in the previous year's accounts and Taxation.

Taxation for the Mutual Company is based on a special formula which caters for Reserves for Unexpired Risks; TCP provided for in the previous year and paid in the current period, Claims and Management Expenses.

PROFIT AND LOSS (ANNUAL) ACCOUNT

This account as its name indicates is prepared annually. Premiums as shown in this account represent those that were earned on both profit and non-profit policies. Figures for the other income heads are the same as those for the comprehensive income except "unclaimed triennial cash profit and others". Deductions for this account under the various heads are for Fire and Accident businesses. The balance of this account is transferred to the several triennial period premium accounts in proportion to the amount of premiums in the accounts.

PROFIT AND LOSS (TRIENNIAL) ACCOUNT

At the beginning of each financial period, a separate Triennial Premium Account is opened. Premiums received in respect of profits sharing policies issued or renewed during that period and not accounted for in any current triennial account are credited during the next three years. This account shows transaction for the triennium ended 31 December, 2020.

CONSOLIDATION

The Consolidated Financial Statements incorporate the Financial Statements of GCIS Incorporated, Hand-in-Hand Trust Corporation Inc. and Hand-in-Hand Investments Inc. in which The Hand-in-Hand Mutual Fire Insurance Company Limited owns 66.7%, 72% and 40% at 31 December, 2020 respectively of the Issued Share Capitals.



**INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF
HAND IN HAND MUTUAL FIRE INSURANCE COMPANY LIMITED
AND SUBSIDIARIES
ON THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

Report on the audit of the financial statements

Opinion

We have audited the financial statements of Hand In Hand Mutual Fire Insurance Company Limited and Subsidiaries, which comprise the statement of financial position as at 31 December, 2020, statement of profit or loss and other comprehensive income, statement of changes in equity, statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies as set out on pages 16 to 84.

In our opinion, the financial statements present fairly, in all material respects, the financial position of Hand in Hand Mutual Fire Insurance Company Limited and Subsidiaries as at 31 December, 2020, its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company and its Subsidiaries in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants (IESBA Code)* together with the ethical requirements that are relevant to our audit of the financial statements in Guyana, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other information in the annual report

Management is responsible for the other information. The other information comprises all the information included in the Group's 2020 annual report, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements based on the work we have performed, we conclude that if there is a material misstatement of this other information; we are required to report that fact. We have nothing to report in this regard.



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**INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF
HAND IN HAND MUTUAL FIRE INSURANCE COMPANY LIMITED
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ON THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

Responsibilities of those charged with governance for the financial statements

The Directors/Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. The Directors/Management is responsible for overseeing the Company and its Subsidiaries' financial reporting process.

In preparing the Group financial statements, the directors are responsible for assessing the Group's ability to continue as going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

The objectives of our audit are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with International Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISA's, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Group's financial statements, whether due to fraud or error; design and perform audit procedures responsive to those risks; and, obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.



**INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF
HAND IN HAND MUTUAL FIRE INSURANCE COMPANY LIMITED
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ON THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

Auditor's responsibilities for the audit of the financial statements- cont'd

- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Group financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the Group's financial statements, including the disclosures, and whether the Group's financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group's to express an opinion on the Group financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the Audit Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Report on other legal and regulatory requirements

The financial statements comply with the requirements of the Companies Act 1991 and the Financial Institutions Act 1995.

The Insurance Act 2016 came into effect in 2018. As explained in note 47, the Company did not fully comply with the requirements of the Act.

TSD Cal l 6

TSD LAL & CO.
CHARTERED ACCOUNTANTS

Date:

77 Brickdam,
Stabroek, Georgetown,
Guyana.



**CHAIRMAN'S REPORT
FOR THE YEAR ENDED 31 DECEMBER 2020**

Welcome

Ladies and Gentlemen, it is with pleasure that I welcome you to our Company's 155th Annual General Meeting. Please allow me to review the performance of the Company for the year ended 31 December, 2020.

Economic Review

The global economy contracted by 3.5 percent (IMF). Advanced economies contracted by 5.4 percent while emerging market & developing economies declined by 2.6 percent. Latin America and the Caribbean were also severely affected, with economic growth decreasing by 6.8 percent (ECLAC). High unemployment and weak consumption, due to the lockdowns and social distancing to curb the spread of the COVID-19 virus, were the major contributing factors for the contractions.

Guyana was the only country in the region to record a real oil GDP growth of 43.5 percent. However, real non-oil GDP contracted by 7.3 percent in 2020, compared with a growth of 4.3 percent in 2019. This was due to the adverse effects of the COVID-19 pandemic and political uncertainty. The Agriculture sector was the only non-oil sector to record a positive growth rate due to the higher output of rice, other crops and livestock. In 2020, Inflation remained low at 0.9 percent on account of lower oil prices which offset higher food prices.

Insurance Companies in Guyana 2020

The total domestic insurance sector's resources increased by 5.7 percent or \$4.63 billion to \$86.84 billion in 2020. These resources represented 31.4 percent of the total assets of the Non-Banking Financial Institutions (NBFIs) and 11.6 percent of the country's GDP.

The Life component, which accounted for 70.2 percent of the industry's resources, grew by 4.4 percent, in 2020 while The Non-Life component also expanded by 8.8 percent.

In 2020, Total Insurance Premiums also increased by 3.9 percent or \$590 million. However, Life premiums decreased by 3.4 percent.

Banking Sector

The local commercial banking sector continued to remain stable despite the pandemic, and managed to record healthy profits. The weighted-average time deposit rate of the banks declined to 0.96 from 0.98 percent while the weighted-average lending rate fell by 22 basis points to 8.96 percent.

Commercial banks' average Capital Adequacy Ratio stood at 31.7 percent; this being well above the prudential benchmark of 8.0 percent.



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MUTUAL FIRE INSURANCE COMPANY LIMITED
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CHAIRMAN'S REPORT
FOR THE YEAR ENDED 31 DECEMBER 2020

Trust Companies

The two trust companies in Guyana, Hand in Hand Trust Corporation Inc. and Trust Company Guyana Ltd increased their combined resources by 1.5 percent or \$183 million. Deposits, which represented 66.2 percent of total liabilities, contracted by 0.8 percent or \$64 million. This contraction resulted from the decline in the deposits of the state, local government and individual customers.

Insurance Regulation

The new Insurance Act 2016 which took effect in 2018, required Hand-in-Hand Life to have a minimum surplus of assets equivalent to \$400 million. The Company is required to be compliant within 5 years from 22nd November 2018. We continued to enhance our Corporate Governance framework; and our Enterprise Risk Management (ERM) and Own Risk and Solvency Assessment (ORSA) frameworks are being implemented, in keeping with Best Practices.

IFRS17, with an effective date of 2023, will impact the current business practices of the insurance industry. The main impact would be on the profit recognition aspect of insurance companies. Our Company is currently pursuing the appropriate technologies and resources to comply with all insurance and other regulations.

Group Results

The Group's results in this report comprised the performance of four of the five Hand-in-Hand companies, namely the Fire Insurance Company, Trust Company, Investment Company and GCIS Inc.

The Group recorded a Total Revenue of \$2.3 billion which represents a 23.5 percent decrease from the previous year. This is mainly due to the uncertainty of the pandemic and its impact on locally traded companies. This resulted from a smaller capital appreciation of local securities than the previous year. Even with the pandemic, we managed to reduce Total Expenditure by 1.7 percent to 1.97 billion as compared to 2019. This Group achieved a Comprehensive Income Surplus of \$311.8 million in 2020.

Hand in Hand Mutual Fire Insurance Co. Ltd.

The company performed respectably under these difficult circumstances. The Total Revenue from Hand-in-Hand Fire operations and investments decreased by 17.1 percent to \$1.2 billion from the previous year. Total Expenditure remained at 1.1 billion, giving us a surplus of revenue of \$156.0 million.

Premium Income from all sources within the Fire Insurance Company for the period remained at \$1.3 Billion.

The company underwrote 570 New Fire Policies. Total Sums Insured of the new policies were \$7.8 billion, or a 23.1 percent decrease over the previous year. Hand-in-Hand Fire's New Business Annualised Premium declined by 25.8 percent to \$23.6 million. The continuation of aggressive pricing strategies from the insurance companies, fueled by excess underwriting capacity, kept insurance premium rates down.



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Nevertheless, Business in Force at the end of 2020 stood at \$173.1 billion with an Annualised Premium Income of \$566.6 million. This represented a 0.7 percent decrease and 1.4 percent increase with respect to the Sums Insured and Annualized Premiums, respectively. The Company will continue to expand its Accident, Bonds and Marine portfolios to cater for the expanding construction and the Oil and Gas Sector.

Motor Insurance

The Motor Insurance Division of the company remains a leading player in the industry by virtue of the very efficient underwriting and claims service provided. During 2020, we issued a total of 3,616 new policies, generating an Annualized Premium of \$93.4 million. This, however, represented 14.9 percent and 18.2 percent decreases with respect to New Policies and Annualized Premiums respectively. This further demonstrated the effect of excess underwriting capacity.

Claims

The Company was happy to meet its Claim obligations, paying and reserving a total of \$107.2 million. We see efficient claims handling as part of our mission and we will continue to provide superior claims service to our customers who may have experienced an unfortunate loss.

Investments

The Company continues to utilize all available opportunities for short-term and long-term investments while managing systematic and unsystematic risks. Investments increased from \$2.6 billion to \$2.7 billion and yielded a return of 2.4 percent on average investments.

Triennial Cash Profit

The Board has sought to ensure a reasonable return on the investment of our With-Profit Policyholders by declaring a return of Cash Profit of 15 percent. Your cheques will be in the mail tomorrow.

Taxation

The Group contributed \$107.6 million by way of taxation to the general revenue of the country.

Hand in Hand Trust Corporation Inc.

Total Equity of the Hand in Hand Trust increased by \$209.4 million to \$2.0 billion, due to an increase of the fair value of securities and Net Profit earned for the year of \$106.3 million.

Total Assets increased from \$10.4 billion to \$10.5 billion. This was attributed to the increases in, the fair value of securities, mortgages and loans by \$420.4 million.

The Trust Corporation was happy to report a Tier I Capital Adequacy Ratio of 26.3 percent and Tier II, 26.7 percent for the period ended 2020, which was above the benchmark average of 8.0 percent.

GCIS Inc.

GCIS Inc. recorded a surplus of 16.2 million in 2020, against \$11.7 million in 2019. This was mainly due to a decrease in claims. GCIS continues to be a key player in the Motor Insurance Industry and complements the Hand-in-Hand Group with excellent service.



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Hand in Hand Investment Inc.

This Company was incorporated in Guyana in September, 2009 and has not yet commenced operations.

Staff and customer service.

Our customers continue to be our number one priority. Our staff remains committed to providing on a consistent basis a high quality of service to our customers and members of the public. The company continues to place emphasis on providing training both internally and externally.

Future Outlook

The global economy is expected to recover and projects a growth rate of 4 percent. This recovery is aided by the pandemic containment protocols, the widespread vaccination drive and aggressive monetary policy to stimulate the economy. The Latin America and the Caribbean Region are expected to have a positive growth of 3.7 percent as travel restrictions are relaxed and external conditions improve.

Guyana is expected to continue to experience unprecedented growth of 20.9 percent in 2021, as production of oil and heavy investment in all other sectors increase. The construction sector will see tremendous growth which will benefit from the Government's continued spending on infrastructure development with more than \$58 billion budgeted for 2021. However, COVID-19 related issues may hamper the growth of the country.

As we continue to navigate these challenging times, Hand-in-Hand will continue to modernize its operations and to accommodate the right skills and experience to position itself to capture all opportunities; especially the distribution of 10,000 house lots per year and other infrastructural projects, along with the expanding Oil & Gas Sector.

Appreciation

As we complete another successful year, I would like to express my sincere appreciation to my fellow Directors, Management and Staff for their tremendous commitment confidence and invaluable contribution during these challenging times.

To our policyholders, I wish to express my gratitude for their loyalty and support during the past year, and indeed over the past 155 years.

Thank you,

JOHN G. CARPENTER A.A., BSc.
CHAIRMAN