

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 1. General information

Goddard Enterprises Limited ('the Company') is incorporated under the Laws of Barbados. The principal activities of the Company and its subsidiaries (together 'the Group') include airline, industrial and restaurant catering, ground handling services, general trading, meat processing, printing and print brokers, baking, packaging, automobile and automotive parts sales, insurance, real estate, shipping agents and stevedoring, manufacturing of aerosols and liquid detergents, investments, rum distilling, water purification and bottling and island tours. Associated companies are involved in waste disposal, laundry services, financing, property rentals, investments, general insurance and hotel operations. (See pages 28-31). The Group operates throughout the Caribbean and Central and South America.

The address of the Company's registered office is 2nd Floor Mutual Building, Lower Broad Street, Bridgetown, BB11000, Barbados.

The Company is listed on the Barbados Stock Exchange.

These consolidated financial statements have been approved for issue by the Board of Directors on December 13, 2011.

## 2. Significant accounting policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### a) Basis of preparation

The consolidated financial statements of Goddard Enterprises Limited have been prepared in accordance with International Financial Reporting Standards (IFRS), under the historical cost convention, as modified by the revaluation of land and buildings, investment property and financial investments. (Notes 2(e), 2(f) and 2(i))

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements, are disclosed in note 4.

### *Amendments and interpretations to existing standards effective in the 2011 financial year*

There are no amendments and interpretations to existing standards which are effective in the 2011 financial year which have a significant impact on the presentation, measurement or disclosure of the Group's financial statements.

These amendments and interpretations to existing standards are as follows:

**IAS 1 (Amendment) Presentation of financial statements** – amendment to clarify that the potential settlement of a liability by the issue of equity is not relevant to its classification as current or non-current.

**IAS 7 (Amendment) Statement of cash flows** – amendment to require that only expenditures that result in a recognized asset in the balance sheet can be classified as investing activities.

**IAS 17 (Amendment) Leases** – deletion of specific guidance regarding classification of leases of land, so as to eliminate inconsistency with the general guidance on lease classification.

**IAS 18 (Amendment) Revenue** – additional guidance added regarding the determination as to whether an entity is acting as a principal or an agent.

**IAS 27 (Amendment) Consolidated and separate financial statements** – clarifies that the consequential amendments from IAS 27 made to IAS 21, IAS 28 and IAS 31 apply prospectively for annual periods beginning on or after July 1, 2009, or earlier when IAS 27 is applied earlier.

**IAS 32 (Amendment) Financial Instruments: Presentation – Classification of rights issues** – amendment to address the accounting for rights issues that are denominated in a currency other than the functional currency of the issuer.

**IAS 36 (Amendment) Impairment of assets** – amendment to clarify that the largest cash-generating unit (or group of units) to which goodwill should be allocated for the purposes of impairment testing is an operating segment, as defined by IFRS 8 Operating segments.

**IAS 38 (Amendments) Intangible assets** – amendments regarding accounting for intangible assets acquired in a business combination as a result of IFRS 3 (revised) and, to clarify the description of valuation techniques commonly used by entities when measuring the fair value of intangible assets acquired in a business combination that are not traded in active markets.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

### 2. Significant accounting policies... continued

#### a) Basis of preparation... continued

##### *Amendments and interpretations to existing standards effective in the 2011 financial year... continued*

**IAS 39 (Amendments) Financial instruments: recognition and measurement** – amendments to clarify that the treatment of loan pre-payment options should be considered closely related to the host debt contract.

**IFRS 2 (Amendments) Group cash-settled share-based payment transactions** – in addition to incorporating IFRIC 8 and IFRIC 11, the amendments expand on the guidance in IFRIC 11 to address the classification of group arrangements that were not covered by the interpretation.

**IFRS 3 (Amendments) Business combinations** – amendments to clarify the transitional requirements for contingent consideration from a business combination that occurred before the effective date of the revised IFRS.

**IFRS 5 (Amendment) Non-current assets held for sale and discontinued operations** – amendment to clarify the disclosures required in respect of non-current assets classified as held for sale or discontinued operations.

**IFRS 8 (Amendment) Operating segments** – amendment to clarify that an entity is required to disclose a measure of segment assets only if that measure is regularly reported to the chief operating decision-maker.

**IFRIC 19 (Amendment) Extinguishing financial liabilities with equity instruments** – the interpretation clarifies the accounting by an entity when the terms of a financial liability are renegotiated and result in the entity issuing equity instruments to a creditor of the entity to extinguish all or part of the financial liability (debt for equity swap).

##### *Amendments and interpretations to existing standards that are not yet effective and have been early adopted by the Group.*

Management has reviewed the amendments and interpretations to existing standards that are not yet effective and have early adopted the following amendment.

**IAS 12 (Amendments) Income taxes** – the amendments clarify the treatment of deferred tax on the fair value appreciation of investment property and has had no impact on the financial statements.

##### *New standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Group*

Management has reviewed the new standards, amendments and interpretations to existing standards that are not yet effective and have determined that the following are relevant to the Group's operations. The Group has not early adopted the new standards, amendments and interpretations.

- IAS 1 (Amendment) Presentation of financial statements
- IAS 24 (Amendment) Related party disclosures
- IFRS 7 (Amendment) Financial instruments: disclosures
- IFRS 9 Financial instruments
- IFRIC 14, IAS 19 (Amendment) Prepayments of a minimum funding requirement
- IFRS 10 Consolidated financial statements
- IFRS 12 Disclosure of interests in other entities
- IFRS 13 Fair value measurement

#### b) Consolidation

##### *i) Subsidiaries*

Subsidiaries are all entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity.

Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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(Expressed in thousands of Barbados Dollars)

## 2. Significant accounting policies... continued

### b) Consolidation... continued

#### i) *Subsidiaries... continued*

The acquisition method of accounting is used to account for business combinations by the Group. The consideration transferred for the acquisition of the subsidiary is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The contingent consideration includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition related costs are expensed as incurred. Identifiable assets and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the Group recognises any non-controlling interest in the acquiree either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition date fair value of any previous equity interest in the acquiree over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If this is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in the consolidated statement of income. (Note 2(g))

Inter-company transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated but considered an impairment indicator of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### ii) *Transactions and non-controlling interests*

The Group treats transactions with non-controlling interests as transactions with equity owners of the Group. For purchases from non-controlling interests, the difference between any consideration paid and the relevant share of the carrying value of net assets of the subsidiary acquired is recorded in equity. Gains or losses on disposals to non-controlling interests are also recorded in equity.

#### iii) *Associates*

Associates are all entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method of accounting and are initially recognised at cost. The Group's investment in associates includes goodwill (net of any accumulated impairment losses) identified on acquisition. (Note 2(g))

The Group's share of its associates' post-acquisition profits or losses is recognised in the consolidated statement of income and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the associate.

### c) Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The Board of Directors, which is responsible for allocating resources and assessing performance of the operating segments, has been identified as the chief operating decision-maker.

### d) Foreign currency translation

#### i) *Functional and presentation currency*

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated financial statements are presented in Barbados dollars, which is the Company's functional and presentation currency.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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(Expressed in thousands of Barbados Dollars)

### 2. Significant accounting policies... continued

#### d) Foreign currency translation... continued

##### ii) *Transactions and balances*

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the consolidated statement of income.

Translation differences on non-monetary financial assets such as equities classified as available-for-sale are included in the financial investments reserve in equity.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as local currency assets and liabilities of the foreign entity and are translated at the closing rate.

##### iii) *Group companies*

The results and financial position of all the Group entities that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- i) assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet;
- ii) income and expenses for each statement of income are translated at average exchange rates; and
- iii) all resulting exchange differences are recognised in translation reserve in equity.

#### e) **Property, plant and equipment**

Freehold land and buildings comprise mainly manufacturing plants, retail and distribution outlets, warehouses and offices. The Group's freehold land and buildings are stated at the most recent valuation less subsequent depreciation for buildings. Valuations are performed every five years by independent professional valuers. Any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset, and the net amount is restated to the revalued amount of the asset. All other property, plant and equipment including leasehold buildings is stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the consolidated statement of income during the financial period in which they are incurred.

Increases in the carrying amount arising on revaluation of land and buildings are recognised in the consolidated statement of comprehensive income and accumulated in revaluation surplus in equity. Decreases that offset previous increases of the same asset are recognised in the consolidated statement of comprehensive income and reduce the revaluation surplus in equity; all other decreases are charged to the consolidated statement of income.

Land is not depreciated. Depreciation on other assets is calculated using the straight-line method to allocate their cost or revalued amounts to their residual values over their estimated useful lives, as follows:

|                                   |  |
|-----------------------------------|--|
| Freehold buildings                | – 50 years                             |
| Leasehold buildings               | – 5 - 25 years based on the lease term |
| Furniture, fittings and equipment | – 3 - 20 years                         |
| Machinery                         | – 3 - 20 years                         |
| Vehicles                          | – 5 years                              |

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount. (Note 2(h))

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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(Expressed in thousands of Barbados Dollars)

## 2. Significant accounting policies... continued

### e) Property, plant and equipment... continued

Gains and losses on disposals are determined by comparing proceeds with carrying amount. These are included in the consolidated statement of income. When revalued assets are sold, the amounts included in revaluation surplus are transferred to retained earnings.

### f) Investment property

Investment property, principally comprising office buildings, is held for long-term rental yields and is not occupied by the Group. Investment property is carried at fair value, determined annually. Valuations are performed annually by independent professional real estate valuers. Changes in fair values are recorded in the consolidated statement of income.

### g) Intangible assets

#### i) *Goodwill*

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary/associate at the date of acquisition. Goodwill on the acquisition of subsidiaries is included as 'intangible assets' on the consolidated balance sheet. Goodwill on the acquisition of associates is included in 'investments in associates'. Separately recognised goodwill is tested annually for impairment and whenever there is an indication of impairment, and carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed. Gains and losses on the disposal of an entity include the carrying amount of goodwill relating to the entity sold.

Goodwill is allocated to cash generating units for the purpose of impairment testing. The allocation is made to the cash generating units that are expected to benefit from the business combination in which the goodwill arose.

#### ii) *Other intangible assets*

Other intangible assets arising on acquisitions are recognised only if future economic benefits attributable to the asset will flow to the Group and if the fair value of the asset can be measured reliably. Such intangible assets must be separable from the business being acquired or must arise from contractual or legal rights. Intangible assets acquired in a business combination are initially recognised at their fair value. Other intangible assets which have been acquired directly are recorded initially at cost. On acquisition the useful life of the asset is estimated. If the estimated useful life is finite, amortisation is calculated using the straight-line method to allocate the cost over the estimated useful life as follows:

|                        |                 |
|------------------------|-----------------|
| Trade names            | – 20 - 25 years |
| Customer relationships | – 13 - 15 years |
| Supplier relationships | – 15 years      |

The amortisation charge is included in other (losses)/gains – net in the consolidated statement of income.

### h) Impairment of non-financial assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

### i) Financial assets

The Group classifies its financial assets in the following categories:

- i) Available-for-sale
- ii) Loans and receivables

Management determines the classification of its financial assets at initial recognition. The classification depends on the purpose for which the financial assets were acquired.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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(Expressed in thousands of Barbados Dollars)

### 2. Significant accounting policies... continued

#### i) Financial assets... continued

##### i) Available-for-sale

These financial assets are intended to be held for an indefinite period of time and hence are included in non-current assets unless management intends to dispose of the investment within 12 months of the consolidated balance sheet date. They may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. They are measured initially at cost and are subsequently remeasured at their fair value based on quoted bid prices. Investments without quoted prices are carried at management's valuation based on the net assets of the entity net of any provisions made where there is an indication of impairment. Unrealised gains and losses are recorded in the financial investments reserve. Either on the disposal of the asset or if the asset is determined to be impaired, the previously recorded unrealised gain or loss is transferred to the consolidated statement of income.

##### ii) Loans and receivables

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. These assets are carried at amortised cost less provision for impairment. The Group's loans and receivables comprise government bonds and fixed deposits, trade and other receivables and cash and cash equivalents in the consolidated balance sheet. Maturities in excess of 12 months after the consolidated balance sheet date are classified as non-current assets.

Purchases and sales of these investments are recognised on the trade date which is the date that the Group commits to purchase or sell the asset. Cost of purchase includes transaction costs.

Financial assets are de-recognised when the rights to receive cash flows from the investments have expired or have been transferred and the Group has transferred substantially all risks and rewards of ownership.

Interest income arising on financial investments is accrued using the effective yield method and is included in other (losses)/gains – net in the consolidated statement of income. Dividends are recorded in other (losses)/gains – net when the right to receive payment is established.

A financial asset is considered impaired if its carrying amount exceeds its estimated recoverable amount. The impairment loss for assets carried at amortised cost is calculated as the difference between the carrying amount and the present value of expected future cash flows discounted at the original effective interest rate. The recoverable amount for an available-for-sale equity security is its fair value. An impairment loss for an available-for-sale equity security is recognised in income if there has been a significant or prolonged decline in its recoverable amount below cost. Significant or prolonged declines are assessed in relation to the period of time and extent to which the fair value of the equity security is less than its cost.

Except for equity securities, if in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed, and the amount of the reversal is recognised in income. For equity securities, any subsequent increases in fair value after an impairment has occurred are recognised in the financial investments reserve in equity.

#### j) Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is generally determined using the average cost method. The cost of finished goods and work in progress comprises raw materials, direct labour, other direct costs and related production overheads (based on normal operating capacity). It excludes borrowing costs. Net realisable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses. The valuation of aged rum includes warehousing and other indirect costs associated with the storage of rum. Provision is made for obsolete, slow-moving and defective items.

#### k) Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at the anticipated realisable value. A provision for impairment of trade receivables is established when there is objective evidence that the Group will



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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(Expressed in thousands of Barbados dollars)

## 2. Significant accounting policies... continued

### k) Trade receivables... continued

not be able to collect all amounts due according to the original terms of receivables. Significant financial difficulties of the debtor and default or delinquency in payments are considered indicators that the trade receivable is impaired. The amount of the provision is the difference between the carrying amount and the anticipated realisable value. The carrying amount of the asset is reduced through the use of the provision for impairment of receivables and the amount of loss is recognised in the consolidated statement of income within selling, marketing and administrative expenses. When a trade receivable is uncollectible, it is written off against the provision for impairment of receivables and any subsequent recoveries of amounts previously written off are credited against selling, marketing and administrative expenses.

### l) Cash and cash equivalents

Cash and cash equivalents include cash in hand, short-term bank deposits, other short-term highly liquid investments with original maturities of three months or less and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the consolidated balance sheet.

Cash equivalents are subject to an insignificant risk of change in value.

### m) Trade payables

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

### n) Borrowings

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost and any difference between the net proceeds and the redemption value is recognised in the consolidated statement of income over the period of the borrowings using the effective interest method. Associated costs are classified as finance costs in the consolidated statement of income. Borrowings due within twelve months of the consolidated balance sheet date are classified as current liabilities. Preference shares which are mandatorily redeemable by the holder of the shares are classified as liabilities. The dividends on these preference shares are recognised in the consolidated statement of income within finance costs.

### o) Current and deferred income tax

The current income tax charge is calculated on the basis of the tax laws enacted or substantively enacted at the consolidated balance sheet date in the countries where the Group's subsidiaries and associates operate and generate taxable income. Management periodically evaluates positions taken in tax returns with respect to situations where applicable tax regulations are subject to interpretation and establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

The Group follows the liability method of accounting for deferred tax whereby all temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes are provided for at the corporation tax rates which are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred tax assets are only recognised when it is probable that taxable income will be available against which the assets may be utilised.

### p) Employee benefits

#### i) Pension obligations

The Company and certain of its subsidiary companies operate defined benefit and defined contribution pension plans for their employees under segregated fund policies with Sagicor Life Inc. as well as with BNP Paribas Security Services. The schemes are generally funded through payments from the employees and the Group, determined by annual actuarial calculations.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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(Expressed in thousands of Barbados Dollars)

### 2. Significant accounting policies... continued

#### p) Employee benefits... continued

##### i) *Pension obligations... continued*

Defined benefit plans define an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation. The liability recognised in the consolidated balance sheet in respect of defined benefit pension plans is the present value of the defined benefit obligation at the consolidated balance sheet date less the fair value of plan assets, together with adjustments for unrecognised actuarial gains or losses and past service costs. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of long-term government securities. All actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions in excess of the greater of 10% of the value of plan assets or 10% of the defined benefit obligation are charged or credited to the consolidated statement of income over ten years being less than the employees' expected average remaining working lives. Past service costs are recognised immediately in the consolidated statement of income, unless the changes to the pension plan are conditional on the employees remaining in service for a specified period of time (the vesting period). In this case, the past service costs are amortised on a straight-line basis over the vesting period.

For the defined contribution plans, the Group pays contributions to privately administered funds on a mandatory basis. The Group has no further payment obligations once the contributions have been paid. The contributions are recognised as employee benefits expense when they are due. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in the future payments is available.

##### ii) *Profit-sharing bonus plan*

The Group recognises a liability and an expense for profit-sharing bonuses, based on a formula that takes into consideration the profit attributable to the Company's shareholders after certain adjustments. The Group recognises a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

##### iii) *Share-based compensation*

The Group operates various share-based compensation plans. In addition to an executive share option plan, there is a bonus share purchase scheme which is only offered to full time employees of the Group in Barbados and a broad based employee share purchase scheme for all full time employees.

The excess of the fair value of the options granted over the amount that management has to pay for the options is recognised in the share-based payments expense in selling, marketing and administrative expenses and credited to the share-based payments reserve in equity. The proceeds received when the options are exercised are credited to share capital.

Any discounts offered under the bonus share purchase scheme and the employee share purchase scheme are also recognised in the share-based payments expense.

#### q) Provisions

Provisions are recognised when the Group has a present legal or constructive obligation, as a result of past events, if it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are measured at the present value of the expenditures expected to be required to settle the obligation.

#### r) Revenue recognition

Revenue comprises the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of the Group's activities. Revenue is shown net of value-added tax, estimated returns, rebates and discounts and after eliminated sales within the Group. Revenue is recognised as follows:

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(Expressed in thousands of Barbados Dollars)

## 2. Significant accounting policies... continued

### r) Revenue recognition... continued

#### i) *Sales of goods – wholesale and retail*

Sales of goods are recognised when a Group entity has delivered products to the customer, the customer has accepted the products and collectibility of the related receivables is reasonably assured.

#### ii) *Sales of services*

Sales of services are recognised in the accounting period in which the services are rendered.

#### iii) *Interest income*

Interest income is recognised on an accrual basis using the effective interest method.

#### iv) *Dividend income*

Dividend income is recognised when the Group's right to receive payment is established.

#### v) *Royalty and rental income*

Royalty and rental income is recognised on an accrual basis.

#### vi) *Premium income*

Premiums are recognised over the lives of the policies written. Unearned premiums represent the portion of premiums written in the current year which relate to periods of insurance subsequent to the consolidated balance sheet date calculated using the twenty-fourths method. Unearned premiums relating to marine cargo are deemed to be nil as such policies are generally issued for periods not exceeding one month.

### s) Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the consolidated statement of income on a straight-line basis over the period of the lease.

Assets leased out under operating leases are included in property, plant and equipment or investment property in the consolidated balance sheet. They are depreciated over their expected useful lives on a basis consistent with similar property, plant and equipment. Rental income is recognised on a straight-line basis over the lease term.

### t) Insurance contracts

#### *Recognition and measurement*

The Group issues contracts that transfer insurance risk. Insurance contracts are those contracts that transfer significant insurance risk. As a general guideline, the Group defines as significant insurance risk the possibility of having to pay benefits on the occurrence of an insured event that are at least 10% more than the benefits payable if the insured event did not occur.

Insurance contracts issued are classified as short-term insurance contracts. These contracts are principally property, accident, motor, liability and marine insurance contracts.

Property insurance contracts indemnify the Group's customers in the event of a loss from specified insured perils (such as but not limited to fire, windstorm or earthquake) and their consequences up to the insured amount and within the terms of the policy conditions. These contracts are issued for both private and commercial risks.

Accident insurance contracts indemnify the Group's customers in the event of personal injury, loss and/or damage to property up to the insured amount and within the terms of the policy conditions.

Motor insurance contracts indemnify the Group's customers for their legal requirement under the applicable Road Traffic Act. These contracts may be extended for additional coverage such as physical damage, theft and personal accident.

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(Expressed in thousands of Barbados Dollars)

### 2. Significant accounting policies... continued

#### t) Insurance contracts... continued

##### *Recognition and measurement... continued*

Liability insurance contracts provide coverage for liability exposures that indemnify the Group's customers against actions from third parties subject to policy limits and conditions. The typical protection offered is designed for employers who become legally liable to pay compensation to injured employees (employers' liability) and employers who become liable to pay compensation to third parties for bodily harm or property damage (public liability).

Marine insurance contracts indemnify the Group's customers for loss or damage to their insured cargo.

For these contracts, premiums are recognised as revenue (earned premiums) over the period of coverage. The portion of premium received on in-force contracts that relates to unexpired risks at the consolidated balance sheet date is reported as the unearned premium liability. Premiums are shown before the deduction of commission.

Claims and loss adjustment expenses are charged to the consolidated statement of income as incurred based on the estimated liability for compensation owed to contract holders or third parties damaged by contract holders. They include direct and indirect claims settlement costs and arise from events that have occurred up to the consolidated balance sheet date even if they have not yet been reported to the Group. The Group does not discount its liabilities for unpaid claims.

##### *Reinsurance contracts held*

Contracts entered into by the Group with reinsurers under which the Group is compensated for losses on one or more contracts issued by the Group and that meet the classification requirements for insurance contracts are classified as reinsurance contracts held. Contracts that do not meet these classification requirements are classified as financial assets.

The benefits to which the Group is entitled under its reinsurance contracts held are recognised as reinsurance assets. These assets consist of short-term balances due from reinsurers. Amounts recoverable from or due to reinsurers are measured consistently with the amounts associated with the reinsured insurance contracts and in accordance with the terms of each reinsurance contract.

The Group assesses recoverability of its reinsurance assets when there is objective evidence that the reinsurance asset is impaired and reduces the carrying amount of the reinsurance asset to its estimated recoverable amount by recognising an impairment loss in the consolidated statement of income. The Group gathers the objective evidence that a reinsurance asset is impaired using the same process adopted for financial assets held at amortised cost. The impairment loss is also calculated following the same method used for these financial assets.

##### *Claims provision and related reinsurance recoveries*

Provisions are made at the year end for the estimated cost of claims incurred but not yet settled at the consolidated balance sheet date. The estimated cost of claims includes expenses to be incurred in settling the claims and a deduction for the expected value of salvage and other recoveries. The Group takes all reasonable steps to ensure that it has appropriate information regarding its claims exposures. However, given the uncertainty in establishing claims provisions, it is likely that the outcome will prove to be different from the original liability established.

##### *Receivables and payables*

Receivables and payables are recognised when due. These include amounts due to and from agents, brokers and insurance contract holders.

If there is objective evidence that the insurance receivable is impaired, the Group reduces the carrying amount of the insurance receivable accordingly and recognises that impairment loss in the consolidated statement of income. The Group gathers the objective evidence that an insurance receivable is impaired using the same process adopted for receivables. The impairment loss is also calculated under the same method used for these financial assets.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 2. Significant accounting policies... continued

### t) Insurance contracts... continued

#### *Premiums and unearned premiums*

Premiums are earned over the term of the related insurance contracts in proportion to the period of risk. The reserve for unearned premiums is established for the portion of premiums written which relate to unexpired risks at the end of the period.

Premiums ceded are expensed over the term of the related insurance contracts in proportion to the period of risk, coterminous with the related gross premiums. The provision for deferred premiums is established for the portion of premiums ceded which relate to unexpired risks at the end of the period.

#### *Deferred acquisition costs*

Acquisition costs on premiums written vary with and are directly related to the production of business. These costs are deferred and recognized over the period of the policies to which they relate.

#### *Claims and claims expenses*

Claims and claims expenses are shown gross with amounts due under reinsurance contracts shown as reinsurance assets. Reserves for claims are recorded as incurred and represent estimates of future payments of reported and unreported claims and related expenses with respect to insured events that have occurred up to the consolidated balance sheet date. Reinsurance claims recoveries are estimated at the same time as the reserve for a claim is recorded. The provision reflects management's best estimate of the Group's ultimate liabilities and management believes that the provision is adequate.

### u) Dividend distributions

Dividend distributions to the Company's shareholders are recognised as a liability in the Group's consolidated financial statements in the period in which the dividends are approved.

## 3. Risk management

### a) Financial risk factors

The Group's activities expose it to a variety of financial risks: market risk (including currency risk, fair value interest rate risk, cash flow interest rate risk and price risk), credit risk and liquidity risk. The Group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Group's financial performance. The Group has not entered into forward contracts to reduce its risk exposures.

Risk management is carried out by Head Office under policies approved by the Board of Directors. Head Office identifies, evaluates and hedges financial risks where considered appropriate in close cooperation with the Group's operating units. The Board provides guidance for overall risk management.

#### *i) Market risk*

##### 1) Foreign exchange risk

The Group operates extra-regionally and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to Central and South American currencies. Foreign exchange risk arises from future commercial transactions and recognised assets and liabilities.

In order to manage the risk associated with movements in currency exchange rates in Central and South America on commercial transactions, the Group trades mainly in US dollars. The Group also seeks to maintain cash and cash equivalents in each operating currency, which are sufficient to match liabilities denominated in the same currency.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

### 3. Risk management... continued

#### a) Financial risk factors... continued

##### i) *Market risk... continued*

##### 1) Foreign exchange risk... continued

The table below illustrates the theoretical impact on equity and net income of a 5% depreciation in the Jamaican dollar and Latin American currencies when compared to the Barbados dollar as at September 30, 2011.

| <u>Effect of a 5% depreciation of</u> | <u>Effect on Equity</u> | <u>Effect on net income</u> |
|---------------------------------------|-------------------------|-----------------------------|
| Jamaican dollar                       | (201)                   | (392)                       |
| Latin American currencies             | (413)                   | (308)                       |

An appreciation of these currencies would have an equal and opposite effect on equity and net income.

##### 2) Price risk

The Group is exposed to equity securities price risk because of financial investments held by the Group and classified on the consolidated balance sheet as available-for-sale. The Group is not exposed to commodity price risk. To manage the price risk arising from investments in equity securities, the Group diversifies its portfolio.

The Group's publicly traded equity securities are included mainly on the Barbados Stock Exchange (BSE), the New York Stock Exchange (NYSE) and the Cayman Islands Stock Exchange (CSX).

If the BSE, NYSE and CSX had increased or decreased by 5% with all other variables held constant, the financial investments reserve within equity would increase or decrease by \$773 (2010 – \$931) as a result of gains or losses on equity securities classified as available-for-sale financial assets.

##### ii) *Credit risk*

Credit risk is the risk that a counterparty will be unable to pay amounts in full when due. Credit risk is managed on an entity basis. The Group's credit risk arises from cash, financial investments (loans and receivables) as well as credit exposures to wholesale and retail customers, amounts due from associated companies and other receivables.

The maximum exposure to credit risk is as follows:

|   | 2011           |            | 2010           |            |
|---|----------------|------------|----------------|------------|
|   | \$             | %          | \$             | %          |
| Cash  | 47,152         | 24         | 65,050         | 34         |
| Trade and other receivables                                   | 119,644        | 61         | 97,959         | 50         |
| Due by associated companies                                   | 4,932          | 2          | 8,640          | 4          |
| Financial investments<br>(debt securities and fixed deposits) | 25,312         | 13         | 23,031         | 12         |
|   | <b>197,040</b> | <b>100</b> | <b>194,680</b> | <b>100</b> |

Independent ratings exist for customers in the Group's catering operations. If no independent rating exists, customers are grouped according to credit history. Ratings available for the Group's cash and cash equivalents, trade receivables and financial investments are included in notes 6, 7 and 18.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 3. Risk management... continued

## a) Financial risk factors... continued

ii) *Credit risk... continued*

The Group has a large number of customers dispersed across the Caribbean and Latin America region. It has policies in place to ensure that sales of products and services are made to customers with an appropriate credit history, financial position, credit quality and other factors. The utilisation of credit limits is regularly monitored. Sales to retail customers are settled in cash or by using major credit cards. For banks and financial institutions only well known and reputable parties are accepted.

The table below summarises the balances due from the major wholesale and retail customers at the consolidated balance sheet date.

| Customer   | 2011  | 2010  |
|--|-------|-------|
| KLM Dutch Airlines (unrated)                     | –     | 1,106 |
| British Airways (rated BB- by Standard & Poor's) | 3,329 | 1,074 |
| Virgin Atlantic Airways (unrated)                | 1,700 | 1,645 |
| Caribbean Airlines (unrated)                     | 1,308 | –     |
| Taca International Airlines (unrated)            | 1,606 | 970   |
| Alstons Marketing Ltd. (unrated)                 | 650   | 1,231 |

Management does not expect any losses from non-performance by these counterparties.

iii) *Liquidity risk*

Liquidity risk is the risk that the Group is unable to meet its payment obligations associated with its financial liabilities when they fall due. In order to manage liquidity risks, management seeks to maintain sufficient levels of cash and cash equivalents and the availability of funding through an adequate amount of committed credit facilities, to meet reasonable expectations of its short-term obligations.

The table below analyses the Group's financial and insurance liabilities into relevant maturity groupings based on the remaining period at the consolidated balance sheet date to the contractual maturity date. The amounts disclosed in the table are contractual undiscounted cash flows.

|   | Less than<br>1 year | Between<br>1 and 2<br>years | Between<br>2 and 5<br>years | Over<br>5 years | Total          |
|---|---------------------|-----------------------------|-----------------------------|-----------------|----------------|
| <b>At September 30, 2011</b>              |                     |                             |                             |                 |                |
| Borrowings                                | 124,637             | 18,101                      | 44,978                      | 43,873          | 231,589        |
| Trade and other payables                  | 100,116             | –                           | –                           | –               | 100,116        |
| Due to associated companies               | 3,205               | –                           | –                           | –               | 3,205          |
| Insurance contracts                       | 5,572               | –                           | –                           | –               | 5,572          |
|   | 233,530             | 18,101                      | 44,978                      | 43,873          | 340,482        |
| <b>Off financial statement exposures:</b> |                     |                             |                             |                 |                |
| Guarantees and letters of credit          | 32,061              | –                           | –                           | –               | 32,061         |
| <b>Total</b>                              | <b>265,591</b>      | <b>18,101</b>               | <b>44,978</b>               | <b>43,873</b>   | <b>372,543</b> |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

### 3. Risk management... continued

#### a) Financial risk factors... continued

##### iii) Liquidity risk... continued

|   | Less than<br>1 year | Between<br>1 and 2<br>years | Between<br>2 and 5<br>years | Over<br>5 years | Total          |
|---|---------------------|-----------------------------|-----------------------------|-----------------|----------------|
| <b>At September 30, 2010</b>              |                     |                             |                             |                 |                |
| Borrowings                                | 119,979             | 20,507                      | 42,645                      | 35,119          | 218,250        |
| Trade and other payables                  | 96,644              | –                           | –                           | –               | 96,644         |
| Due to associated companies               | 2,443               | –                           | –                           | –               | 2,443          |
| Insurance contracts                       | 4,109               | –                           | –                           | –               | 4,109          |
|   | 223,175             | 20,507                      | 42,645                      | 35,119          | 321,446        |
| <b>Off financial statement exposures:</b> |                     |                             |                             |                 |                |
| Guarantees and letters of credit          | 31,154              | –                           | –                           | –               | 31,154         |
| <b>Total</b>                              | <b>254,329</b>      | <b>20,507</b>               | <b>42,645</b>               | <b>35,119</b>   | <b>352,600</b> |

The table below analyses the Group's financial assets into relevant maturity groupings based on the remaining period at the consolidated balance sheet date to the contractual maturity date.

|   | Less than<br>1 year | Between<br>1 and 2<br>years | Between<br>2 and 5<br>years | Over<br>5 years | Total   |
|---|---------------------|-----------------------------|-----------------------------|-----------------|---------|
| <b>At September 30, 2011</b>                                  |                     |                             |                             |                 |         |
| Cash  | 47,152              | –                           | –                           | –               | 47,152  |
| Trade and other receivables                                   | 110,031             | 237                         | 586                         | 140             | 110,994 |
| Due by associated companies                                   | 4,932               | –                           | –                           | –               | 4,932   |
| Reinsurance assets  | 4,456               | –                           | –                           | –               | 4,456   |
| Financial investments<br>(debt securities and fixed deposits) | 13,572              | 3,497                       | –                           | –               | 17,069  |
|   | 180,143             | 3,734                       | 586                         | 140             | 184,603 |
| <b>At September 30, 2010</b>                                  |                     |                             |                             |                 |         |
| Cash  | 65,050              | –                           | –                           | –               | 65,050  |
| Trade and other receivables                                   | 95,254              | 531                         | 562                         | 176             | 96,523  |
| Due by associated companies                                   | 8,640               | –                           | –                           | –               | 8,640   |
| Reinsurance assets  | 3,277               | –                           | –                           | –               | 3,277   |
| Financial investments<br>(debt securities and fixed deposits) | 17,343              | 6,130                       | –                           | –               | 23,473  |
|   | 189,564             | 6,661                       | 562                         | 176             | 196,963 |



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 3. Risk management... continued

## a) Financial risk factors... continued

iv) *Cash flow and fair value interest rate risk*

Although the Group has some interest bearing assets, the Group's interest rate risk arises mainly from long-term borrowings. Borrowings issued at variable rates expose the Group to cash flow interest rate risk. During 2011 and 2010 the Group's borrowings at variable rates were denominated in Barbados, Eastern Caribbean, Cayman and United States dollars. To manage against interest rate risk, the Group negotiates the best rates possible and where possible considers factors such as refinancing, renewing options and alternative financing. In a period of low interest rates the Group negotiates for fixed rates on borrowings for a period of at least five years.

At September 30, 2011, if interest rates on variable rate borrowings had been 1% higher or lower, with all other variables held constant, net income for the year would have been \$238 (2010 – \$253) lower or higher, mainly as a result of higher or lower finance costs on floating rate borrowings.

## b) Fair value of financial assets and liabilities

Fair value amounts represent estimates of the consideration that would currently be agreed upon between knowledgeable, willing parties who are under no compulsion to act and is best evidenced by a quoted market value, if one exists.

Financial instruments carried at fair value in the financial statements are measured in accordance with a fair value hierarchy. This hierarchy is as follows:

Level 1 – quoted instruments in active markets for identical instruments;

Level 2 – inputs other than quoted prices in Level 1 that are observable for the instrument either directly or indirectly;

Level 3 – inputs for the instrument that are not based on observable market data.

The fair value of financial instruments traded in active markets is based on quoted market prices at the consolidated balance sheet date. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer or broker, and those prices represent actual and regularly occurring market transactions on an arm's length basis. The quoted market price used for financial assets held by the Group is the current bid price. These instruments are included in Level 1.

The fair value of financial instruments that are not traded in an active market is determined by using valuation techniques. These valuation techniques maximise the use of observable market data where it is available and rely as little as possible on entity specific estimates. If all significant inputs required to fair value an instrument are observable, the instrument is included in Level 2.

If one or more of the significant inputs is not based on observable market data, the instrument is included in Level 3. Specific valuation techniques used to value such financial instruments include quoted market prices for similar instruments and discounted cash flow analysis.

|                                       | Level 1       | Level 2      | Level 3  | Total         |
|---------------------------------------|---------------|--------------|----------|---------------|
| <b>2011</b>                           |               |              |          |               |
| <b>Available-for-sale securities:</b> |               |              |          |               |
| Debt securities                       | 494           | 45           | –        | 539           |
| Equity securities                     | 10,906        | 6,477        | –        | 17,383        |
|                                       | <b>11,400</b> | <b>6,522</b> | <b>–</b> | <b>17,922</b> |

During the year there were no transfers between Level 1 and Level 2.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

### 3. Risk management... continued

#### b) Fair value of financial assets and liabilities... continued

The Group's financial assets and financial liabilities as disclosed in the consolidated balance sheet approximate their fair value except for the Group's borrowings, the fair value of which is disclosed in note 11.

#### c) *Capital risk management*

The Group's objectives when managing capital are to maximize shareholders' returns and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, issue new shares or sell assets to reduce debt.

The Group monitors capital on the basis of the debt to asset ratio. This ratio is calculated as total debt divided by total assets plus total debt. Total debt is calculated as total liabilities as shown on the consolidated balance sheet.

During 2011 and 2010 the Group's strategy was to achieve the debt to asset ratio of 33:67. The debt to asset ratios at September 30, 2011 and 2010 are as follows:

|                     | 2011    | 2010    |
|---------------------|---------|---------|
| Total debt          | 340,157 | 319,272 |
| Total assets        | 887,556 | 893,848 |
| Debt to asset ratio | 28:72   | 26:74   |

#### **Statutory compliance**

The Group's insurance company, M&C General Insurance Company, is regulated by the Insurance Act No. 6 of 1995 (the Insurance Act) of St. Lucia.

Section 34 of the Insurance Act states that a general insurer will be deemed to be insolvent if its assets do not exceed the sum of its liabilities by the greater of \$148 or twenty per cent (20%) of its premium income in respect of its general insurance business in its last preceding financial year. Premium income of a company shall be assessed as the net amount, after deductions for any premiums paid by the company for reinsurance in that year in respect of all general insurance business carried on by the company. The Company was deemed solvent as of September 30, 2011.

Section 80 of the Insurance Act requires that a general insurer (carrying on motor vehicle and insurance business other than long-term insurance) shall deposit with the Registrar either the greater of \$56 or an amount equal to 40% of its net premium income in respect of business transacted during the last preceding financial year. The Company was in compliance with this requirement as of September 30, 2011.

Section 88 of the Insurance Act requires that the company establishes a motor vehicle insurance fund equal to its liability and contingency reserves for motor vehicle insurance business less amounts held on deposit with the Registrar. The Company was in compliance with this requirement as of September 30, 2011.

The local insurance regulator specifies the minimum amount and type of capital that must be held by the Company in addition to their insurance liabilities. The minimum required capital must be maintained at all times throughout the year. The Company is subject to insurance solvency regulations and the Company has embedded in its asset liability management framework the necessary tests to ensure the continuous and full compliance with such regulations.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 3. Risk management... continued

### c) Capital risk management... continued

#### Statutory compliance... continued

The table below summarises the minimum required capital and the regulatory capital held by the Company.

|                            | 2011  | 2010  |
|----------------------------|-------|-------|
| Regulatory capital held    | 2,370 | 2,370 |
| Minimum regulatory capital | 555   | 555   |

### d) Insurance risk

The risk under any one insurance contract is the possibility that the insured event occurs and the uncertainty of the amount of the resulting claim. By the very nature of an insurance contract, this is random and therefore unpredictable.

The principal risk that the Group faces under its insurance contracts is that the actual claim payments exceed the carrying amount of the insurance liabilities. This could occur because the frequency or severity of claims is greater than estimated. Insurance events are random and the actual number and amounts of claims will vary from expectations from year to year.

Experience shows that the larger the portfolio of similar insurance contracts, the smaller the relative variability about the expected outcome will be. The Group's underwriting strategy promotes diversification of insurance risks accepted and the creation of a large population of risks in each category to reduce the variability of the expected outcome.

Factors that aggravate insurance risk include lack of risk diversification in terms of type and amount of risk, geographical location and type of industry covered.

#### Reinsurance arrangements

The Group limits its exposure to insurance losses through the purchase of reinsurance. The Group's retained risk by line of business is disclosed below:

| Type of Insurance Contract | Retention of Insurers  |
|----------------------------|--|
| Property risks             | Maximum net retention of \$74<br>Maximum gross retention of \$370<br>Maximum net retention of \$556 for catastrophe risk         |
| Motor & Liability          | Maximum net retention of \$2,222 for single risk<br>Treaty limits for motor of \$2,963<br>Treaty limits for liability of \$2,963 |
| Miscellaneous accident     | Maximum net retention of \$74<br>Treaty limits of \$370  |
| Marine                     | Maximum retention of \$260 for single risk<br>Treaty limit of \$407 for any one loss   |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

#### 4. **Critical accounting estimates and judgements**

The development of estimates and the exercise of judgement in applying accounting policies may have a material impact on the Group's reported assets, liabilities, revenues and expenses. The items which may have the most effect on the Group's financial statements are set out below.

##### *Valuation of property*

The Group utilises professional valuers to determine the fair value of its properties. Valuations are determined through the application of a variety of different valuation methods which are all sensitive to the underlying assumptions chosen.

##### *Recognition and measurement of intangible assets*

The recognition and measurement of intangible assets, other than goodwill, in a business combination involves the utilisation of valuation techniques which may be very sensitive to the underlying assumptions utilised. These intangibles may be marketing related, consumer related, contract based or technology based.

For significant amounts of intangibles arising from a business combination, the Group utilises independent professional advisors to assist management in determining the recognition and measurement of these assets.

##### *Impairment of intangible assets*

###### a) **Goodwill**

The assessment of goodwill impairment involves the determination of the fair value of the cash generating units to which the goodwill has been allocated. Determination of fair value involves the estimation of future cash flows or of net income from ordinary activities of these business units and the expected returns to providers of capital to the business units and/or to the Group as a whole.

The Group updates its business unit financial projections annually and assesses whether there is any impairment of goodwill.

###### b) **Other intangible assets**

The assessment of impairment of other intangible assets involves the determination of the intangible's fair value or value in use. In the absence of an active market for an intangible, its fair value may need to be estimated. In determining an intangible asset's value in use, estimates are required of future cash flows generated as a result of holding the asset.

#### 5. **Segmental reporting**

Management has determined the operating segments based on the reports reviewed by the Board of Directors that are used to make strategic decisions. The Group is divided into four reporting segments based on the different types of products and services offered. These products and services are described in note 1. The operating segments derive their revenue primarily from the distribution of general merchandise, manufacturing of food and consumables, and provision of catering, ground handling, hospitality and financial services. The Directors assess the performance of the operating segments on the basis of revenue and profit or loss before tax excluding some other (losses)/gains – net which are shown as adjustments.

Information segmented on a geographical basis has been included in the notes to the consolidated financial statements as the Directors believe that this information is useful to an understanding of the operations of the Group.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 5. Segmental reporting... continued

The segment information provided to the Board of Directors is as follows:

## Operating segments

|   | Import,<br>distribution<br>and<br>marketing | Manufacturing<br>and<br>services | Catering<br>and<br>ground<br>handling | Hotels<br>and<br>financial<br>services | Eliminations/<br>unallocated | Total          |
|---|---|----------------------------------|---------------------------------------|--|------------------------------|----------------|
| <b>2011</b>   |   |                                  |                                       |  |                              |                |
| <b>Revenue</b>  |   |                                  |                                       |  |                              |                |
| External sales  | 651,188                                     | 119,641                          | 181,564                               | –                                      | (3,095)                      | 949,298        |
| Inter-segment sales   | 15,300                                      | 48,304                           | 1,314                                 | –                                      | (64,918)                     | –              |
| Associated companies' sales                                 | –   | 78,643                           | 70,121                                | 195,536                                | (344,300)                    | –              |
| <b>Total revenue</b>  | <b>666,488</b>                              | <b>246,588</b>                   | <b>252,999</b>                        | <b>195,536</b>                         | <b>(412,313)</b>             | <b>949,298</b> |
| <b>Segment result</b>                                       |   |                                  |                                       |  |                              |                |
| Profit from operations                                      | 15,363                                      | 6                                | 20,206                                | –                                      | 5,192                        | 40,767         |
| Other (losses)/gains – net                                  | (8,304)                                     | 764                              | (8,330)                               | –                                      | (11,975)                     | (27,845)       |
| Finance costs   | (6,351)                                     | (419)                            | (48)                                  | –                                      | (5,007)                      | (11,825)       |
| Share of income from associated companies                   | –   | 40                               | 1,444                                 | 3,196                                  | –                            | 4,680          |
| <b>Income before non-controlling interests and taxation</b> | <b>708</b>                                  | <b>391</b>                       | <b>13,272</b>                         | <b>3,196</b>                           | <b>(11,790)</b>              | <b>5,777</b>   |
| Non-controlling interests                                   | (668)                                       | (40)                             | (5,736)                               | –                                      | 6,444                        | –              |
| <b>Income before taxation</b>                               | <b>40</b>                                   | <b>351</b>                       | <b>7,536</b>                          | <b>3,196</b>                           | <b>(5,346)</b>               | <b>5,777</b>   |
| Taxation  |   |                                  |                                       |  |                              | (11,095)       |
| <b>Net loss for the year</b>                                |   |                                  |                                       |  |                              | <b>(5,318)</b> |
| <b>Other information</b>                                    |   |                                  |                                       |  |                              |                |
| Operating assets  | 415,089                                     | 111,691                          | 89,650                                | –                                      | 80,821                       | 697,251        |
| Intangible assets   | 35,431                                      | 1,244                            | 3,896                                 | –                                      | –                            | 40,571         |
| Investments in associated companies                         | –   | 25,398                           | 8,164                                 | 37,090                                 | –                            | 70,652         |
| Unallocated corporate assets                                | –   | –                                | –                                     | –                                      | 79,082                       | 79,082         |
| <b>Consolidated corporate assets</b>                        | <b>450,520</b>                              | <b>138,333</b>                   | <b>101,710</b>                        | <b>37,090</b>                          | <b>159,903</b>               | <b>887,556</b> |
| Capital expenditure   | 11,889                                      | 5,231                            | 9,448                                 | –                                      | 8,257                        | 34,825         |
| Depreciation  | 9,357                                       | 7,523                            | 5,688                                 | –                                      | 503                          | 23,071         |
| Amortisation of intangible assets                           | 1,119                                       | –                                | 15                                    | –                                      | –                            | 1,134          |
| Impairment of intangible assets                             | 13,986                                      | –                                | –                                     | –                                      | –                            | 13,986         |
| Employee numbers  | 2,261                                       | 678                              | 2,083                                 | –                                      | 43                           | 5,065          |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

### 5. Segmental reporting... continued

#### Operating segments... continued

|   | Import,<br>distribution<br>and<br>marketing | Manufacturing<br>and<br>services | Catering<br>and<br>ground<br>handling | Hotels<br>and<br>financial<br>services | Eliminations/<br>unallocated | Total          |
|---|---|----------------------------------|---------------------------------------|--|------------------------------|----------------|
| <b>2010</b>   |   |                                  |                                       |  |                              |                |
| <b>Revenue</b>  |   |                                  |                                       |  |                              |                |
| External sales  | 622,700                                     | 106,052                          | 152,230                               | –                                      | (3,154)                      | 877,828        |
| Inter-segment sales   | 10,092                                      | 45,547                           | 1,070                                 | –                                      | (56,709)                     | –              |
| Associated companies' sales                                 | –   | 115,574                          | 61,377                                | 187,509                                | (364,460)                    | –              |
| <b>Total revenue</b>  | <b>632,792</b>                              | <b>267,173</b>                   | <b>214,677</b>                        | <b>187,509</b>                         | <b>(424,323)</b>             | <b>877,828</b> |
| <b>Segment result</b>                                       |   |                                  |                                       |  |                              |                |
| Profit from operations                                      | 19,706                                      | 1,286                            | 16,662                                | –                                      | 5,412                        | 43,066         |
| Other gains/(losses) – net                                  | 3,999                                       | 1,434                            | 8,224                                 | –                                      | (2,867)                      | 10,790         |
| Finance costs   | (6,504)                                     | (286)                            | (56)                                  | –                                      | (5,569)                      | (12,415)       |
| Share of income from associated companies                   | 2,756                                       | 2,728                            | 1,904                                 | 2,917                                  | –                            | 10,305         |
| <b>Income before non-controlling interests and taxation</b> | <b>19,957</b>                               | <b>5,162</b>                     | <b>26,734</b>                         | <b>2,917</b>                           | <b>(3,024)</b>               | <b>51,746</b>  |
| Non-controlling interests                                   | (3,566)                                     | 137                              | (12,376)                              | –                                      | 15,805                       | –              |
| <b>Income before taxation</b>                               | <b>16,391</b>                               | <b>5,299</b>                     | <b>14,358</b>                         | <b>2,917</b>                           | <b>12,781</b>                | <b>51,746</b>  |
| Taxation  |   |                                  |                                       |  |                              | (12,313)       |
| <b>Net income for the year</b>                              |   |                                  |                                       |  |                              | <b>39,433</b>  |
| <b>Other information</b>                                    |   |                                  |                                       |  |                              |                |
| Operating assets  | 399,103                                     | 100,155                          | 91,862                                | –                                      | 77,377                       | 668,497        |
| Intangible assets   | 50,536                                      | 1,244                            | 274                                   | –                                      | –                            | 52,054         |
| Investments in associated companies                         | 12  | 29,250                           | 7,967                                 | 47,881                                 | –                            | 85,110         |
| Unallocated corporate assets                                | –   | –                                | –                                     | –                                      | 88,187                       | 88,187         |
| <b>Consolidated corporate assets</b>                        | <b>449,651</b>                              | <b>130,649</b>                   | <b>100,103</b>                        | <b>47,881</b>                          | <b>165,564</b>               | <b>893,848</b> |
| Capital expenditure   | 13,545                                      | 4,582                            | 6,250                                 | –                                      | 219                          | 24,596         |
| Depreciation  | 8,633                                       | 7,162                            | 5,578                                 | –                                      | 511                          | 21,884         |
| Amortisation of intangible assets                           | 1,117                                       | –                                | 16                                    | –                                      | –                            | 1,133          |
| Impairment of intangible assets                             | 289   | –                                | –                                     | –                                      | –                            | 289            |
| Employee numbers  | 2,165                                       | 641                              | 1,593                                 | –                                      | 42                           | 4,441          |

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(Expressed in thousands of Barbados Dollars)

## 5. Segmental reporting... continued

## Operating segments... continued

A reconciliation of adjustments to income before taxation is provided as follows:

|  | 2011            | 2010           |
|--|-----------------|----------------|
| Total income before non-controlling interests and taxation for reportable segments | 17,567          | 54,770         |
| <b>Eliminations/unallocated</b>  |                 |                |
| Unallocated group companies  | 1,522           | (3,030)        |
| Write-off of associated companies  | (14,298)        | –              |
| Gain arising on acquisition  | 155             | 6              |
| Loss on remeasurement of previous equity interest in associate at fair value       | (44)            | –              |
| Gain arising on disposal of investment in associated company                       | 875             | –              |
| <b>Total eliminations/unallocated</b>  | <b>(11,790)</b> | <b>(3,024)</b> |
| <b>Total income before taxation</b>  | <b>5,777</b>    | <b>51,746</b>  |

Reportable segment assets are reconciled to total assets as follows:

|  | 2011           | 2010           |
|--|----------------|----------------|
| Total assets for reportable segments             | 727,653        | 728,284        |
| <b>Unallocated assets</b>                        |                |                |
| Operating assets for unallocated group companies | 80,821         | 77,377         |
| Current income tax assets                        | 2,451          | 4,870          |
| Investment property                              | 19,372         | 23,557         |
| Financial investments                            | 43,739         | 44,777         |
| Deferred income tax assets                       | 6,824          | 5,845          |
| Pension plan assets                              | 5,759          | 7,708          |
| Long-term trade and other receivables            | 937            | 1,430          |
| <b>Total unallocated assets</b>                  | <b>159,903</b> | <b>165,564</b> |
| <b>Total assets</b>                              | <b>887,556</b> | <b>893,848</b> |

## Geographical information

|                 | External sales |                | Non-current assets |                |
|-----------------|----------------|----------------|--------------------|----------------|
|                 | 2011           | 2010           | 2011               | 2010           |
| Barbados        | 211,027        | 203,043        | 186,180            | 188,150        |
| St. Lucia       | 291,052        | 271,343        | 129,784            | 149,222        |
| Grenada         | 88,839         | 91,393         | 64,830             | 62,021         |
| Other Caribbean | 211,063        | 187,522        | 73,277             | 70,170         |
| Latin America   | 95,683         | 75,868         | 21,828             | 17,853         |
| Other           | 51,634         | 48,659         | –                  | –              |
| <b>Total</b>    | <b>949,298</b> | <b>877,828</b> | <b>475,899</b>     | <b>487,416</b> |

Sales between reportable segments are carried out at arm's length.

Revenue is attributed to countries on the basis of the customer's location.



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(Expressed in thousands of Barbados Dollars)

### 5. Segmental reporting... continued

For the purposes of segment information, non-current assets exclude financial investments, deferred tax assets and pension plan assets.

During the year, the Group renamed the manufacturing and non-financial services segments, manufacturing and services and catering and ground handling segments respectively and made other changes in the composition of the Group's reportable segments. The prior year's segment disclosures have been restated accordingly.

| Geographical segments                                       | Barbados       | Other<br>Caribbean | Latin<br>America | Eliminations/<br>unallocated | Total          |
|---|----------------|--------------------|------------------|------------------------------|----------------|
| <b>2011</b>   |                |                    |                  |                              |                |
| <b>Revenue</b>  |                |                    |                  |                              |                |
| External sales  | 280,412        | 583,713            | 88,268           | (3,095)                      | 949,298        |
| Inter-segment sales   | 54,394         | 10,524             | –                | (64,918)                     | –              |
| Associated companies' sales                                 | 192,971        | 135,437            | 15,892           | (344,300)                    | –              |
| <b>Total revenue</b>  | <b>527,777</b> | <b>729,674</b>     | <b>104,160</b>   | <b>(412,313)</b>             | <b>949,298</b> |
| <b>Segment result</b>                                       |                |                    |                  |                              |                |
| Profit from operations                                      | 2,984          | 19,969             | 12,622           | 5,192                        | 40,767         |
| Other (losses)/gains – net                                  | 3,282          | (19,352)           | 200              | (11,975)                     | (27,845)       |
| Finance costs   | (1,392)        | (5,426)            | –                | (5,007)                      | (11,825)       |
| Share of income/(loss) from associated companies            | 4,136          | (216)              | 760              | –                            | 4,680          |
| <b>Income before non-controlling interests and taxation</b> | <b>9,010</b>   | <b>(5,025)</b>     | <b>13,582</b>    | <b>(11,790)</b>              | <b>5,777</b>   |
| Non-controlling interests                                   | (1,740)        | 1,580              | (6,284)          | 6,444                        | –              |
| <b>Income before taxation</b>                               | <b>7,270</b>   | <b>(3,445)</b>     | <b>7,298</b>     | <b>(5,346)</b>               | <b>5,777</b>   |
| Taxation  |                |                    |                  |                              | (11,095)       |
| <b>Net loss for the year</b>                                |                |                    |                  |                              | <b>(5,318)</b> |
| <b>Other information</b>                                    |                |                    |                  |                              |                |
| Operating assets  | 178,097        | 394,245            | 44,088           | 80,821                       | 697,251        |
| Intangible assets   | 1,346          | 39,087             | 138              | –                            | 40,571         |
| Investments in associated companies                         | 55,278         | 12,774             | 2,600            | –                            | 70,652         |
| Unallocated corporate assets                                | –              | –                  | –                | 79,082                       | 79,082         |
| <b>Consolidated corporate assets</b>                        | <b>234,721</b> | <b>446,106</b>     | <b>46,826</b>    | <b>159,903</b>               | <b>887,556</b> |
| Capital expenditure   | 7,745          | 13,303             | 5,520            | 8,257                        | 34,825         |
| Depreciation  | 9,966          | 10,730             | 1,872            | 503                          | 23,071         |
| Amortisation of intangible assets                           | –              | 1,134              | –                | –                            | 1,134          |
| Impairment of intangible assets                             | –              | 13,986             | –                | –                            | 13,986         |
| Employee numbers  | 1,102          | 2,908              | 1,012            | 43                           | 5,065          |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 5. Segmental reporting... continued

## Geographical segments... continued

|   | Barbados       | Other<br>Caribbean | Latin<br>America | Eliminations/<br>unallocated | Total          |
|---|----------------|--------------------|------------------|------------------------------|----------------|
| <b>2010</b>   |                |                    |                  |                              |                |
| <b>Revenue</b>  |                |                    |                  |                              |                |
| External sales  | 264,642        | 546,466            | 69,874           | (3,154)                      | 877,828        |
| Inter-segment sales   | 49,219         | 7,490              | –                | (56,709)                     | –              |
| Associated companies' sales                                     | 184,786        | 168,317            | 11,357           | (364,460)                    | –              |
| <b>Total revenue</b>  | <b>498,647</b> | <b>722,273</b>     | <b>81,231</b>    | <b>(424,323)</b>             | <b>877,828</b> |
| <b>Segment result</b>   |                |                    |                  |                              |                |
| Profit from operations  | 5,095          | 22,469             | 10,090           | 5,412                        | 43,066         |
| Other gains/(losses) – net                                      | 3,781          | 9,454              | 422              | (2,867)                      | 10,790         |
| Finance costs   | (1,992)        | (4,854)            | –                | (5,569)                      | (12,415)       |
| Share of income/(loss) from<br>associated companies             | 10,417         | (1,279)            | 1,167            | –                            | 10,305         |
| <b>Income before non-controlling<br/>interests and taxation</b> | <b>17,301</b>  | <b>25,790</b>      | <b>11,679</b>    | <b>(3,024)</b>               | <b>51,746</b>  |
| Non-controlling interests                                       | (4,156)        | (6,219)            | (5,430)          | 15,805                       | –              |
| <b>Income before taxation</b>                                   | <b>13,145</b>  | <b>19,571</b>      | <b>6,249</b>     | <b>12,781</b>                | <b>51,746</b>  |
| Taxation  |                |                    |                  |                              | (12,313)       |
| <b>Net income for the year</b>                                  |                |                    |                  |                              | <b>39,433</b>  |
| <b>Other information</b>  |                |                    |                  |                              |                |
| Operating assets  | 161,138        | 389,628            | 40,354           | 77,377                       | 668,497        |
| Intangible assets   | 1,346          | 50,570             | 138              | –                            | 52,054         |
| Investments in associated companies                             | 62,900         | 19,506             | 2,704            | –                            | 85,110         |
| Unallocated corporate assets                                    | –              | –                  | –                | 88,187                       | 88,187         |
| <b>Consolidated corporate assets</b>                            | <b>225,384</b> | <b>459,704</b>     | <b>43,196</b>    | <b>165,564</b>               | <b>893,848</b> |
| Capital expenditure   | 6,675          | 15,316             | 2,386            | 219                          | 24,596         |
| Depreciation  | 9,769          | 9,950              | 1,654            | 511                          | 21,884         |
| Amortisation of intangible assets                               | –              | 1,133              | –                | –                            | 1,133          |
| Impairment of intangible assets                                 | –              | 289                | –                | –                            | 289            |
| Employee numbers  | 1,046          | 2,397              | 956              | 42                           | 4,441          |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

### 6. Cash and cash equivalents

|                          | 2011          | 2010          |
|--------------------------|---------------|---------------|
| Cash                     | 47,152        | 65,050        |
| Bank overdraft (note 11) | (33,930)      | (32,397)      |
|                          | <b>13,222</b> | <b>32,653</b> |

Significant concentrations of cash are as follows:

|  | 2011   | 2010   |
|--|--------|--------|
| CIBC FirstCaribbean International Bank (unrated)             | 15,532 | 14,951 |
| CIBC (Long Term Issue Credit Rating A+ by Standard & Poor's) | 10,076 | 16,563 |
| Intertrade Finance Corporation (unrated)                     | –      | 8,725  |

### 7. Trade and other receivables

|   | 2011           | 2010          |
|---|----------------|---------------|
| Trade receivables                             | 92,408         | 83,954        |
| Other receivables                             | 34,047         | 22,445        |
| Trade and other receivables                   | 126,455        | 106,399       |
| Less: Provision for impairment of receivables | (8,313)        | (10,266)      |
| Trade and other receivables – net             | 118,142        | 96,133        |
| Loans receivable (other)                      | 1,174          | 1,606         |
| Loans receivable (mortgages)                  | 328            | 220           |
| Total   | 119,644        | 97,959        |
| Less: Long-term portion – loans receivable    | (937)          | (1,430)       |
| Current portion                               | <b>118,707</b> | <b>96,529</b> |

The credit quality of trade receivables that are neither past due nor impaired can be assessed by reference to historical information about default rates. External credit ratings are used if available.

#### a) Trade receivables

Total fully performing trade receivables without external ratings:

|  | 2011          | 2010          |
|--|---------------|---------------|
| New customers (< 6 months)   | 4,146         | 2,906         |
| Existing customers (> 6 months) - no past defaults                   | 23,351        | 18,488        |
| Existing customers (> 6 months) - some past defaults fully recovered | 20,318        | 23,397        |
|  | <b>47,815</b> | <b>44,791</b> |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 7. Trade and other receivables... continued

## a) Trade receivables... continued

Counterparties with external ratings:

|   | 2011   | 2010   |
|---|--------|--------|
| British Airways (Rated BB- by Standard & Poor's)    | 1,280  | 1,076  |
| American Airlines (Rated D by Standard & Poor's)    | 1,003  | 531    |
| Delta Air Lines (Rated B by Standard & Poor's)      | 760    | 680    |
| US Airways (Rated B- by Standard & Poor's)          | 170    | 115    |
| Continental Airlines (Rated B by Standard & Poor's) | 428    | 605    |
| Air Canada (Rated B- by Standard & Poor's)          | 129    | 272    |
| UPS (Rated AA- by Standard & Poor's)                | 23     | 14     |
|   | 3,793  | 3,293  |
| Total fully performing trade receivables            | 51,608 | 48,084 |

Trade receivables that are less than three months past due are not considered impaired. Based on historical information and customer relationships some trade receivables which are greater than three months past due but not greater than twelve months are not considered impaired. As of September 30, 2011, trade receivables of \$32,916 (2010 – \$26,464) were past due but not impaired. The aging of these trade receivables is as follows:

|                | 2011   | 2010   |
|----------------|--------|--------|
| Up to 3 months | 23,575 | 13,497 |
| 3 to 6 months  | 4,147  | 6,401  |
| 6 to 12 months | 5,194  | 6,566  |
|                | 32,916 | 26,464 |

As of September 30, 2011, trade receivables of \$7,884 (2010 – \$9,406) were impaired and provided for. A portion of these receivables is expected to be recovered. The aging of these trade receivables is as follows:

|                         | 2011   | 2010   |
|-------------------------|--------|--------|
| 3 to 6 months           | 213    | 223    |
| 6 to 12 months          | 1,846  | 910    |
| Over 12 months          | 5,825  | 8,273  |
|                         | 7,884  | 9,406  |
| Total trade receivables | 92,408 | 83,954 |

## b) Other receivables

|  | 2011   | 2010   |
|--|--------|--------|
| Total fully performing other receivables | 15,427 | 10,923 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

### 7. Trade and other receivables... continued

#### b) Other receivables... continued

Other receivables that are less than three months past due are not considered impaired. As of September 30, 2011, other receivables of \$18,191 (2010 – \$10,662) were past due but not impaired. The aging of these other receivables is as follows:

|                | 2011          | 2010          |
|----------------|---------------|---------------|
| Up to 3 months | 7,895         | 2,919         |
| 3 to 6 months  | 3,180         | 2,204         |
| 6 to 12 months | 1,779         | 1,327         |
| Over 12 months | 5,337         | 4,212         |
|                | <b>18,191</b> | <b>10,662</b> |

As of September 30, 2011, other receivables of \$429 (2010 – \$860) were impaired and provided for. A portion of these receivables is expected to be recovered. The aging of these other receivables is as follows:

|                         | 2011          | 2010          |
|-------------------------|---------------|---------------|
| 3 to 6 months           | 2             | 605           |
| 6 to 12 months          | 4             | –             |
| Over 12 months          | 423           | 255           |
|                         | <b>429</b>    | <b>860</b>    |
| Total other receivables | <b>34,047</b> | <b>22,445</b> |

Movement on the Group's provision for impairment of receivables is as follows:

|  | 2011         | 2010          |
|--|--------------|---------------|
| Balance – beginning of year                                    | 10,266       | 11,222        |
| Subsidiaries acquired during the year                          | 239          | –             |
| Provision for impairment of receivables                        | 1,690        | 1,510         |
| Less: Receivables written off during the year as uncollectible | (3,353)      | (1,954)       |
| Unused amounts reversed  | (530)        | (514)         |
| Exchange adjustment  | 1            | 2             |
| Balance – end of year  | <b>8,313</b> | <b>10,266</b> |

The creation and release of provision for impairment of receivables is included in selling, marketing and administrative expenses in the consolidated statement of income. Amounts charged to the provision for impairment of receivables are written off when there is no expectation of receiving additional cash. Direct write-offs for impaired receivables to the consolidated statement of income were \$509 (2010 – write-off of \$2,522).

Other receivables include \$8,000 advanced in respect of the acquisition of the assets of the agency and stevedoring business and operations of Sea Freight Agencies (Barbados) Limited (note 36).

The Group only holds collateral in respect of loans receivable (mortgages). The estimated fair value of this collateral at year end was \$1,006 (2010 – \$1,611).

Loans receivable (other) include an amount of \$700 which is repayable in five equal instalments commencing in November 2012.

Loans receivable (mortgages) do not include impaired assets.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

## 7. Trade and other receivables... continued

## b) Other receivables... continued

The effective interest rates on non-current receivables were as follows:

|                              | 2011 | 2010 |
|------------------------------|------|------|
| Loans receivable (mortgages) | 6%   | 6%   |

## 8. Due by/to associated companies

These amounts are interest free, unsecured and without stated terms of repayment.

## 9. Reinsurance assets

|                            | 2011   | 2010  |
|----------------------------|--------|-------|
| Outstanding claims         | 4,485  | 3,277 |
| Deferred reinsurance costs | 5,724  | 4,960 |
|                            | 10,209 | 8,237 |

## 10. Inventories

|                                  | 2011           | 2010           |
|----------------------------------|----------------|----------------|
| Finished goods                   | 140,081        | 136,121        |
| Raw materials                    | 21,187         | 20,395         |
| Work in progress                 | 763            | 210            |
|                                  | 162,031        | 156,726        |
| Less: Provision for obsolescence | (846)          | (1,001)        |
| <b>Total</b>                     | <b>161,185</b> | <b>155,725</b> |

The cost of inventories written down and recognised as an expense and included in cost of sales amounted to \$5,941 (2010 – \$4,089).

## 11. Borrowings

|  | 2011           | 2010           |
|--|----------------|----------------|
| <b>Non-current</b>   |                |                |
| Bank term loans at interest rates between 4.75% - 10.75% (2010 – 4.75% - 10.50%) repayable in regular instalments maturing at various intervals through 2020 (2010 – through to 2020) – see note (a) | 85,658         | 86,582         |
| <b>Current</b>   |                |                |
| Bank term loans at interest rates between 4.75% - 10.75% (2010 – 4.75% - 10.50%) repayable in regular instalments maturing at various intervals through 2020 (2010 – through to 2020) – see note (a) | 41,043         | 34,097         |
| Short-term loans payable on demand – see note (c)  | 10,531         | 10,335         |
| Preference shares – redeemable up to 2023 at a dividend rate of 6.5% payable semi-annually – see note (b)  | 32,434         | 32,434         |
| Bank overdraft (interest rates of 7.00% - 18.05%) (2010 – 5.50% - 19.25%) (note 6) – see note (a)  | 33,930         | 32,397         |
|  | 117,938        | 109,263        |
| <b>Total</b>   | <b>203,596</b> | <b>195,845</b> |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

September 30, 2011

(Expressed in thousands of Barbados Dollars)

### 11. Borrowings... continued

- a) The Company's bankers hold as collateral security, in support of the bank term loans and bank overdraft, the share certificates for the investments held by the Company in certain wholly owned subsidiary and associated companies.
- b) These preference shares were issued as part-payment of the purchase consideration for the acquisition of Minvielle & Chastanet Limited (M&C) and are denominated in US dollars. The shares have a fixed preferential dividend rate of 6.5% per annum to be paid semi-annually. The holders can redeem the preference shares by giving two months notice for every \$10,000 of the value thereof. Payment can be made in East Caribbean dollars at the holders' request. The holders also have the option to convert 60% of the preference shares into the Group's shares with the balance redeemable for cash, prior to 2023. Given the specific redemption terms, including the two month notice period for any redemption request prior to 2023, the full amount of the outstanding preference shares is shown as current borrowings.
- c) The short-term loans are unsecured and bear interest at rates varying between 3% and 8% (2010 – 3% and 8%) per annum.

The following have been pledged as security for the bank indebtedness of certain of the subsidiary companies:

**Antigua:** Floating charge debenture over business assets.

**Barbados:** Letters of charge, demand debentures and first legal mortgages over land and buildings and assets of certain subsidiary companies stamped to secure \$53,876 guarantee bond and postponement of claims by Goddard Enterprises Limited for full liability, assignment of fire and other perils insurance policies over fixed and floating assets to the bank.

**St. Kitts:** Leasehold buildings valued at \$2,880 and inventory valued at \$2,963.

**St. Lucia:** A hypothecary obligation and mortgage debentures stamped up to a limit of \$34,319 over the fixed and floating assets of subsidiary companies, guarantee and postponement of claims from a related company, and assignment of fire insurance policies over property and equipment to the bank.

**St. Vincent:** A letter of charge (memorandum of deposit of deed) over land and buildings of a subsidiary company, assignment of fire and perils insurance over stock, buildings, furniture and fixtures.

The exposure of the Group's borrowings to interest rate changes and the contractual repricing dates at the consolidated balance sheet date are as follows:

|                  | 2011           | 2010           |
|------------------|----------------|----------------|
| No exposure      | 181,765        | 173,137        |
| Less than 1 year | 21,500         | 22,557         |
| 1 – 5 years      | 331            | 151            |
|                  | <b>203,596</b> | <b>195,845</b> |

The fair value of the Group's fixed rate borrowings was \$128,155 at the year end.

The carrying amounts of the Group's borrowings are denominated in the following currencies:

|                       | 2011           | 2010           |
|-----------------------|----------------|----------------|
| Barbados dollar       | 68,739         | 47,423         |
| East Caribbean dollar | 74,954         | 67,495         |
| Jamaica dollar        | 217            | 274            |
| US dollar             | 59,686         | 79,888         |
| Cayman dollar         | –              | 765            |
|                       | <b>203,596</b> | <b>195,845</b> |



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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## 12. Trade and other payables

|                     | 2011    | 2010   |
|---------------------|---------|--------|
| Trade payables      | 55,482  | 46,071 |
| Accrued liabilities | 54,787  | 53,431 |
|                     | 110,269 | 99,502 |

## 13. Insurance contracts

|   | 2011   | 2010   |
|---|--------|--------|
| Provision for losses and loss adjustment expenses | 5,572  | 4,109  |
| Unearned premiums                                 | 8,580  | 8,093  |
|   | 14,152 | 12,202 |

## 14. Property, plant and equipment

|   | Freehold<br>land and<br>buildings | Leasehold<br>buildings | General<br>equipment | Total     |
|---|-----------------------------------|------------------------|----------------------|-----------|
| <b>At September 30, 2009</b>              |                                   |                        |                      |           |
| Cost or valuation                         | 256,099                           | 32,142                 | 227,885              | 516,126   |
| Accumulated depreciation                  | (20,306)                          | (15,038)               | (158,454)            | (193,798) |
| Net book amount                           | 235,793                           | 17,104                 | 69,431               | 322,328   |
| <b>Year ended September 30, 2010</b>      |                                   |                        |                      |           |
| Opening net book amount                   | 235,793                           | 17,104                 | 69,431               | 322,328   |
| Exchange differences                      | 392                               | 227                    | 52                   | 671       |
| Subsidiary acquired during year           | –                                 | 222                    | 73                   | 295       |
| Additions                                 | 2,726                             | 800                    | 21,070               | 24,596    |
| Disposals                                 | (875)                             | –                      | (1,026)              | (1,901)   |
| Reclassifications                         | 1,323                             | (1,593)                | 270                  | –         |
| Revaluation surplus                       | 636                               | –                      | –                    | 636       |
| Hyperinflationary revaluation             | –                                 | 1,062                  | 989                  | 2,051     |
| Depreciation charge (note 24)             | (3,098)                           | (1,695)                | (17,091)             | (21,884)  |
| Transfer to investment property (note 15) | (1,527)                           | –                      | –                    | (1,527)   |
| Closing net book amount                   | 235,370                           | 16,127                 | 73,768               | 325,265   |
| <b>At September 30, 2010</b>              |                                   |                        |                      |           |
| Cost or valuation                         | 259,494                           | 36,852                 | 243,827              | 540,173   |
| Accumulated depreciation                  | (24,124)                          | (20,725)               | (170,059)            | (214,908) |
| Net book amount                           | 235,370                           | 16,127                 | 73,768               | 325,265   |

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(Expressed in thousands of Barbados Dollars)

### 14. Property, plant and equipment... continued

|   | Freehold<br>land and<br>buildings | Construction<br>in progress | Leasehold<br>buildings | General<br>equipment | Total          |
|---|-----------------------------------|-----------------------------|------------------------|----------------------|----------------|
| <b>Year ended September 30, 2011</b>        |                                   |                             |                        |                      |                |
| Opening net book amount                     | 235,370                           | –                           | 16,127                 | 73,768               | 325,265        |
| Exchange differences                        | 339                               | –                           | (7)                    | 87                   | 419            |
| Subsidiary acquired during year             | –                                 | –                           | 121                    | 2,588                | 2,709          |
| Additions                                   | 6,379                             | 8,066                       | 1,562                  | 18,818               | 34,825         |
| Disposals                                   | (1)                               | –                           | (2)                    | (756)                | (759)          |
| Reclassifications                           | (34)                              | –                           | –                      | 34                   | –              |
| Hyperinflationary revaluation               | –                                 | –                           | 235                    | 244                  | 479            |
| Depreciation charge (note 24)               | (3,054)                           | –                           | (1,432)                | (18,585)             | (23,071)       |
| Transfer from investment property (note 15) | 4,500                             | –                           | –                      | –                    | 4,500          |
| <b>Closing net book amount</b>              | <b>243,499</b>                    | <b>8,066</b>                | <b>16,604</b>          | <b>76,198</b>        | <b>344,367</b> |
| <b>At September 30, 2011</b>                |                                   |                             |                        |                      |                |
| Cost or valuation                           | 268,244                           | 8,066                       | 38,340                 | 267,493              | 582,143        |
| Accumulated depreciation                    | (24,745)                          | –                           | (21,736)               | (191,295)            | (237,776)      |
| <b>Net book amount</b>                      | <b>243,499</b>                    | <b>8,066</b>                | <b>16,604</b>          | <b>76,198</b>        | <b>344,367</b> |

The freehold land and buildings of the Group situated in Barbados, St. Lucia, St. Vincent and Antigua were last revalued on September 30, 2007 by independent professional real estate valuers in those countries. Valuations were made on the basis of recent market transactions on arm's length terms. The revaluation surplus was credited to the revaluation surplus in equity at that date.

Depreciation expense of \$6,477 (2010 – \$6,039) and \$16,594 (2010 – \$15,845) respectively has been included in cost of sales and selling, marketing and administrative expenses.

Operating lease rental expenses amounting to \$6,051 (2010 – \$3,856) have been included in selling, marketing and administrative expenses.

Land and buildings with a total value of \$81,451 (2010 – \$83,021) have been provided as security for various bank borrowings.

### 15. Investment property

|   | 2011          | 2010          |
|---|---------------|---------------|
| Balance – beginning of year                                       | 23,557        | 22,516        |
| Transfer (to)/from property, plant and equipment (note 14)        | (4,500)       | 1,527         |
| Additions   | 463           | –             |
| Fair value losses on revaluation of investment property (note 25) | (148)         | (486)         |
| <b>Balance – end of year</b>                                      | <b>19,372</b> | <b>23,557</b> |

The Group's investment properties are situated in Barbados, St. Vincent and Cayman Islands. These were revalued as of September 30, 2011 by independent professional real estate valuers in those countries. Valuations were performed based on an income capitalization approach.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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## 15. Investment property... continued

Rental income from investment properties amounted to \$1,694 (2010 – \$1,780) and direct operating expenses totalled \$387 (2010 – \$183) for the year.

## 16. Intangible assets

|   | Goodwill | Trade names | Customer relationships | Supplier relationships | Total    |
|---|----------|-------------|------------------------|------------------------|----------|
| <b>At September 30, 2009</b>                |          |             |                        |                        |          |
| Cost  | 32,597   | 14,991      | 7,501                  | 589                    | 55,678   |
| Accumulated amortisation                    | –        | (1,324)     | (1,006)                | (160)                  | (2,490)  |
| Net book amount                             | 32,597   | 13,667      | 6,495                  | 429                    | 53,188   |
| <b>Year ended September 30, 2010</b>        |          |             |                        |                        |          |
| Opening net book amount                     | 32,597   | 13,667      | 6,495                  | 429                    | 53,188   |
| Acquisition of subsidiary companies         | 138      | –           | –                      | –                      | 138      |
| Acquisition of intangible assets            | 75       | –           | 75                     | –                      | 150      |
| Impairment of intangible assets             | –        | –           | –                      | (289)                  | (289)    |
| Amortisation charge                         | –        | (609)       | (514)                  | (10)                   | (1,133)  |
| Closing net book amount                     | 32,810   | 13,058      | 6,056                  | 130                    | 52,054   |
| <b>At September 30, 2010</b>                |          |             |                        |                        |          |
| Cost  | 32,810   | 14,991      | 7,576                  | 300                    | 55,677   |
| Accumulated amortisation                    | –        | (1,933)     | (1,520)                | (170)                  | (3,623)  |
| Net book amount                             | 32,810   | 13,058      | 6,056                  | 130                    | 52,054   |
| <b>Year ended September 30, 2011</b>        |          |             |                        |                        |          |
| Opening net book amount                     | 32,810   | 13,058      | 6,056                  | 130                    | 52,054   |
| Acquisition of subsidiary company (note 33) | 757      | 569         | 2,311                  | –                      | 3,637    |
| Impairment of intangible assets             | (13,986) | –           | –                      | –                      | (13,986) |
| Amortisation charge                         | –        | (610)       | (513)                  | (11)                   | (1,134)  |
| Closing net book amount                     | 19,581   | 13,017      | 7,854                  | 119                    | 40,571   |
| <b>At September 30, 2011</b>                |          |             |                        |                        |          |
| Cost  | 19,581   | 15,560      | 9,887                  | 300                    | 45,328   |
| Accumulated amortisation                    | –        | (2,543)     | (2,033)                | (181)                  | (4,757)  |
| Net book amount                             | 19,581   | 13,017      | 7,854                  | 119                    | 40,571   |

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### 16. Intangible assets... continued

Goodwill has been allocated to the Group's cash generating units. These cash generating units are then grouped based on business segments.

|                                    | Allocation<br>beginning of year | Impairment | Additions | Balance<br>end of year |
|------------------------------------|---------------------------------|------------|-----------|------------------------|
| Import, distribution and marketing | 31,354                          | (13,986)   | –         | 17,368                 |
| Manufacturing and services         | 1,243                           | –          | –         | 1,243                  |
| Catering and ground handling       | 213                             | –          | 757       | 970                    |
|                                    | 32,810                          | (13,986)   | 757       | 19,581                 |

The recoverable amount of a cash generating unit is determined based on its value-in-use calculations. These calculations use pre-tax cash flow projections prepared by management for the next five years. During the year the carrying amounts of two cash generating units within the import, distribution and marketing segment were reduced to their estimated recoverable amounts through recognition of an impairment loss of \$13,986 in respect of goodwill to reflect declining performances. This loss has been included in other (losses)/gains – net in the consolidated statement of income.

A sensitivity analysis was conducted on the recoverable amount of all major cash generating units. Discount rates incorporating projected national GDP and inflation rates and earnings before interest and tax (EBIT) based on the last ten years' results were applied to management's projections. This resulted in an additional impairment of one of the cash generating units of \$4,195.

In performing the required value-in-use calculations to arrive at a recoverable amount for each cash generating unit, management has applied the following discount factors and residual growth rates to the projected cash flows from the individual operating units.

|                                    | 2011               |                         |
|------------------------------------|--------------------|-------------------------|
|                                    | Discount<br>factor | Residual<br>growth rate |
| Import, distribution and marketing | 10.6% - 15.7%      | 2%                      |
| Manufacturing and services         | 14%                | 2%                      |

### 17. Investments in associated companies

|   | 2011     | 2010    |
|---|----------|---------|
| Original cost of investments  | 54,110   | 53,934  |
| Increase in equity value over cost from acquisition to end of previous year | 31,000   | 24,949  |
|   | 85,110   | 78,883  |
| Investments and loans made during the year                                  | 3,927    | 30      |
| Fair value of net assets acquired over cost                                 | –        | 6       |
| Investment transferred to subsidiary company status                         | (974)    | –       |
| Exchange differences  | 126      | 146     |
| Share of net income less dividends received for the year (see below)        | 1,409    | 7,837   |
| Reserve movements (note 22)   | (2,511)  | (1,792) |
| Disposal of investment in associated companies                              | (2,137)  | –       |
| Write-off of associated companies   | (14,298) | –       |
|   | 70,652   | 85,110  |

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## 17. Investments in associated companies... continued

Share of net income less dividends received for the year is made up as follows:

|                                 | 2011    | 2010    |
|---------------------------------|---------|---------|
| Share of income before taxation | 6,682   | 13,342  |
| Taxation                        | (2,002) | (3,037) |
| Share of net income             | 4,680   | 10,305  |
| Dividends received (note 34)    | (3,271) | (2,468) |
| As above                        | 1,409   | 7,837   |

The Group's share of the results of its associates, all of which are unlisted, and its share of the net assets are as follows:

|             | 2011    | 2010    |
|-------------|---------|---------|
| Assets      | 198,421 | 257,815 |
| Liabilities | 127,769 | 172,705 |
| Revenue     | 129,676 | 134,571 |
| Net income  | 4,680   | 10,305  |

## 18. Financial investments

|                               | 2011          | 2010          |
|-------------------------------|---------------|---------------|
| <b>Available-for-sale:</b>    |               |               |
| Debt securities (listed)      | 539           | 9             |
| Equity securities (listed)    | 17,383        | 19,599        |
| Equity securities (unlisted)  | 1,044         | 2,147         |
|                               | 18,966        | 21,755        |
| <b>Loans and receivables:</b> |               |               |
| Debt securities (unlisted)    | 18,239        | 16,299        |
| Fixed deposits                | 6,534         | 6,723         |
|                               | 24,773        | 23,022        |
| <b>Total</b>                  | <b>43,739</b> | <b>44,777</b> |

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### 18. Financial investments... continued

Significant concentrations of financial investments are as follows:

#### Debt securities and fixed deposits:

|   | 2011  | 2010  |
|---|-------|-------|
| RBTT St. Lucia Bonds (unrated)  | 1,333 | 1,532 |
| East Caribbean Financial Holding Co. – Bank of St. Lucia (unrated)  | 3,541 | 3,375 |
| Grenada Co-Operative Bank Limited Fixed Deposit (unrated)   | –     | 1,370 |
| RBTT Fixed Deposit (unrated)  | 2,092 | 1,993 |
| First Citizens Investment Services Ltd. (unrated) formerly<br>Caribbean Money Market Brokers Ltd. (unrated) | 4,587 | 4,353 |
| EC Home Mortgage Bank Bonds (unrated)   | 1,333 | –     |

#### Equity securities:

|  |       |       |
|--|-------|-------|
| Banks Holdings Limited (unrated)                 | 2,095 | 2,578 |
| CIBC FirstCaribbean International Bank (unrated) | 1,302 | 1,302 |
| OAM Asian Recovery Fund (unrated)                | 3,445 | 3,768 |
| OAM European Value Fund (unrated)                | 2,212 | 2,354 |
| Sagicor Financial Corporation (unrated)          | 972   | 1,154 |

Debt securities carry fixed interest rates ranging from 3.75% to 7.50% (2010 – 3.50% to 7.50%) and maturity dates between 2011 and 2014 (2010 – 2011 and 2013).

During the year no provision was made in respect of available-for-sale equity securities (2010 – \$800). No debt securities were past due at the consolidated balance sheet date.

The Group's loans and receivables as disclosed in the consolidated balance sheet approximate their fair value.

Loans and receivables amounting to \$4,843 (2010 – \$4,670) were used as securities for the statutory deposits and motor insurance fund for the Group's insurance company.

### 19. Deferred income tax assets/(liabilities)

|  | 2011    | 2010    |
|--|---------|---------|
| Deferred income tax assets (net) – beginning of year | 933     | 2,500   |
| Acquisition of subsidiary company                    | 95      | –       |
| Deferred income tax release/(charge) (note 28)       | 2,081   | (1,578) |
| Exchange adjustment                                  | 2       | 11      |
| Deferred income tax assets (net) – end of year       | 3,111   | 933     |
| Represented by:                                      |         |         |
| Deferred income tax assets                           | 6,824   | 5,845   |
| Deferred income tax liabilities                      | (3,713) | (4,912) |
|  | 3,111   | 933     |

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**19. Deferred income tax assets/(liabilities)... continued**

The deferred income tax assets consist of the following components:

|  | 2011          | 2010          |
|--|---------------|---------------|
| Delayed tax depreciation                                       | 15,538        | 19,312        |
| Taxed provisions   | 2,236         | 812           |
| Pension plans (net)  | (941)         | (3,888)       |
| Unutilised tax losses  | 18,984        | 11,414        |
| Other  | 234           | –             |
|  | <b>36,051</b> | <b>27,650</b> |
| Deferred income tax assets at applicable corporation tax rates | <b>6,824</b>  | <b>5,845</b>  |

The deferred income tax liabilities consist of the following components:

|   | 2011            | 2010            |
|---|-----------------|-----------------|
| Accelerated tax depreciation  | (15,460)        | (21,921)        |
| Taxed provisions  | 77              | 77              |
| Pension plans (net)   | (1,307)         | (1,406)         |
| Unutilised tax losses   | 3,125           | 8,291           |
| Revaluation surplus   | –               | (4,612)         |
| Other   | (591)           | –               |
|   | <b>(14,156)</b> | <b>(19,571)</b> |
| Deferred income tax liabilities at applicable corporation tax rates | <b>(3,713)</b>  | <b>(4,912)</b>  |

|   | 2011           | 2010           |
|---|----------------|----------------|
| Deferred income tax assets:   |                |                |
| Deferred income tax assets to be recovered after more than 12 months    | 5,222          | 4,653          |
| Deferred income tax assets to be recovered within 12 months             | 1,602          | 1,192          |
|   | <b>6,824</b>   | <b>5,845</b>   |
| Deferred income tax liabilities:  |                |                |
| Deferred income tax liabilities to be settled after more than 12 months | (1,688)        | (4,906)        |
| Deferred income tax liabilities to be settled within 12 months          | (2,025)        | (6)            |
|   | <b>(3,713)</b> | <b>(4,912)</b> |

The Group has not recognised potential deferred income tax assets of \$1,002 (2010 – \$1,020) arising primarily from unutilised tax losses of \$5,626 (2010 – \$5,878).

**20. Pension plans**

The Company and certain of its subsidiary companies operate defined benefit pension plans for their employees under segregated fund policies with Sagicor Life Inc. as well as with BNP Paribas Security Services, a financial institution registered in Paris, France. Annual valuations of the pension plans are performed by independent actuaries and the companies' contributions are adjusted according to the actuaries' recommendations. The latest actuarial valuations of the plans were performed as of September 30, 2011.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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### 20. Pension plans... continued

In respect of the defined benefit pension plans operated by the Group, the amounts recognised in the consolidated balance sheet are as follows:

#### Pension plan assets

|                                     | 2011     | 2010     |
|-------------------------------------|----------|----------|
| Fair value of plan assets           | 93,907   | 86,700   |
| Present value of funded obligations | (83,489) | (73,108) |
|                                     | 10,418   | 13,592   |
| Unrecognised actuarial gains        | (4,659)  | (5,884)  |
| Net assets – end of year            | 5,759    | 7,708    |

#### Pension plan liabilities

|                                     | 2011     | 2010     |
|-------------------------------------|----------|----------|
| Fair value of plan assets           | 41,670   | 39,359   |
| Present value of funded obligations | (40,970) | (37,277) |
|                                     | 700      | 2,082    |
| Unrecognised actuarial gains        | (2,953)  | (3,593)  |
| Net liabilities – end of year       | (2,253)  | (1,511)  |

The movement in the fair value of plan assets over the year is as follows:

|   | 2011    | 2010    |
|---|---------|---------|
| Fair value of plan assets – beginning of year | 126,059 | 118,739 |
| Acquisition of subsidiary company             | 1,289   | –       |
| Expected return on plan assets                | 12,914  | 8,738   |
| Actuarial losses                              | (2,685) | (629)   |
| Contributions – employer and employee         | 4,484   | 3,936   |
| Benefits paid                                 | (6,484) | (4,725) |
| Fair value of plan assets – end of year       | 135,577 | 126,059 |

The movement in the present value of funded obligations over the year is as follows:

|   | 2011    | 2010    |
|---|---------|---------|
| Present value of funded obligations – beginning of year | 110,385 | 107,885 |
| Acquisition of subsidiary company                       | 1,309   | –       |
| Current service cost                                    | 6,557   | 4,411   |
| Interest cost   | 11,468  | 8,079   |
| Curtailedment   | –       | (17)    |
| Past service cost                                       | 3,481   | –       |
| Actuarial gains   | (2,257) | (5,248) |
| Benefits paid   | (6,484) | (4,725) |
| Present value of funded obligations – end of year       | 124,459 | 110,385 |



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## 20. Pension plans... continued

The amounts recognised in the consolidated statement of income are as follows:

|  | 2011     | 2010    |
|--|----------|---------|
| Current service cost   | 4,025    | 2,775   |
| Interest cost  | 11,468   | 8,079   |
| Expected return on plan assets   | (12,914) | (8,738) |
| Net actuarial gains recognised in the year                                       | (1,392)  | (601)   |
| Past service cost  | 3,481    | –       |
| Amount recognised where limit was previously placed on economic value of surplus | –        | (1,086) |
| Net amount recognised in the consolidated statement of income                    | 4,668    | 429     |
| Actual return on plan assets   | 8,660    | 5,960   |

The movement in the net asset recognised in the consolidated balance sheet is as follows:

|  | 2011    | 2010  |
|--|---------|-------|
| Net asset – beginning of year                                  | 6,197   | 4,327 |
| Acquisition of a subsidiary company                            | 24      | –     |
| Net expense recognised in the consolidated statement of income | (4,668) | (429) |
| Contributions paid   | 1,953   | 2,299 |
| Net asset – end of year  | 3,506   | 6,197 |

Principal actuarial assumptions used for accounting purposes were as follows:

|   | 2011        | 2010        |
|---|-------------|-------------|
| Discount rate                                       | 6.5% - 8.0% | 7.0%        |
| Expected return on plan assets                      | 6.5% - 8.0% | 6.0% - 7.0% |
| Future promotional salary increases                 | 3.0% - 4.0% | 3.0%        |
| Future inflationary salary increases                | 2.5% - 4.0% | 3.0%        |
| Future pension increases                            | 1.0% - 4.0% | 1.5% - 3.0% |
| Proportion of employees opting for early retirement | 0.0%        | 0.0%        |
| Future changes in NIS ceiling                       | 1.0% - 4.0% | 3.0% - 4.5% |

Amounts for the current and previous periods are as follows:

## Pension Plan Assets

|   | 2011     | 2010     | 2009     | 2008     | 2007     |
|---|----------|----------|----------|----------|----------|
| Fair value of plan assets                                 | 93,907   | 86,700   | 82,459   | 90,697   | 86,086   |
| Present value of funded obligations                       | (83,489) | (73,108) | (72,035) | (79,441) | (72,108) |
| Surplus   | 10,418   | 13,592   | 10,424   | 11,256   | 13,978   |
| Experience adjustments on plan liabilities (gains)/losses | (806)    | (3,034)  | (3,819)  | 238      | (996)    |
| Experience adjustments on plan assets (losses)/gains      | (1,711)  | (372)    | (10,890) | (2,458)  | (1,403)  |

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### 20. Pension plans... continued

#### Pension Plan Liabilities

|   | 2011     | 2010     | 2009     | 2008     | 2007     |
|---|----------|----------|----------|----------|----------|
| Fair value of plan assets                                 | 41,670   | 39,359   | 36,280   | 35,745   | 23,674   |
| Present value of funded obligations                       | (40,970) | (37,277) | (35,850) | (34,759) | (22,952) |
| Surplus   | 700      | 2,082    | 430      | 986      | 722      |
| Experience adjustments on plan liabilities (gains)/losses | (1,252)  | (2,032)  | (1,028)  | 192      | (571)    |
| Experience adjustments on plan assets (losses)/gains      | (973)    | (257)    | (4,621)  | 95       | (557)    |

Plan assets are comprised as follows:

|               | 2011   | 2010   |
|---------------|--------|--------|
| Bonds Fund    | 10.2%  | 10.2%  |
| Equity Fund   | 70.7%  | 70.5%  |
| Balanced Fund | 19.4%  | 19.3%  |
| Other         | (0.3%) | 0.0%   |
| Total         | 100.0% | 100.0% |

Investments are well diversified, such that failure of any single investment would not have a material impact on the overall level of assets. The largest proportion of assets is invested in equities. The Group believes that equities offer the best returns over the long term with an acceptable level of risk.

The expected return on plan assets is determined by considering the expected returns available on the assets underlying the current investment policy.

Expected contributions to the defined benefit pension plans for the year ending September 30, 2012 are \$1,400.

The Group also operates defined contribution plans for eligible employees. Pension costs for the year in respect of the defined contribution plans amounted to \$2,369 (2010 – \$2,105).

### 21. Share capital

#### Authorised

The Company is authorised to issue:

- i) an unlimited number of one class of shares of no par value designated common shares.
- ii) 960,000 of one class of shares of no par value designated preference shares.

#### Issued

|               | 2011   | 2010   |
|---------------|--------|--------|
| Common shares | 43,337 | 42,454 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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(Expressed in thousands of Barbados Dollars)

## 21. Share capital... continued

|  | 2011             |        | 2010             |        |
|--|------------------|--------|------------------|--------|
|  | Number of shares | \$     | Number of shares | \$     |
| Balance – beginning of year                      | 59,707,790       | 42,454 | 59,587,776       | 41,829 |
| Shares issued during the year<br>– see (a) & (b) | 169,853          | 883    | 120,014          | 625    |
| Balance – end of year                            | 59,877,643       | 43,337 | 59,707,790       | 42,454 |

Changes during the year were as follows:

- a) In November 2010, employees of the Company and its Barbados subsidiary companies were offered shares in part payment of bonus payable in December 2010, as permitted by law. A total of 88,758 shares were issued at a price of \$4.95 each. Subsequently, in May 2011, 49,845 shares were allotted under the Employee Share Purchase Scheme at \$5.10 per share. These shares qualified for the 2011 interim dividend paid in August 2011.
- b) During the year, 31,250 employee share options were exercised at a price of \$6.07. 118,296 share options expired during the year (note 23).

## 22. Other reserves

|   | Financial investments reserve | Revaluation surplus | Translation reserve | Share-based payments reserve | Statutory reserve | Total   |
|---|-------------------------------|---------------------|---------------------|------------------------------|-------------------|---------|
| Balance at October 1, 2009  | 9,500                         | 111,474             | (11,000)            | 1,007                        | 986               | 111,967 |
| Other comprehensive income/(loss):                                |                               |                     |                     |                              |                   |         |
| Transfer on disposal of property                                  | –                             | (337)               | –                   | –                            | –                 | (337)   |
| Share of revaluation surplus:                                     |                               |                     |                     |                              |                   |         |
| – Group   | –                             | (674)               | –                   | –                            | –                 | (674)   |
| – Associated companies (note 17)                                  | –                             | 190                 | –                   | –                            | –                 | 190     |
| Unrealised gains/(losses) on available-for-sale investments:      |                               |                     |                     |                              |                   |         |
| – Group   | 729                           | –                   | –                   | –                            | –                 | 729     |
| – Associated companies (note 17)                                  | (910)                         | –                   | –                   | –                            | –                 | (910)   |
| Gains transferred to income on disposal of financial investments: |                               |                     |                     |                              |                   |         |
| – Group   | (31)                          | –                   | –                   | –                            | –                 | (31)    |
| – Associated companies (note 17)                                  | (1,072)                       | –                   | –                   | –                            | –                 | (1,072) |
| Impairment of financial investments                               | 800                           | –                   | –                   | –                            | –                 | 800     |
| Currency translation differences                                  | 2                             | –                   | 1,009               | –                            | –                 | 1,011   |
| Hyperinflationary revaluations                                    | –                             | 1,046               | –                   | –                            | –                 | 1,046   |
| Other comprehensive (loss)/income for the year                    | (482)                         | 225                 | 1,009               | –                            | –                 | 752     |
| Value of employee services:                                       |                               |                     |                     |                              |                   |         |
| – Share option scheme (note 23)                                   | –                             | –                   | –                   | 1                            | –                 | 1       |
| – Other share-based plans   | –                             | –                   | –                   | 121                          | –                 | 121     |
|   | –                             | –                   | –                   | 122                          | –                 | 122     |
| Balance at September 30, 2010                                     | 9,018                         | 111,699             | (9,991)             | 1,129                        | 986               | 112,841 |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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### 22. Other reserves... continued

|  | Financial<br>investments<br>reserve | Revaluation<br>surplus | Translation<br>reserve | Share-based<br>payments<br>reserve | Statutory<br>reserve | Total          |
|--|-------------------------------------|------------------------|------------------------|------------------------------------|----------------------|----------------|
| <b>Balance at October 1, 2010</b>                                    | 9,018                               | 111,699                | (9,991)                | 1,129                              | 986                  | 112,841        |
| Other comprehensive income/(loss):                                   |                                     |                        |                        |                                    |                      |                |
| Transfer on disposal of property                                     | –                                   | 346                    | –                      | –                                  | –                    | 346            |
| Share of revaluation surplus:  |                                     |                        |                        |                                    |                      |                |
| – Group  | –                                   | 201                    | –                      | –                                  | –                    | 201            |
| – Associated companies (note 17)                                     | –                                   | (190)                  | –                      | –                                  | –                    | (190)          |
| Unrealised (losses)/gains on<br>available-for-sale investments:      |                                     |                        |                        |                                    |                      |                |
| – Group  | (1,633)                             | –                      | –                      | –                                  | –                    | (1,633)        |
| – Associated companies (note 17)                                     | 330                                 | –                      | –                      | –                                  | –                    | 330            |
| Gains transferred to income on<br>disposal of financial investments: |                                     |                        |                        |                                    |                      |                |
| – Group  | (3,420)                             | –                      | –                      | –                                  | –                    | (3,420)        |
| – Associated companies (note 17)                                     | (2,651)                             | –                      | –                      | –                                  | –                    | (2,651)        |
| Transfer from retained earnings                                      | –                                   | –                      | –                      | –                                  | 1,346                | 1,346          |
| Currency translation differences                                     | –                                   | –                      | 717                    | –                                  | –                    | 717            |
| Hyperinflationary revaluations                                       | –                                   | 244                    | –                      | –                                  | –                    | 244            |
| <b>Other comprehensive (loss)/income<br/>for the year</b>            | <b>(7,374)</b>                      | <b>601</b>             | <b>717</b>             | <b>–</b>                           | <b>1,346</b>         | <b>(4,710)</b> |
| Value of employee services:  |                                     |                        |                        |                                    |                      |                |
| – Other share-based plans  | –                                   | –                      | –                      | 97                                 | –                    | 97             |
|  | –                                   | –                      | –                      | 97                                 | –                    | 97             |
| <b>Balance at September 30, 2011</b>                                 | <b>1,644</b>                        | <b>112,300</b>         | <b>(9,274)</b>         | <b>1,226</b>                       | <b>2,332</b>         | <b>108,228</b> |

A statutory reserve is maintained by a subsidiary of the Group in accordance with the provisions of Section 141 of the Insurance Act, 1995 of St. Lucia, whereby the subsidiary is required to appropriate towards statutory reserve at least 25% of the current year's profit until the excess of assets over liabilities equals or exceeds the reserve in respect of its unearned premiums.

### 23. Share option plan

Each year, the Company offers vested share options to eligible senior managers across the Group under the terms of an executive share option plan. The price of the options made available to these employees is determined by the Board of Directors. The term of the options is five years.

Movements in the number of share options outstanding and their related weighted average exercise prices are as follows:

|                                  | 2011                          |   | 2010                          |   |
|----------------------------------|-------------------------------|---|-------------------------------|---|
|                                  | Number<br>of share<br>options | Weighted<br>average<br>exercise price<br>\$ | Number<br>of share<br>options | Weighted<br>average<br>exercise price<br>\$ |
| Outstanding – beginning of year  | 379,693                       | 7.224                                       | 433,750                       | 7.136                                       |
| Granted                          | 3,390                         | 5.900                                       | 34,836                        | 6.040                                       |
| Exercised                        | (31,250)                      | 6.070                                       | (6,250)                       | 6.070                                       |
| Expired                          | (118,296)                     | 9.400                                       | (82,643)                      | 6.350                                       |
| <b>Outstanding – end of year</b> | <b>233,537</b>                | <b>6.257</b>                                | <b>379,693</b>                | <b>7.224</b>                                |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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## 23. Share option plan... continued

Terms of the options outstanding at September 30:

Share options outstanding at the year end have the following expiry dates and exercise prices:

| Expiry date     | Exercise price<br>\$ | Number<br>2011 | Number<br>2010 |
|-----------------|----------------------|----------------|----------------|
| October 1, 2010 | 9.40                 | –              | 118,296        |
| October 1, 2011 | 6.07                 | 46,567         | 77,817         |
| October 1, 2012 | 6.20                 | 131,827        | 131,827        |
| October 1, 2013 | 7.72                 | 16,917         | 16,917         |
| October 1, 2014 | 6.04                 | 34,836         | 34,836         |
| October 1, 2015 | 5.90                 | 3,390          | –              |
|                 |                      | <u>233,537</u> | <u>379,693</u> |

The fair value of all options made available to employees in respect of services provided during the year is less than the purchase price of the options resulting in no expense recorded by the Group for the year (2010 – \$1). The fair value of the options was determined using the Binomial Pricing Model. Significant assumptions underlying the valuation included an expected share price volatility of 20% (2010 – 25%), an average option life of 4.5 years (2010 – 4.5 years) and an annual risk-free interest rate of 5.5% (2010 – 5.0%).

## 24. Expenses by nature

|  | 2011           | 2010           |
|--|----------------|----------------|
| Depreciation (note 14)   | 23,071         | 21,884         |
| Employee benefits expense (note 26)                                    | 167,531        | 148,816        |
| Changes in inventories of finished goods and work in progress          | (3,239)        | (7,886)        |
| Raw materials and consumables used                                     | 598,613        | 557,841        |
| Transportation   | 2,475          | 2,713          |
| Advertising costs  | 10,891         | 11,894         |
| Provision for impairment of receivables                                | 1,669          | 3,518          |
| Other expenses   | 110,615        | 99,136         |
| Total cost of sales and selling, marketing and administrative expenses | <u>911,626</u> | <u>837,916</u> |

|                                | 2011           | 2010           |
|--------------------------------|----------------|----------------|
| Cost of sales                  | <u>631,369</u> | <u>584,786</u> |
| Selling and marketing expenses | 68,791         | 68,347         |
| Administrative expenses        | 211,466        | 184,783        |
|                                | <u>280,257</u> | <u>253,130</u> |
|                                | <u>911,626</u> | <u>837,916</u> |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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### 25. Other (losses)/gains – net

|  | 2011            | 2010          |
|--|-----------------|---------------|
| Gain on disposal of financial investments                                    | 3,254           | 1,161         |
| Gain on disposal of property, plant and equipment                            | 1,055           | 835           |
| Interest income  | 1,601           | 1,887         |
| Rental income  | 3,714           | 3,425         |
| Gain arising on acquisition (note 33)  | 155             | 6             |
| Loss on remeasurement of previous equity interest in associate at fair value | (44)            | –             |
| Dividends from other companies   | 415             | 400           |
| Amortisation charge (note 16)  | (1,134)         | (1,133)       |
| Impairment of intangible assets (note 16)                                    | (13,986)        | (289)         |
| Gain arising on disposal of investment in associated companies               | 863             | –             |
| Impairment of financial investments (note 18)                                | –               | (800)         |
| Fair value losses on revaluation of investment property (note 15)            | (148)           | (486)         |
| Gain on wind-up of pension plan  | 418             | 4,086         |
| Write back of long-term loan receivable previously written-off               | –               | 882           |
| Write back of long-term debt   | –               | 816           |
| Write-off of short-term investment   | (9,710)         | –             |
| Write-off of associated companies  | (14,298)        | –             |
|  | <b>(27,845)</b> | <b>10,790</b> |

### 26. Employee benefits expense

|                                      | 2011           | 2010           |
|--------------------------------------|----------------|----------------|
| Salaries and other employee benefits | 167,434        | 148,694        |
| Share-based payments                 | 97             | 122            |
|                                      | <b>167,531</b> | <b>148,816</b> |

### 27. Finance costs

|  | 2011          | 2010          |
|--|---------------|---------------|
| Interest expense:                        |               |               |
| Bank borrowings                          | 7,713         | 8,155         |
| Dividend on redeemable preference shares | 2,108         | 2,108         |
| Other borrowings                         | 2,004         | 2,152         |
|  | <b>11,825</b> | <b>12,415</b> |

### 28. Taxation

The taxation charge on net income for the year consists of the following:

|                               | 2011          | 2010          |
|-------------------------------|---------------|---------------|
| Current income tax            | 13,176        | 10,735        |
| Deferred income tax (note 19) | (2,081)       | 1,578         |
|                               | <b>11,095</b> | <b>12,313</b> |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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## 28. Taxation... continued

The Group's effective tax rate of 192.1% (2010 – 23.8%) differs from the statutory Barbados tax rate of 25% (2010 – 25%) as follows:

|  | 2011          | 2010          |
|--|---------------|---------------|
| Income before taxation   | 5,777         | 51,746        |
| Taxation calculated at 25% (2010 – 25%)                                  | 1,444         | 12,937        |
| Effect of different tax rates in other countries                         | 1,348         | 1,073         |
| Tax effect of different tax rates on deferred tax assets and liabilities | 916           | (74)          |
| Tax effect of associates' results reported net of taxes                  | (1,109)       | (2,060)       |
| Income not subject to taxation   | (733)         | (512)         |
| Expenses not deductible for tax purposes                                 | 10,040        | 2,761         |
| Taxation allowances  | (2,130)       | (1,659)       |
| Increase in deferred tax assets not recognised                           | 820           | 171           |
| Amounts over provided in prior years                                     | (48)          | (174)         |
| Amounts over/(under) provided in current year                            | 42            | (67)          |
| Irrecoverable tax on foreign income                                      | 213           | 193           |
| Tax effect of change in tax rate   | 177           | (108)         |
| Effect of losses utilised  | 8             | (185)         |
| Losses expired   | 107           | 17            |
|  | <b>11,095</b> | <b>12,313</b> |

## Tax losses

Tax losses which are available for set off against future taxable income for income and corporation tax purposes are as follows:

| Year of income | Amount        | Year of expiry |
|----------------|---------------|----------------|
| 2003           | 745           | 2012           |
| 2004           | 1,839         | 2013           |
| 2005           | 91            | 2014           |
| 2006           | 3,025         | 2015           |
| 2007           | 64            | 2016           |
| 2007           | 69            | 2013           |
| 2008           | 988           | 2017           |
| 2008           | 406           | 2014           |
| 2009           | 9,121         | 2018           |
| 2009           | 1,220         | 2015           |
| 2010           | 3,213         | 2019           |
| 2010           | 1,896         | 2016           |
| 2011           | 3,840         | 2020           |
| 2011           | 1,218         | 2017           |
|                | <b>27,735</b> |                |

These losses are as computed by the Company and its subsidiary companies in their income and corporation tax returns and have to date neither been confirmed nor disputed by the revenue authorities in the relevant jurisdictions.

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### 29. Earnings per share

#### *Basic*

Basic earnings per share is calculated by dividing the net (loss)/income attributable to equity holders of the Company for the year by the weighted average number of common shares in issue during the year.

|  | 2011     | 2010   |
|--|----------|--------|
| Net (loss)/income for the year attributable to equity holders of the Company | (10,503) | 27,516 |
| Weighted average number of common shares in issue (thousands)                | 59,799   | 59,657 |
| Basic (loss)/earnings per share  | (17.6)¢  | 46.1¢  |

#### *Diluted*

Diluted earnings per share is calculated by adjusting the weighted average number of common shares in issue during the year to assume conversion of all share options.

|   | 2011    | 2010   |
|---|---------|--------|
| Weighted average number of common shares in issue (thousands) | 59,799  | 59,657 |
| Adjustments for share options (thousands)                     | 251     | 464    |
|   | 60,050  | 60,121 |
| Diluted (loss)/earnings per share                             | (17.5)¢ | 45.8¢  |

### 30. Dividends per share

The dividends paid in 2011 and 2010 were \$10,770 (\$0.12 per share final for 2010 and \$0.06 per share interim for 2011) and \$8,356 (\$0.08 per share final for 2009 and \$0.06 per share interim for 2010).

At the Directors' meeting of December 13, 2011, a final dividend in respect of the 2011 financial year of six cents was declared. These financial statements do not reflect this dividend payable which will be accounted for in equity as an appropriation of retained earnings in the next financial year.

### 31. Contingent liabilities

- a) Certain subsidiaries have bonds of \$13,620 (2010 – \$13,505) in favour of the Comptroller of Customs covering delivery of goods prior to payment of duty.
- b) As of the consolidated balance sheet date, a subsidiary of the Company has been assessed and reassessed for income tax for income years 2002 through 2004 amounting to \$2,481 including interest. The Company has lodged objections to these assessments. The subsidiary was also assessed additional income tax of \$856 for income years 1998 through 2000.

### 32. Commitments

#### *Capital commitments*

Approvals for capital expenditure to be incurred over the next year, for which no provision has been made in these financial statements, amounted to \$48,577 (2010 – \$41,069) at the year-end date.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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## 32. Commitments... continued

*Lease commitments*

- a) The Group leases its corporate headquarters offices under a non-cancellable operating lease agreement.

The future aggregate minimum lease payments for the remainder of the lease are as follows:

|                       | 2011 | 2010 |
|-----------------------|------|------|
| Not later than 1 year | 94   | 91   |

- b) The Group's flight kitchen operations lease land at various international airports and their environs for periods of up to 25 years, at the following rentals for the next five years:

|   | 2011  | 2010  |
|---|-------|-------|
| Not later than 1 year                       | 2,030 | 1,925 |
| Later than 1 year and no later than 5 years | 7,319 | 7,013 |

- c) The Group has erected buildings on land originally leased at Grantley Adams Industrial Park from the Barbados Investment and Development Corporation in 1985 for 25 years. A new lease agreement is currently being finalised for a further 25 years commencing October 1, 2009. The proposed annual rent is \$92.

- d) The Group has leased space at various international airports for the purpose of operating restaurants for periods of up to 8 years at the following rental rates for the next five years.

|   | 2011  | 2010  |
|---|-------|-------|
| Not later than 1 year                       | 259   | 235   |
| Later than 1 year and no later than 5 years | 1,049 | 873   |
|   | 1,308 | 1,108 |

- e) Buildings are also situated on lands leased from St. Lucia Air and Sea Ports Authority for a 25 year period expiring in 2012. The future aggregate minimum lease payments under the non-cancellable operating lease are as follows:

|   | 2011 | 2010 |
|---|------|------|
| Not later than 1 year                       | 41   | 41   |
| Later than 1 year and no later than 5 years | 2    | 43   |
|   | 43   | 84   |

- f) Lease of land at Bois D'Orange, St. Lucia for 10 years, entered into on the acquisition of Sunbilt Limited on October 1, 2005:

|   | 2011  | 2010  |
|---|-------|-------|
| Not later than 1 year                       | 400   | 400   |
| Later than 1 year and no later than 5 years | 1,200 | 1,600 |
|   | 1,600 | 2,000 |

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### 33. Business combinations

#### The West Indies Rum Distillery Limited

During 2011, The West Indies Rum Distillery Limited repurchased 1,000 common shares at a total cost of \$8. This increased the shareholding from 91.92% to 91.96%.

#### Jonas Browne and Hubbard (Grenada) Ltd.

During 2011, 6,000 shares were purchased in Jonas Browne and Hubbard (Grenada) Ltd. at a cost of \$112. This increased the shareholding from 51.51% to 51.91%

#### Precision Packaging Inc.

On January 1, 2011 the Group acquired a further 71.82% interest in Precision Packaging Inc., a manufacturer of plastic film and bags, for \$2,370. Precision Packaging Inc., which was previously accounted for as an associate became a 100% subsidiary of the Group. This resulted in a gain on acquisition of \$155. The Group also recognized a loss of \$44 as a result of remeasuring to fair value the 28.18% equity interest it held in Precision Packaging Inc. prior to the business combination. Both the gain arising on acquisition and the loss on remeasurement of the previous equity interest are included in other (losses)/gains – net in the Group's consolidated statement of income.

The fair values of the assets and liabilities of Precision Packaging Inc. at acquisition were as follows:

|                                | Carrying<br>amount | Fair value   |
|--------------------------------|--------------------|--------------|
| <b>Current assets</b>          |                    |              |
| Cash                           | 558                | 558          |
| Trade and other receivables    | 1,334              | 1,334        |
| Prepaid expenses               | 75                 | 75           |
| Due by related parties         | 153                | 153          |
| Inventories                    | 1,812              | 1,812        |
|                                | <b>3,932</b>       | <b>3,932</b> |
| <b>Current liabilities</b>     |                    |              |
| Trade and other payables       | 968                | 968          |
| Current income tax liabilities | 145                | 145          |
|                                | <b>1,113</b>       | <b>1,113</b> |
| <b>Working capital</b>         | <b>2,819</b>       | <b>2,819</b> |
| Property, plant and equipment  | 611                | 611          |
| Deferred income tax asset      | 1                  | 1            |
| Pension plan asset             | 24                 | 24           |
|                                | <b>3,455</b>       | <b>3,455</b> |

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**33. Business combinations... continued**

The cash outflow arising on this acquisition was as follows:

|  |       |
|--|-------|
| Fair value of net assets   | 3,455 |
| Fair value of net assets acquired from associated company on transfer to subsidiary company status (note 17) | (974) |
| Loss on remeasurement of previously held equity interest   | 44    |
| Gain arising on acquisition  | (155) |
| Purchase consideration paid  | 2,370 |
| Less cash and cash equivalents assumed on acquisition  | (558) |
| Net outflow on acquisition   | 1,812 |

The revenue and net income included in the consolidated statement of income since January 1, 2011 contributed by Precision Packaging Inc. was \$5,910 and \$407 respectively.

Had Precision Packaging Inc. been included from October 1, 2010, the consolidated statement of income would have included revenue of \$2,391 and net income of \$192.

**Jamaica Dispatch Services Limited**

On March 1, 2011, the Group acquired a 51% interest in Jamaica Dispatch Services Limited, a provider of ground handling services to airlines in Jamaica for \$4,763. This resulted in goodwill of \$757.

|                                | Carrying amount | Fair value |
|--------------------------------|-----------------|------------|
| <b>Current assets</b>          |                 |            |
| Cash                           | 4,078           | 4,078      |
| Trade and other receivables    | 1,757           | 1,757      |
|                                | 5,835           | 5,835      |
| <b>Current liabilities</b>     |                 |            |
| Trade and other payables       | 4,662           | 4,662      |
| Current income tax liabilities | 1,158           | 1,158      |
|                                | 5,820           | 5,820      |
| <b>Working capital</b>         | 15              | 15         |
| Property, plant and equipment  | 2,098           | 2,098      |
| Deferred income tax asset      | 94              | 94         |
|                                | 2,207           | 2,207      |

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### 33. Business combinations... continued

The cash outflow arising on this acquisition was as follows:

|   |         |
|---|---------|
| Group's share of fair value of net assets             | 1,126   |
| Fair value of intangible assets acquired (note 16)    | 2,880   |
| Goodwill arising on acquisition (note 16)             | 757     |
|   | <hr/>   |
| Purchase consideration paid                           | 4,763   |
| Less cash and cash equivalents assumed on acquisition | (4,078) |
|   | <hr/>   |
| Net outflow on acquisition                            | 685     |

The revenue and net income included in the consolidated statement of income since March 1, 2011 contributed by Jamaica Dispatch Services Limited was \$6,836 and \$483 respectively.

Had Jamaica Dispatch Services Limited been included from October 1, 2010, the consolidated statement of income would have included revenue of \$5,031 and net income of \$74.

### 34. Related party transactions

a) The following transactions were carried out by the Group with related parties during the year:

|                                     | 2011  | 2010  |
|-------------------------------------|-------|-------|
| i) Sales of goods and services      | 1,136 | 1,509 |
| ii) Purchases of goods and services | 688   | 1,252 |
| iii) Management fee income          | 870   | 1,162 |
| iv) Insurance expense               | 12    | 52    |
| v) Dividend income (note 17)        | 3,271 | 2,468 |

b) **Key management**

Key management comprises directors and divisional management of the Group. Compensation to these individuals was as follows:

|   | 2011  | 2010  |
|---|-------|-------|
| <b>Compensation</b>                             |       |       |
| Salaries and other short-term employee benefits | 3,577 | 3,244 |
| Share-based payments                            | 23    | 10    |
|   | <hr/> | <hr/> |
|   | 3,600 | 3,254 |

There were no loans to key management in 2011 and 2010.

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## 35. Cash flows

The net change in non-cash working capital balances related to operations is as follows:

|  | 2011            | 2010         |
|--|-----------------|--------------|
| (Increase)/decrease in trade and other receivables | (18,918)        | 4,142        |
| (Increase)/decrease in prepaid expenses            | (1,573)         | 237          |
| Decrease in due by associated companies            | 3,861           | 2,634        |
| Increase in reinsurance assets                     | (1,972)         | (2,701)      |
| Increase in inventories                            | (3,648)         | (9,871)      |
| Increase in trade and other payables               | 5,137           | 9,630        |
| Increase/(decrease) in due to associated companies | 762             | (179)        |
| Increase in insurance contracts                    | 1,950           | 3,419        |
|  | <b>(14,401)</b> | <b>7,311</b> |

## 36. Subsequent events

On October 1, 2011, the Group acquired the assets of the agency and stevedoring business and operations of Sea Freight Agencies (Barbados) Limited at an initial cost of \$9,000 and a further estimated cost of \$1,096, which is based on the projected performance of the company over the next three financial years.