

# EPPLEY LIMITED

2020 ANNUAL REPORT

# LETTER TO SHAREHOLDERS

## FELLOW SHAREHOLDERS,

Eppley produced earnings per share of \$1.17 in 2020, a 36% return for shareholders.<sup>1</sup>

We have now grown our earnings by a compound average annual growth rate of 40% in our 8 years as a public company and produced compounded average annual returns to shareholders of over 40% during this period.<sup>2</sup>

In 2020, Eppley recorded the highest profits in our history. More importantly, the quality of our business continued to strengthen as we grew our asset management business and diversified our investments by asset class and geography.

### Our Business

Eppley is an investment company founded on the principle that addressing inefficiencies in Caribbean financial markets produces attractive returns with low risk.

We view Eppley as a partnership. We are privileged to have a loyal group of like-minded shareholders which include retail investors, high net worth individuals and some of the largest institutions in the Caribbean. We distribute the vast majority of Eppley's returns to these shareholder "partners" in the form of consistent, reliable dividends each year.

We are first and foremost value investors. We use the same fundamental bottoms-up approach to evaluate investments across all asset classes. In every investment decision, we determine simply if prospective returns outweigh the risk of loss with an adequate margin of safety.

We are contrarians. We believe that the best risk-adjusted returns are found where capital is scarce. This approach has often led us to look where others can't, break new ground and pioneer investment strategies in the Caribbean.

We focus on private markets. We invest in credit, mezzanine, real estate and infrastructure where our strengths of originating opportunities and negotiating, structuring and financing transactions are most highly rewarded.

In addition to making investments on our own account, Eppley increasingly makes investments on behalf of investors in our funds across our core strategies. We've also expanded beyond our historical base in Jamaica across the Caribbean.

By combining our proprietary portfolio with our emerging asset management business, Eppley has built a diverse, resilient regional investment company with consistently high returns on capital.

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<sup>1</sup> Based on the cost basis of \$3.21 per share which assumes an investor subscribed in the IPO and fully participated in the rights issue. Last year's return on average equity was 20.0%.

<sup>2</sup> Eppley's ordinary shares were listed on the JSE in July 2013. In the preceding year, its net profit was \$15.1 million. In 2020, Eppley's net profit was \$225.3 million. Returns to shareholders includes dividends and the appreciation in the market value of Eppley's ordinary shares.

## Our Portfolio

At the end of 2020, our investment portfolio was \$4.0 billion. A summary of our portfolio is outlined in the following table.

### PORTFOLIO SUMMARY

	Investment assets, millions
Cash and bonds	761
Insurance premium financing	136
Loans	1,452
Leases <sup>3</sup>	701
Mezzanine <sup>4</sup>	299
Real estate <sup>5</sup>	161
Infrastructure <sup>6</sup>	276
Asset management <sup>7</sup>	219
Total	4,005

#### *Cash and bonds*

Eppley maintains ample liquidity both to manage risk and to take advantage of new opportunities. The size of our cash balance fluctuates based on our pipeline and risk appetite but usually remains high by industry standards. This generally weighs down Eppley's returns but protects our business in times of uncertainty. It also ensures that we have adequate "dry powder" to deploy in new investments.

At the end of 2020, we held J\$681 million in cash and owned J\$81 million of bonds. Additionally, we had a J\$400 million committed but undrawn financing facility. Collectively, this gave Eppley over \$1.1 billion of liquidity.

#### *Insurance premium financing*

In the insurance premium financing business, Eppley makes motor and commercial property insurance affordable by enabling flexible payment plans. Specifically, we purchase receivables originated by general insurance companies in Jamaica and in turn collect installments from their policyholders.

The "IPF" portfolio reflects Eppley's ethos of seeking out favourable risk reward opportunities and is our oldest business. In these arrangements while our counterparties are individual insurance policyholders, our credit risk actually sits with regulated well-capitalized insurers in the form of unearned premiums. This structure has allowed Eppley to earn consistently high returns for many years with few losses.

#### *Lending*

Eppley manages a large portfolio of loans. We lend mainly to businesses in Jamaica that rely on Eppley to provide tailored, specialized lending solutions when traditional financing is not readily available or fit for purpose.

Despite acting as lenders, we remain value investors. This mindset allows us to think fundamentally and commercially about how best to serve our clients while managing default risk. Often, Eppley is able to develop lending structures that exceed our clients' needs while giving us robust downside protection.

Eppley's lean decision-making structure also allows us to provide exceptional service. Our speed and flexibility differentiate Eppley by service and not just price. Treating every loan in our portfolio as a carefully considered investment also improves our risk management.

<sup>3</sup> Includes \$113.5 million of GCT receivables, mostly related to our lease portfolio.

<sup>4</sup> Reflects our investment in the non-participating and participating preference shares of the Caribbean Mezzanine Fund.

<sup>5</sup> Includes our investment in Eppley Caribbean Property Fund and our interest in Retirement Road Limited II.

<sup>6</sup> Reflects our investment in North Star Development (Water) Jamaica Limited.

<sup>7</sup> Includes our investment in the managers preference shares and ordinary shares of the Eppley Caribbean Property Fund and the Caribbean Mezzanine Fund.

This approach to lending has allowed Eppley to grow its loan portfolio sporadically and opportunistically. However, as investors we feel no pressure to meet lending targets. Instead, we wait patiently often forgoing the opportunity to lend when credit spreads are unattractive, but moving with alacrity and in size to seize attractive lending opportunities when they eventually emerge.

### *Leases*

Eppley is one of the largest commercial lessors in Jamaica. We own a large fleet of hundreds of cars, trucks and other forms of commercial equipment which we rent or lease mainly to a diverse group of manufacturing, distribution and industrial businesses.

Lessees chose to do business with Eppley because leases provide an efficient low-cost alternative to loans and yet are not widely available in Jamaica.

Eppley originates leases directly as well as through our deep relationships with equipment suppliers which depend on us to make their products more affordable.

### *Mezzanine*

Mezzanine investments sit between debt and equity in a company's capital structure. Like equity they often participate in a company's profits. Like debt, they often have fixed payments, collateral and the right to be paid before shareholders. As a result, when structured properly, mezzanine investments can offer investors the upside of equity with many of the downside protections of debt.

Eppley is an investor in the Caribbean Mezzanine Fund which in turn owns a portfolio of mezzanine investments.

### *Real estate*

Eppley owns commercial real estate across the Caribbean through its investment in the Eppley Caribbean Property Fund and in a joint venture which controls a parcel of development land in Cross Roads, Kingston.

Our real estate holdings give Eppley income as well as long-term capital appreciation.

### *Infrastructure*

Eppley manages and owns a 25% ownership stake in North Star.<sup>8</sup> North Star is the owner and operator of a well, pump, storage and pipeline system that has been the exclusive provider of drinking water to the University of the West Indies Mona Campus since 2016.

Like Eppley's real estate holdings, our infrastructure investments provide a source of stable income with additional long-term upside.

### *Asset Management*

Eppley's asset management business is made up mostly of the Eppley Caribbean Property Fund and the Caribbean Mezzanine Fund.

In the last four years Eppley has grown this business from scratch. Today, our assets under management exceeded US\$100 million and our investors include some of the most prominent institutions in the region as well as thousands of individual investors.

The Eppley Caribbean Property Fund ("ECPF") is the largest listed real estate mutual fund in the Caribbean. In separate cells, ECPF owns 14 retail, office and industrial buildings in Jamaica and Barbados and a diverse collection of residential and land assets in the Eastern Caribbean.

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<sup>8</sup> North Star Development Jamaica (Water) Limited

The Caribbean Mezzanine Fund I (“CMF I”) was the first mezzanine credit fund in the English-speaking Caribbean. It has been co-managed by Eppley and NCB Capital Markets since its founding in 2016. In early 2021, Eppley and NCB Capital Markets launched the Caribbean Mezzanine Fund II, a larger fund that took over CMF I’s assets and raised fresh capital to expand our mezzanine investing efforts.

Eppley’s asset management businesses provide us with a stable, recurring stream of permanent income as well as the opportunity to participate alongside our investors.

### Financial Performance

Eppley produced record net profits in 2020 for a second year in a row. Eppley earned J\$225 million of net profits in 2020 or a 38% increase over the J\$163 million of net profits we earned in 2019.

In summary, increases in our asset management and other income more than compensated for declines in our net interest income and increases in our administrative expenses.

Interest income declined by 5% to J\$333 million in 2020 from J\$350 million in 2019. The combined size of Eppley’s loan, lease and insurance premium financing portfolio was flat during this period. However, interest income declined on account of lower weighted average yields on this portfolio.

Interest expense increased by 5% to J\$208 million in 2020 from J\$197 million in 2019. This is due to an increase in borrowings during the year.

As a result, net interest income declined by 18% to J\$125 million in 2020 from \$153 million in 2019.

Asset management fee income increased by 87% to J\$194 million in 2020 from \$104 million in 2019. The growth in asset management fee income was mostly driven by the growth in Eppley’s assets under management in its investment funds. However, it also reflects J\$41 million of non-recurring performance related income. Excluding the impact of this non-recurring income, Eppley asset management fee income increased by 47% in 2020.

Fees and other income increased by 49% to J\$86 million in 2020 from J\$58 million in 2019. This increase was driven by a combination of increased dividends, foreign exchange gains and fees which more than compensated for unrealized fair value losses on securities.

Administrative expenses increased by 16% to J\$190 million in 2020 from J\$164 million in 2019. This increase was mainly a function of higher staff costs. Higher staff costs in turn reflect both the expansion of the size of Eppley’s team and increased compensation to attract and retain key executives. Additionally, higher staff costs include changes in performance-based compensation directly linked to Eppley’s higher profitability during the period.

Eppley’s share of net profit from its commercial real estate joint venture was flat as was its net impairment losses on financial and contract assets.

Other comprehensive income for the year, net of taxes increased 174% to J\$46 million in 2020 from J\$17 million in 2019. This increase is driven by changes in the fair value of Eppley’s infrastructure and real estate investments as well as translation differences on its foreign operations.

Eppley’s assets grew by 8% to J\$4.1 billion in 2020 from J\$3.8 billion in 2019. This is mainly driven by changes in the fair value of Eppley’s mezzanine, infrastructure and real estate investments as well as increases in our liquidity.

Eppley’s borrowings grew by 5% to J\$2.9 billion in 2020 from J\$2.8 billion in 2019. As at December 31<sup>st</sup>, 2020 Eppley’s borrowings were 3.3x its shareholders’ equity.<sup>9</sup>

<sup>9</sup> Based on Eppley Limited’s standalone borrowings of J\$2.885 billion and total shareholders’ equity of J\$875.1 million as of December 31, 2020.

### Dividends

Eppley paid ordinary dividends of \$0.0372 per share in the last three quarters of 2020. In the first quarter of 2021, the Board also declared a dividend of \$0.83 per share. Consistent with our dividend policy, Eppley has now distributed the vast majority of its 2020 profit to shareholders excluding unrealized gains on our investments and non-recurring income. Subject to the Board's discretion, we aim to maintain this dividend policy in 2021.

### Operations

Eppley's business is managed by a focused team of professionals under the leadership of our Board of Directors. This team managed our business with distinction in 2020 navigating a myriad of once-in-generation challenges imposed by Covid 19. This year more than ever we thank them for their hard work, judgement and dedication to Eppley and our investors and clients.

### Outlook

In 2020, Covid 19 suddenly and dramatically changed the investment landscape. We are proud of the fact that Eppley has experienced no material delinquency or restructuring due to the pandemic. While we continue to monitor these risks carefully, we believe this outcome validates our investment philosophy and approach to risk management.

As we look ahead, we're encouraged by what we see.

In the short-term, tourism dependent economies in our region are likely to experience significant economic pain. Financial institutions and suppliers that extended forbearance and moratoria in 2020 are unlikely to do so again. If so, this will create immediate funding needs and be a boon for the flexible capital Eppley manages.

In the long-term, our outlook for Caribbean remains favourable. The urge to travel is human and the Caribbean's competitive advantages of sun and sand are enduring. Beyond tourism, the technological changes brought forward by the pandemic may offer entirely new opportunities.

Eppley's culture, investment philosophy and business model are designed to thrive in current market conditions. With considerable earnings momentum and ample "dry powder" we are well positioned to take advantage of the moment. Doing so will not only be good for Eppley's investors and shareholders but for communities in which we operate as we provide the capital needed to accelerate our economic recovery.

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In summary, Eppley reported another strong year in 2020 producing record profits and improving the quality of our business.

Our focus in 2021 will be on seizing new investment opportunities on our own account and in the growing funds we manage.

Cordially,



P.B. Scott  
Chairman



Nicholas A. Scott  
Managing Director

## NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN THAT the annual general meeting of EPPLEY LIMITED (“the Company”) will be held at 10:00am on September 28, 2021 at 58 Half Way Tree Road for the shareholders to consider, and if thought fit, to pass the following resolutions:

## Ordinary Resolutions

1. To receive the report of the Board of Directors and the audited accounts of the Company for the financial year ended December 31, 2020.
2. To authorise the Board of Directors to reappoint PricewaterhouseCoopers as the auditors of the Company, and to fix their remuneration.
3. To reappoint the following Directors who have resigned by rotation in accordance with the Articles of Incorporation and being eligible have consented to act on reappointment.
  - a. P.B. Scott
  - b. Keith Collister
  - c. Alexander Melville
4. To authorise the Board of Directors to fix the remuneration of the Directors.
5. To approve the aggregate amount of interim dividends declared by the Board in respect of the financial year ended December 31, 2020 being \$181,228,151.23 or 94 cents per ordinary share, as the final dividend for that year.

Dated this 30th day of April 2021 by order of the Board of Directors.



P.B. Scott  
Chairman

## DIRECTORS' REPORT

The Directors are pleased to present their report for EPPLEY LIMITED for the financial year ended December 31, 2020.

### Financial Results

The Statement of Comprehensive Income for the Company shows pre-tax profit of \$225.2 million and net profit for the year of \$225.3 million. Details of these results, along with a comparison with the previous year's performance and the state of affairs of the Company are set out in the Annual Letter to Shareholders and the Financial Statements which are included as part of this Annual Report.

### Directors

The Directors of the Company as at December 31, 2020 were: P.B. Scott, Nicholas Scott, Melanie Subratie, Sharon Donaldson, Jennifer Scott, Keith Collister, Byron Thompson, Maxim Rochester and Alexander Melville.

The Directors to retire by rotation in accordance with the Articles of Incorporation are P.B. Scott, Keith Collister and Alexander Melville but being eligible will offer themselves for reelection.

### Auditors

The auditors of the Company, PricewaterhouseCoopers of Scotiabank Centre, Duke Street, Kingston, Jamaica have expressed their willingness to continue in office. The Directors recommend their reappointment.

On behalf of the Board of Directors,



P.B. Scott  
Chairman



# SHAREHOLDERS

## TEN LARGEST SHAREHOLDERS (at December 31, 2020)

Stony Hill Capital Limited	48,097,800
ATL Group Pension Fund Trustees Nominee Limited	38,428,635
Caribprop Limited	27,500,000
Perseverance Limited	23,753,134
Coldharbour Partners Inc.	14,744,350
Curmudgeon Limited	8,283,000
Michael Subratie	8,243,606
Ravers Limited	5,348,700
Caona Investments Limited	3,000,000
FirstCaribbean Int'l Sec. Ltd A/C B.U.T	1,154,190

## SHAREHOLDINGS OF DIRECTORS (at December 31, 2020)

	Direct	Connected <sup>10</sup>
Alexander Melville	-	-
Byron Thompson	483,750	-
Jennifer Scott	-	24,186,884
Keith Collister	-	38,428,635
Maxim Rochester	956,850	-
Melanie Subratie	-	60,628,540
Nicholas Scott	-	24,314,484
P.B. Scott	-	100,638,068
Sharon Donaldson	868,074	2,155,208

## SHAREHOLDINGS OF EXECUTIVES (at December 31, 2020)

	Direct	Connected <sup>10</sup>
Jacquelin Watson	1,024,650	-
Justin Nam	851,420	-

<sup>10</sup> Includes connections by virtue of directorships and other affiliations in addition to indirect shareholdings

# CORPORATE DATA

## **REGISTERED OFFICE**

58 Half Way Tree Road  
Kingston, Jamaica W.I.

## **AUDITOR AND TAX ADVISER**

PricewaterhouseCoopers  
Scotiabank Centre  
Kingston, Jamaica W.I.

## **BANKERS**

First Global Bank  
2 St. Lucia Avenue  
Kingston, Jamaica W.I.

JMMB Merchant Bank  
6-8 Grenada Way  
Kingston, Jamaica W.I.

National Commercial Bank  
32 Trafalgar Road  
Kingston, Jamaica W.I.

Sagicor Bank  
60 Knutsford Boulevard  
Kingston, Jamaica W.I.

Bank of Nova Scotia Ja. Ltd.  
Scotia Centre  
Kingston, Jamaica W.I.

## **ATTORNEYS-AT-LAW**

Clinton Hart  
58 Duke Street  
Kingston, Jamaica W.I.

DunnCox  
48 Duke Street  
Kingston, Jamaica W.I.  
Patterson Mair Hamilton  
85 Hope Road  
Kingston, Jamaica W.I.

## **REGISTRAR**

Jamaica Central Securities Depository  
40 Harbour Street  
Kingston, Jamaica W.I.

# PROXY FORM

A member entitled to attend and vote at the Annual General Meeting is entitled to appoint a Proxy to vote on her behalf. A Proxy need not be a member. A suitable form of Proxy is below.

The Proxy must be signed and deposited, duly stamped with duty at the Stamp Office, at the registered office of EPPLEY LIMITED at 58 Half Way Tree Road, Kingston, Jamaica, W.I. not less than 48 hours prior to the meeting.

I/We, \_\_\_\_\_  
Name(s) of Shareholder(s)

of, \_\_\_\_\_  
Address(es) of Shareholder(s)

in the parish of \_\_\_\_\_, being a member(s) of Eppley Limited

hereby appoint, \_\_\_\_\_  
Name of Proxy

of, \_\_\_\_\_  
Address of Proxy

or failing him, \_\_\_\_\_  
Name of Alternative Proxy

of, \_\_\_\_\_  
Address of Alternative Proxy

as my Proxy/our Proxy to vote on my/our behalf at the Annual General Meeting to be held on September 28, 2021.

This form is to be used IN FAVOUR of resolutions numbered \_\_\_\_\_.

This form is to be used AGAINST resolutions numbered \_\_\_\_\_.

Signed this \_\_\_\_\_ day of \_\_\_\_\_ 2021.

\_\_\_\_\_  
Signatures(s) of Shareholder(s)



## **Eppley Limited**

**Financial Statements  
31 December 2020**

# **Eppley Limited**

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**31 December 2020**

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## Independent auditor's report

To the Members of Eppley Limited

### Report on the audit of the consolidated and stand-alone financial statements

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#### Our opinion

In our opinion, the consolidated financial statements and the stand-alone financial statements give a true and fair view of the consolidated financial position of Eppley Limited (the Company) and its subsidiaries (together 'the Group') and the stand-alone financial position of the Company as at 31 December 2020, and of their consolidated and stand-alone financial performance and their consolidated and stand-alone cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS) and with the requirements of the Jamaican Companies Act.

#### *What we have audited*

The Group's consolidated and stand-alone financial statements comprise:

- the consolidated statement of financial position as at 31 December 2020;
- the consolidated statement of comprehensive income for the year then ended;
- the consolidated statement of changes in equity for the year then ended;
- the consolidated statement of cash flows for the year then ended;
- the company statement of financial position as at 31 December 2020;
- the company statement of comprehensive income for the year then ended;
- the company statement of changes in equity for the year then ended;
- the company statement of cash flows for the year then ended; and
- the notes to the financial statements, which include significant accounting policies and other explanatory information.

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#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated and stand-alone financial statements* section of our report.

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

#### *Independence*

We are independent of the Group in accordance with the International Code of Ethics for Professional Accountants (including International Independence Standards) issued by the International Ethics Standards Board for Accountants (IESBA Code). We have fulfilled our other ethical responsibilities in accordance with the IESBA Code.



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## **Our audit approach**

### ***Audit scope***

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the consolidated and stand-alone financial statements. In particular, we considered where management made subjective judgements; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including, among other matters, consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

### ***How we tailored our group audit scope***

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the consolidated financial statements as a whole, taking into account the structure of the Group, the accounting processes and controls, and the industry in which the Group operates.

Our audit was planned and executed having regard to the fact that the subsidiary in Barbados has a non-coterminous year end to the Group and was audited by a non-PwC firm. The Group audit team determined the level of involvement it needed to have in the audit work at the component level to be able to conclude whether sufficient appropriate audit evidence had been obtained, to support our opinion on the consolidated financial statements as a whole. Full scope audits were performed for all components located in Jamaica. For the Barbados component, the Group audit team obtained and reviewed the audited financial statements issued prior to year end and performed additional audit procedures on specific account balances as at 31 December 2020 and for the year then ended.

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### ***Key audit matters***

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated and stand-alone financial statements of the current period. These matters were addressed in the context of our audit of the consolidated and stand-alone financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. We have determined that there are no key audit matters, as it pertains to the consolidated and stand-alone financial statements, in our report.

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## **Other information**

Management is responsible for the other information. The other information comprises the Annual Report (but does not include the consolidated and stand-alone financial statements and our auditor's report thereon), which is expected to be made available to us after the date of this auditor's report.

Our opinion on the consolidated and stand-alone financial statements does not cover the other information and we will not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated and stand-alone financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the consolidated and stand-alone financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

When we read the Annual Report, if we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance.



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### **Responsibilities of management and those charged with governance for the consolidated and stand-alone financial statements**

Management is responsible for the preparation of the consolidated and stand-alone financial statements that give a true and fair view in accordance with IFRS and with the requirements of the Jamaican Companies Act, and for such internal control as management determines is necessary to enable the preparation of consolidated and stand-alone financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated and stand-alone financial statements, management is responsible for assessing the Group and Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group and Company's financial reporting process.

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### **Auditor's responsibilities for the audit of the consolidated and stand-alone financial statements**

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

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

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





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

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

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated and stand-alone financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



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### Report on other legal and regulatory requirements

As required by the Jamaican Companies Act, we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

In our opinion, proper accounting records have been kept, so far as appears from our examination of those records, and the accompanying consolidated and stand-alone financial statements are in agreement therewith and give the information required by the Jamaican Companies Act, in the manner so required.

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The engagement partner on the audit resulting in this independent auditor's report is Kevin Powell.

*PricewaterhouseCoopers*

Chartered Accountants

31 March 2021

Kingston, Jamaica

# Eppley Limited

## Consolidated Statement of Comprehensive Income

Year ended 31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2020 \$'000	2019 \$'000
<b>Net Investment Income</b>			
Interest income		332,908	350,220
Interest expense		(207,676)	(197,004)
<b>Net Interest Income</b>		125,232	153,216
Asset management fee income	8 (i)	194,242	103,957
Fees and other operating income	8 (ii)	85,984	57,694
Administrative expenses	9	(190,162)	(163,958)
Net impairment losses on financial and contract assets	4 (a)	(939)	(1,169)
Share of net profit from joint venture	19	10,817	10,551
<b>Profit before Taxation</b>		225,174	160,291
Taxation	11	168	3,233
<b>Net Profit</b>		225,342	163,524
<b>Other Comprehensive Income:</b>			
<i>Items that will not be reclassified</i>			
Exchange differences on translation of foreign operations		2,589	26
Changes in fair value of equity investments at fair value through other comprehensive income		43,346	16,765
<b>Other comprehensive income for the year, net of taxes</b>		45,935	16,791
<b>Total Comprehensive Income for the Year</b>		271,277	180,315
 Earnings per Share	12	 \$1.17	 \$0.85

# Eppley Limited

## Consolidated Statement of Financial Position

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2020 \$'000	2019 \$'000
<b>Assets</b>			
Cash and deposits	13	680,589	550,136
Taxation recoverable		14,443	12,286
Other receivables	14	201,153	127,084
Insurance premium financing receivables	15	135,861	156,393
Loans receivable	16	1,452,154	1,530,972
Lease receivables	17	587,129	500,774
Investment securities	18	977,869	880,649
Investment in joint ventures	19	58,331	47,513
Deferred tax assets	23	15,251	10,037
Right-of-use-asset	21	1,069	3,605
Property, plant and equipment	20	17,433	11,935
<b>Total assets</b>		<b>4,141,282</b>	<b>3,831,384</b>
<b>Liabilities</b>			
Due to related parties	24	1,653	1,653
Taxation payable		5,010	2,578
Deferred tax liabilities	23	-	146
Borrowings	25	2,916,890	2,784,395
Lease liability	21	1,069	4,028
Other liabilities	26	212,661	174,676
<b>Total liabilities</b>		<b>3,137,283</b>	<b>2,967,476</b>
Share capital	27	492,343	492,343
Other reserves	28	1,892	(697)
Fair value reserves	29	60,111	16,765
Retained earnings		449,653	355,497
<b>Total shareholders' equity</b>		<b>1,003,999</b>	<b>863,908</b>
<b>Total Liabilities and Equity</b>		<b>4,141,282</b>	<b>3,831,384</b>

Approved for issue by the Board of Directors on 31 March 2021 and signed on its behalf by:



Nicholas Scott

Managing Director



Sharon Donaldson

Director

**Eppley Limited**  
**Consolidated Statement of Changes in Equity**  
**Year ended 31 December 2020**  
 (expressed in Jamaican dollars unless otherwise indicated)

	Note	Share Capital \$'000	Fair value Reserves \$'000	Other Reserves \$'000	Retained Earnings \$'000	Total \$'000
Restated balance at 1 January 2019		492,343	-	(723)	282,741	774,361
Net profit		-	-	-	163,524	163,524
Other comprehensive income for the year		-	16,765	26	-	16,791
Total comprehensive income for the year		-	16,765	26	163,524	180,315
Transactions with owners -						
Dividends	30	-	-	-	(90,768)	(90,768)
Balance at 31 December 2019		492,343	16,765	(697)	355,497	863,908
Net profit		-	-	-	225,342	225,342
Other comprehensive income for the year		-	43,346	2,589	-	45,935
Total comprehensive income for the year		-	43,346	2,589	225,342	271,277
Transactions with owners -						
Dividends	30	-	-	-	(131,186)	(131,186)
Balance at 31 December 2020		492,343	60,111	1,892	449,653	1,003,999

# Eppley Limited

## Consolidated Statement of Cash Flows

Year ended 31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2020 \$'000	2019 \$'000
<b>Cash Flows from Operating Activities</b>			
Net profit		225,342	163,524
Adjustments for:			
Depreciation	20	8,167	9,737
Amortisation of right-of-use-asset	21	3,968	3,696
Interest income		(332,908)	(350,220)
Dividend income		(2,660)	(96)
Interest expense		207,676	197,004
Unrealised losses/(gains) on investment securities		11,171	(20,572)
Expected credit loss		939	1,169
Gain on disposal of property, plant and equipment		(1,373)	-
Exchange (gains)/losses on foreign currency denominated balances		(55,560)	1,015
Share of profits from joint venture	19	(10,817)	(10,551)
Taxation	11	(168)	(3,233)
		<u>53,777</u>	<u>(8,527)</u>
<b>Changes in non-cash working capital components:</b>			
Other receivables		(81,389)	12,447
Insurance premium financing receivables		21,837	187,053
Loans receivable		148,878	(35,500)
Lease receivables		(83,866)	82,031
Interest received		329,329	343,591
Dividend received		2,660	96
Other liabilities		<u>35,934</u>	<u>27,274</u>
		427,160	608,465
Taxation withheld at source		(2,157)	(2,197)
Tax paid		(2,733)	(5,789)
Interest paid		<u>(188,651)</u>	<u>(197,431)</u>
Net cash provided by operating activities		<u>233,619</u>	<u>403,048</u>
<b>Cash Flows from Investing Activities</b>			
Acquisition of investment securities		-	(444,891)
Proceeds from sale of investment securities		86,575	-
Proceeds from sale of property, plant and equipment		1,373	-
Additions to property, plant and equipment	20	<u>(13,664)</u>	<u>(5,927)</u>
Net cash provided by/(used in) by investing activities		<u>74,284</u>	<u>(450,818)</u>
<b>Cash Flows from Financing Activities</b>			
Dividends paid	30	(131,186)	(90,768)
Lease liability repaid	21	(4,337)	(3,887)
Loans received		572,484	711,751
Loans repaid		<u>(540,269)</u>	<u>(336,428)</u>
Net cash (used in)/provided by financing activities		<u>(103,308)</u>	<u>280,668</u>
Increase in net cash balances		204,595	232,898
Effects of foreign exchange rates changes on cash and cash equivalents		12,432	(4,533)
Cash and cash equivalents at beginning of year		<u>463,337</u>	<u>234,972</u>
<b>CASH AND CASH EQUIVALENTS AT END OF THE YEAR</b>	13	<u><u>680,364</u></u>	<u><u>463,337</u></u>

# Eppley Limited

## Company Statement of Comprehensive Income

Year ended 31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2020 \$'000	2019 \$'000
<b>Net Investment Income</b>			
Interest income		342,556	364,732
Interest expense		(205,707)	(197,004)
<b>Net Interest Income</b>		136,849	167,728
Asset management fee income	8 (i)	91,972	45,165
Fees and other operating income	8 (ii)	77,778	59,051
Net impairment losses on financial and contract assets	4 (a)	(863)	(1,156)
Administrative expenses	9	(164,536)	(138,541)
<b>Profit before Taxation</b>		141,200	132,247
Taxation	11	146	-
<b>Net Profit</b>		141,346	132,247
<b>Other Comprehensive Income:</b>			
<i>Items that will not be reclassified</i>			
Changes in fair value of equity investments at fair value through other comprehensive income, net of taxes		34,719	20,944
<b>Total Comprehensive Income for the Year</b>		<u>176,065</u>	<u>153,191</u>

# Eppley Limited

## Company Statement of Financial Position

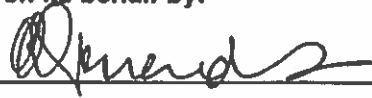
31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2020 \$'000	2019 \$'000
<b>Assets</b>			
Cash and deposits	13	566,874	518,146
Taxation recoverable		12,807	10,843
Other receivables	14	132,162	109,637
Insurance premium financing receivables	15	135,861	156,393
Loans receivable	16	974,717	1,092,643
Lease receivables	17	587,128	485,439
Due from related parties	24	737,054	680,985
Investment securities	18	665,526	592,333
Investment in joint venture	19	14	13
Investment in subsidiaries	22	70,750	65,098
Right-of-use-asset	21	1,069	3,605
Property, plant and equipment	20	17,368	11,846
<b>Total assets</b>		<b>3,901,330</b>	<b>3,726,981</b>
<b>Liabilities</b>			
Due to related parties	24	7,261	25,260
Deferred taxation	23	-	146
Borrowings	25	2,885,348	2,784,395
Lease Liability	21	1,069	4,028
Other liabilities	26	132,544	82,923
<b>Total liabilities</b>		<b>3,026,222</b>	<b>2,896,752</b>
<b>Shareholders' Equity</b>			
Share capital	27	492,343	492,343
Fair value reserves	29	55,663	20,944
Retained earnings		327,102	316,942
<b>Total shareholders' equity</b>		<b>875,108</b>	<b>830,229</b>
<b>Total Liabilities and Equity</b>		<b>3,901,330</b>	<b>3,726,981</b>

Approved for issue by the Board of Directors on 31 March 2021 and signed on its behalf by:

  
 \_\_\_\_\_  
 Nicholas Scott      Managing Director

  
 \_\_\_\_\_  
 Sharon Donaldson      Director



# Eppley Limited

## Company Statement of Changes in Equity

Year ended 31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

	Note	Share Capital \$'000	Retained Earnings \$'000	Fair Value Reserves \$'000	Total \$'000
<b>Restated balance at 1 January 2019</b>		492,343	275,463	-	767,806
Net profit		-	132,247	-	132,247
Other comprehensive income		-	-	20,944	20,944
<b>Total comprehensive income</b>		-	132,247	20,944	153,191
<b>Transactions with owners -</b>					
Dividends	30	-	(90,768)	-	(90,768)
<b>Balance at 31 December 2019</b>		492,343	316,942	20,944	830,229
Net profit		-	141,346	-	141,346
Other comprehensive income		-	-	34,719	34,719
<b>Total comprehensive income</b>		-	141,346	34,719	176,065
<b>Transactions with owners -</b>					
Dividends	30	-	(131,186)	-	(131,186)
<b>Balance at 31 December 2020</b>		492,343	327,102	55,663	875,108

# Eppley Limited

## Company Statement of Cash Flows

Year ended 31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

	Note	2020 \$'000	2019 \$'000
<b>Cash Flows from Operating Activities</b>			
Net profit		141,346	132,247
Adjustments for:			
Depreciation	20	8,142	8,631
Amortisation of right-of-use-asset	21	3,968	3,696
Interest income		(342,556)	(364,732)
Dividend Income		(104)	(96)
Interest expense		205,707	197,004
Unrealised gains on investment securities		11,171	-
Gain on disposal of property, plant and equipment		(1,373)	-
Net impairment losses of financial assets		863	1,156
Exchange gains on foreign currency denominated balances		(48,226)	(5,905)
Taxation	11	(146)	-
		(21,208)	(27,999)
Changes in non-cash working capital components:			
Other receivables		(34,242)	16,224
Due from related parties		(56,120)	9,416
Insurance premium financing receivables		21,837	187,053
Loans receivable		207,795	28,490
Lease receivables		(100,072)	56,871
Interest received		338,977	361,146
Dividend received		104	96
Due to related parties		(17,999)	(63,732)
Other liabilities		46,501	35,004
		385,573	602,569
Taxation withheld at source		(1,964)	(754)
Interest paid		(187,299)	(197,431)
Net cash provided by operating activities		196,310	404,384
<b>Cash Flows from Investing Activities</b>			
Acquisition of investment securities		-	(459,183)
Acquisition of investment in subsidiaries		(143)	-
Proceeds from sale of investment securities		86,575	-
Proceeds from sale of property, plant and equipment		1,373	-
Additions to property, plant and equipment	20	(13,664)	(5,927)
Net cash provided by/(used in) investing activities		74,141	(465,110)
<b>Cash Flows from Financing Activities</b>			
Dividends paid	30	(131,186)	(90,768)
Lease liability repaid		(4,337)	(3,887)
Loans received		530,110	711,751
Loans repaid		(540,269)	(337,789)
Net cash (used in)/provided by financing activities		(145,682)	279,307
Increase in net cash balances		124,769	218,581
Effects of foreign exchange rates changes on cash and cash equivalents		10,533	(4,533)
Cash and cash equivalents at beginning of year		431,347	217,299
<b>CASH AND CASH EQUIVALENTS AT END OF THE YEAR</b>	13	566,649	431,347

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 1. Identification and Activities

Eppley Limited (the company) is a limited liability company incorporated and domiciled in Jamaica. The company is listed on the Main Market of the Jamaica Stock Exchange. The registered office of the company is located at 58 Half Way Tree Road, Kingston 10.

The principal activity of the company is investing in credit products including insurance premium, loan and lease financing and providing asset management services.

The company has three (3) wholly owned subsidiaries Paynter (Jamaica) Limited, Eppley Fund Managers Limited and Fleet Limited which offer credit products and management services. The company's subsidiaries together with the company are referred to as "the Group".

### 2. Summary of Significant Accounting Policies

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

#### (a) Basis of preparation

These financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and IFRS Interpretations Committee (IFRIC) applicable to companies reporting under IFRS. The financial statements have been prepared under the historical cost convention as modified by the revaluation of certain financial instruments.

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. Although these estimates are based on management's best knowledge of current events and action, actual results could differ from those estimates. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in Note 3.

#### ***Standards, interpretations and amendments to published standards effective in the current year***

Certain new accounting standards, interpretations and amendments to existing standards have been published that became effective during the current financial year. The Group has assessed the relevance of all such new standards, interpretations and amendments and has adopted the following which is relevant to its operations.

- Amendments to IAS 1 'Presentation of financial statements' and IAS 8 'Accounting policies, changes in accounting estimates and errors' (effective for annual periods beginning on or after 1 January 2020). These amendments clarify the definition of materiality and the meaning of primary users of general purpose financial statements by defining them as existing and potential investors, lenders and other creditors. The Group has applied the guidance on materiality when preparing its financial statements.
- IFRS 3 'Business combinations' (effective for annual periods beginning on or after 1 January 2020). This amendment revises the definition of a business which requires an acquisition to include an input and a substantive process that together significantly contribute to the ability to create outputs. The definition of the term outputs is amended to focus on goods and services provided to customers, generating investment income and other income, and it excludes returns in the form of lower costs and other economic benefits. There was no impact from the adoption of this amendment.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 2. Summary of Significant Accounting Policies (Continued)

#### (a) Basis of preparation (continued)

##### ***Standards, interpretations and amendments to published standards effective in the current year (continued)***

- Revised Conceptual Framework for Financial Reporting (effective for annual periods beginning on or after 1 January 2020). The revised Conceptual Framework will be used in standard-setting decisions with immediate effect, however no change will be made to any of the current accounting standards. Entities that apply the Conceptual Framework in determining accounting policies will need to consider whether their accounting policies are still appropriate under the revised Framework. There was no impact from the adoption of this amendment.

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

At the date of authorisation of these financial statements, certain new standards, amendments and interpretations to existing standards have been issued which are not yet effective, and which the Group has not early adopted. The Group has assessed the relevance of all such new standards, interpretations and amendments, and has determined that the following may be relevant to its operations and management is currently assessing the impact they may have on the Group:

- IFRS 16, 'Leases' – Covid-19 related rent concessions (effective for annual periods beginning on or after 1 June 2020). As a result of the COVID-19 pandemic, rent concessions have been granted to lessees. Such concessions might take a variety of forms, including payment holidays and deferral of lease payments. In May 2020, the IASB made an amendment to IFRS 16, 'Leases' which provides lessees with an option to treat qualifying rent concessions in the same way as they would if they were not lease modifications. In many cases, this will result in accounting for the concessions as variable lease payments in the period in which they are granted. The Group is currently assessing the impact of this amendment.
- Amendments to IAS 1, 'Presentation of financial statements' (effective for annual periods beginning on or after 1 January 2022). These amendments clarify that liabilities are classified as either current or non-current, depending on the rights that exist at the end of the reporting period. Classification is unaffected by the expectations of the entity or events after the reporting date. The amendments also clarify what IAS 1 means when it refers to the 'settlement' of a liability. The Group is currently assessing the impact of this amendment.
- Amendment to IAS 16, 'Property, plant and equipment' (effective for annual periods beginning on or after 1 January 2022). This amendment prohibits an entity from deducting from the cost of an item of PP&E any proceeds received from selling items produced while the entity is preparing the asset for its intended use. Instead, the entity will recognise such sales proceeds and related cost in profit or loss. It also clarifies that an entity is 'testing whether the asset is functioning properly' when it assesses the technical and physical performance of the asset. The financial performance of the asset is not relevant to this assessment. Entities must disclose separately the amounts of proceeds and costs relating to items produced that are not an output of the entity's ordinary activities. The Group is currently assessing the impact of this amendment.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 2. Summary of Significant Accounting Policies (Continued)

#### (a) Basis of preparation (continued)

***Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Group (continued)***

- Amendments to IFRS 3, 'Business combinations' (effective for annual periods beginning on or after 1 January 2022). Minor amendments were made to update the references to the Conceptual Framework for Financial Reporting and add an exception for the recognition of liabilities and contingent liabilities within the scope of IAS 37 Provisions, Contingent Liabilities and Contingent Assets and Interpretation 21 Levies. The amendments also confirm that contingent assets should not be recognised at the acquisition date. The Group will apply this amendment to future transactions.
- Amendments to IAS 37, 'Provisions, contingent liabilities and contingent assets' (effective for annual periods beginning on or after 1 January 2022). This amendment specifies which costs a company includes when assessing whether a contract will be loss making. It clarifies that the direct costs of fulfilling a contract include both the incremental costs of fulfilling the contract and an allocation of other costs directly related to fulfilling contracts. Before recognising a separate provision for an onerous contract, the entity recognises any impairment loss that has occurred on assets used in fulfilling the contract. The Group is currently assessing the impact of this amendment.
- Annual improvements to IFRSs 2018 – 2020 cycles (effective for annual periods beginning on or after 1 January 2022). These amendments include minor changes to the following standards:
  - IFRS 9, 'Financial instruments'
  - IFRS 16, 'Leases'
  - IFRS 1, 'First-time adoption of International Financial Reporting Standards'
  - IAS 41, 'Agriculture'

There are no other IFRS or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Group.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 2. Summary of Significant Accounting Policies (Continued)

#### (b) Consolidation

##### (i) Subsidiaries

Subsidiaries are all entities (including structured 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. The Group also assesses existence of control where it does not have more than 50% of the voting power but is able to govern the financial and operating policies by virtue of de-facto control. De-facto control may arise in circumstances where the size of the Group's voting rights relative to the size and dispersion of holdings of other shareholders give the Group the power to govern the financial and operating policies, etc. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases.

Inter-company transactions, balances, income and expenses on transactions between group companies are eliminated. Profits and losses resulting from inter-company transactions that are recognized in assets are also eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

Investments in subsidiaries are accounted for at cost less impairment. Cost is adjusted to reflect changes in consideration arising from contingent consideration amendments. Cost also includes direct attributable costs of investment.

The consolidated financial statements include the financial statements of the company and its subsidiaries as follows:

		% Ownership by Group at at 31 December 2020	% Ownership by Company at 31 December 2020	% Ownership by Group at 31 December 2019	% Ownership by Company at 31 December 2019
Principal Activities					
<b>Resident in Jamaica:</b>					
<b>Subsidiary</b>					
	Investing in credit products including insurance premium, loan and lease financing				
Paynter (Jamaica) Limited		100	100	100	100
<b>Joint Venture</b>					
	Asset and investment management				
Caribbean Mezzanine Fund I Limited		50	50	50	50
	Property rental				
Retirement Road Holdings II Limited		50	-	50	-
<b>Resident outside of Jamaica:</b>					
<b>Subsidiary</b>					
	Asset and investment management				
Eppley Fund Managers Limited		100	100	100	100
	Investing in credit products				
Fleet Limited		100	100	-	-

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 2. Summary of Significant Accounting Policies (Continued)

#### (c) Segment reporting

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

#### (d) Revenue recognition

Revenue is measured based on the consideration specified in a contract with a customer and excludes amounts collected on behalf of third parties. The Group recognizes revenue when it transfers control over a product or service, being when the goods or service are delivered to a customer. Delivery occurs when the products or service have been shipped to the specific location, the risks of obsolescence and loss have been transferred to the customer, and either the customer has accepted the products or service in accordance with the sales contract, the acceptance provisions have lapsed, or the Group has objective evidence that all criteria for acceptance have been satisfied.

The Group does not expect to have any contracts where the period between the transfer of the promised goods or service to the customer and payment by the customer exceeds one year. As a consequence, the Group does not adjust any of the transaction prices for the time value of money.

Dividend income from financial assets is included in other operating income and is recognised when the right to receive payment is established.

Interest income is calculated by applying the effective interest rate to the gross carrying amount of a financial asset except for financial assets that subsequently become credit-impaired. For credit-impaired financial assets the effective interest rate is applied to the net carrying amount of the financial asset (after deduction of the loss allowance). Interest income is presented as finance income where it is earned from financial assets that are held for cash management purposes.

Other income is recognised on an accrual basis.

#### (e) Foreign currency translation

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

Items included in the financial statements of the Group are measured using the currency of the primary economic environment in which it operates (the functional currency). The financial statements are presented in Jamaican dollars which is also the Group's functional currency.

##### (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 statement of comprehensive income.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 2. Summary of Significant Accounting Policies (Continued)

**(f) Financial instruments**

Financial instruments carried on the statement of financial position include insurance premium financing receivables, loans receivable, investment securities, other receivables, due from related parties, cash and deposits, borrowings, due to related parties and other liabilities. The particular recognition methods adopted are disclosed in the individual policy statements associated with each item. The fair value of the Group's financial instruments is discussed in Note 6.

**(g) Insurance premium financing receivables**

Insurance premium financing (IPF) receivables are non-derivative financial assets with fixed or determinable payments. They are recognised initially at the amount of consideration that is unconditional unless they contain significant financing components, when they are recognised at fair value. The Group holds the trade receivables with the objective to collect the contractual cash flows and therefore measures them subsequently at amortised cost using the effective interest method. The Group applies the IFRS 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all insurance premium financing receivables.

**(h) Loans and leases receivable**

Loans are recognised when the cash is advanced to borrowers. They are initially recorded at fair value, which is the cash given to originate the loan including any transaction costs, and subsequently measured at amortised cost using the effective interest rate method. The Group applies the IFRS 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all loans and lease receivables, except for secured loans. The simplified approach requires that the impairment provision is measured at initial recognition and throughout the life of the receivables using a lifetime ECL. As a practical expedient, a provision matrix is utilised in determining the lifetime ECLs. The lifetime ECLs are determined by taking into consideration historical rates of default for each segment of aged receivables as well as the estimated impact of forward-looking information.

Secured loans are held for the collection of the contractual cash flows and when those cash flows represent solely payment of principal and interest, they are measured at amortised cost. The general model applies to these loans. See Note 2(j)(iv) for accounting policy on impairment of these loans.

**(i) Cash and deposits**

Cash and deposits are stated at cost. For the purposes of the statement of cash flows, cash and deposits comprise balances with maturity dates of less than 90 days from the dates of acquisition including cash and bank balances and deposits held on call with banks.

**(j) Investment securities**

*(i) Classification*

The Group classifies its financial assets in the following measurement categories:

- those to be measured subsequently at fair value through profit or loss, and
- those to be measured at amortised cost.
- those measured at fair value through other comprehensive income

The classification depends on the entity's business model for managing the financial assets and the contractual terms of the cash flows.



# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 2. Summary of Significant Accounting Policies (Continued)

#### (j) Investment securities (continued)

##### (i) Classification (continued)

For assets measured at fair value, gains and losses are recorded in the statement of comprehensive income. For investments in debt instruments, an evaluation was carried out to define the Group's business model and concluded these instruments will be classified as amortised cost or fair value through profit or loss.

The Group reclassifies debt investments when and only when its business model for managing those assets changes.

##### (ii) Recognition and derecognition

Regular way purchases and sales of financial assets are recognised on trade-date, the date on which the Group commits to purchase or sell the asset. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Group has transferred substantially all of the risks and rewards of ownership.

##### (iii) Measurement

At initial recognition, the Group measures a financial asset at its fair value plus transaction costs that are directly attributable to the acquisition of the financial asset. Transaction costs of financial assets carried at FVPL are expensed in the statement of comprehensive income.

##### **Debt instruments**

Subsequent measurement of debt instruments depends on the Group's business model for managing the asset and the cash flow characteristics of the asset. There are two measurement categories into which the Group classifies its debt instruments:

- Debt instruments at amortised cost - Assets that are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest are measured at amortised cost. Interest income from these financial assets is included in interest income using the effective interest rate method. Any gain or loss on derecognition is recognised directly in the statement of comprehensive income and presented in other operating income together with foreign exchange gains and losses. Impairment losses are presented as a separate line item in the statement of comprehensive income.
- Debt instruments at fair value through profit or loss (FVPL) - Assets that do not meet the criteria for amortised cost or fair value through other comprehensive income are measured at FVPL. A gain or loss on a debt investment that is subsequently measured at FVPL is recognised in the statement of comprehensive income and presented net in the statement of comprehensive income within other operating income in the period in which it arises.
- The Group does not hold any debt investments at fair value through other comprehensive income.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 2. Summary of Significant Accounting Policies (Continued)

#### (j) Investment securities (continued)

##### (iii) *Measurement (continued)*

##### ***Equity instruments***

The Group subsequently measures all equity investments at fair value. Where the Group's management has elected to present fair value gains or losses on equity investments in other comprehensive income, there is no subsequent reclassification of fair value gains and losses to the profit or loss following the derecognition of the investment. Dividends from such investments continue to be recognised in the statement of comprehensive income as other operating income when the Group's right to receive payments is established.

Changes in the fair value of financial assets at FVPL are recognised in other operating income in the statement of comprehensive income as applicable.

##### (iv) *Impairment*

The Group assesses on a forward-looking basis the expected credit losses (ECL) associated with its debt instruments carried at amortised cost. The impairment methodology applied depends on whether there has been a significant increase in credit risk.

##### ***Application of the General Model***

The Group has applied the 'general model' as required under IFRS 9 for debt instruments other than trade receivables. Under this model, the Group is required to assess on a forward-looking basis the ECL associated with its debt instrument assets carried at amortised cost. The ECL will be recognised in the statement of comprehensive income before a loss event has occurred. The measurement of ECL reflects an unbiased and probability-weighted amount that is determined by evaluating a range of possible outcomes. The probability-weighted outcome considers multiple scenarios based on reasonable and supportable forecasts. Under current guidance, impairment amount represents the single best outcome; the time value of money; and reasonable and supportable information that is available without undue cost or effort at the reporting date about past events, current conditions and forecasts of future economic conditions.

ECL is calculated by multiplying the Probability of Default (PD), Loss Given Default (LGD) and Exposure at Default (EAD).

The impairment model uses a three-stage approach based on the extent of credit deterioration since origination:

**Stage 1** – 12-month ECL applies to all financial assets that have not experienced a significant increase in credit risk since origination and are not credit-impaired. The ECL will be computed using a 12-month PD that represents the probability of default occurring over the next 12 months.

# Eppley Limited

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### 2. Summary of Significant Accounting Policies (Continued)

#### (j) Investment securities (continued)

##### (iv) Impairment (continued)

*Stage 2* – When a financial asset experiences a significant increase in credit risk subsequent to origination but is not credit-impaired, it is considered to be in Stage 2. This requires the computation of ECL based on lifetime PD that represents the probability of default occurring over the remaining estimated life of the financial asset. Provisions are higher in this stage because of an increase in risk and the impact of a longer time horizon being considered compared to 12 months in Stage 1.

*Stage 3* – Financial assets that have an objective evidence of impairment will be included in this stage. Similar to Stage 2, the allowance for credit losses will continue to capture the lifetime ECL.

*The Group uses judgement when considering the following factors that affect the determination of impairment:*

##### *Assessment of Significant Increase in Credit Risk*

The assessment of a significant increase in credit risk is done on a relative basis. To assess whether the credit risk on a financial asset has increased significantly since origination, the Group compares the risk of default occurring over the expected life of the financial asset at the reporting date to the corresponding risk of default at origination, using key risk indicators that are used in the Group's existing risk management processes such as the number of days past due. At each reporting date, the assessment of a change in credit risk will be individually assessed for those considered individually significant and at the segment level for retail exposures. This assessment is symmetrical in nature, allowing credit risk of financial assets to move back to Stage 1 if the increase in credit risk since origination has reduced and is no longer deemed to be significant.

##### *Macroeconomic Factors, Forward-Looking Information and Multiple Scenarios*

The Group applies an unbiased and probability weighted estimate of credit losses by evaluating a range of possible outcomes that incorporates forecasts of future economic conditions.

Macroeconomic factors and forward-looking information are incorporated into the measurement of ECL as well as the determination of whether there has been a significant increase in credit risk since origination. Measurement of ECLs at each reporting period reflect reasonable and supportable information at the reporting date about past events, current conditions and forecasts of future economic conditions.

The Group uses three scenarios that are probability weighted to determine ECL.

##### *Expected Life*

When measuring ECL, the Group considers the maximum contractual period over which the Group is exposed to credit risk. All contractual terms are considered when determining the expected life, including prepayment options and extension and rollover options.

# Eppley Limited

## Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

### 2. Summary of Significant Accounting Policies (Continued)

#### (j) Investment securities (continued)

##### (v) *Financial liabilities*

The Group's financial liabilities are initially measured at fair value, and are subsequently measured at amortised cost using the effective interest method. At the statement of financial position date, the following items were classified as financial liabilities: payables, due to related parties, lease liability and borrowings.

#### (k) Investment in joint ventures

Investment in joint ventures are accounted for using the equity method after initially being recognised at cost in the statement of financial position. Under the equity method of accounting, the investments are initially recognised at cost and adjusted thereafter to recognise the Group's share of the post-acquisition profits or losses of the investee in profit or loss, and the Group's share of movements in other comprehensive income of the investee. Dividends received or receivable from joint ventures are recognised as a reduction in the carrying amount of the investment.

When the Group's share of losses in an equity-accounted investment equals or exceeds its interest in the entity, including any other unsecured long-term receivables, the Group does not recognise further losses, unless it has incurred obligations or made payments on behalf of the other entity.

Unrealised gains on transactions between the Group and its joint venture entities are eliminated to the extent of the Group's interest in these entities. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of equity accounted investees have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### (l) Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and impairment. Depreciation is computed on the straight-line method at rates estimated to write off the assets over their expected useful lives as follows:

Furniture, fixtures and equipment	10% - 25%
Motor vehicles	25%
Software	25%
Leasehold improvement	33 1/3%

# Eppley Limited

## Notes to the Financial Statements

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### 2. Summary of Significant Accounting Policies (Continued)

#### (l) Property, plant and equipment (continued)

Property, plant and equipment are reviewed periodically for impairment. Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount.

Gains and losses on disposal of property, plant and equipment are determined by reference to their carrying amount and are taken into account in determining profit before taxation. Repairs and renewals are charged to the statement of comprehensive income when the expenditure is incurred.

#### (m) Impairment of long-lived assets

Long-lived assets are reviewed for impairment losses 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 carrying amount of the asset exceeds its recoverable amount, which is the higher of an asset's net selling price and value in use. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows.

#### (n) Other receivables

Other receivables are carried at original invoice amount less provision made for impairment of these receivables. A provision for impairment of receivables is established by assessing on a forward-looking basis, the expected amount that the Group will not be able to collect according to the original terms of the receivables. The amount of the provision is the difference between the carrying amount and the recoverable amount, being the present value of expected cash flows, discounted at the market rate of interest.

#### (o) Borrowings

Borrowings are recognised initially at the proceeds received, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost and any difference between net proceeds and the redemption value is recognised in the statement of comprehensive income over the period of the borrowings using the effective yield method.

#### (p) Other liabilities

Other liabilities are recognised at fair value and subsequently measured at amortised cost.

#### (q) Taxation

Taxation on the profit or loss for the year comprises current and deferred tax. Current and deferred taxes are recognised as income tax expense or benefit in the statement of comprehensive income, except where they relate to items recorded in shareholders' equity, in which case they are charged or credited to equity.

##### (i) Current taxation

Current tax is the expected taxation payable on the taxable income for the year, using tax rates enacted at year end, and any adjustment to tax payable and tax losses in respect of the previous years.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 2. Summary of Significant Accounting Policies (Continued)

#### (q) Taxation (continued)

##### (ii) *Deferred income taxes*

Deferred tax liabilities are recognised for temporary differences between the carrying amounts of assets and liabilities and their amounts as measured for tax purposes, which will result in taxable amounts in future periods. Deferred tax assets are recognised for temporary differences which will result in deductible amounts in future periods, but only to the extent it is probable that sufficient taxable profits will be available against which these differences can be utilised.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the asset will be realised or the liability will be settled based on enacted rates.

#### (r) Employee benefits

##### (i) *Pension obligations*

The Group participates in the defined contribution pension plan of a related company, T. Geddes Grant (Distributors) Limited. A defined contribution pension plan is a pension plan under which the company pays fixed contributions into a separate entity. The company has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods. The contributions paid by the company are recorded as an expense in the statement of comprehensive income.

##### (ii) *Accrued vacation*

Employee entitlements to annual leave are recognised when they accrue to employees. A provision is made for the estimated liability for annual leave as a result of services rendered by employees up to the year end.

##### (iii) *Termination benefits*

Termination benefits are payable whenever an employee's employment is terminated before the normal retirement date or whenever an employee accepts voluntary redundancy in exchange for these benefits. The company recognises termination benefits when it is demonstrably committed to either terminating the employment of current employees according to a detailed formal plan without possibility of withdrawal or providing termination benefits as a result of an offer made to encourage voluntary redundancy.

##### (iv) *Profit-sharing and bonus plan*

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

#### (s) Interest in subsidiaries

Interests in subsidiaries are stated at cost.

# Eppley Limited

## Notes to the Financial Statements

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### 2. Summary of Significant Accounting Policies (Continued)

#### (t) Leases

##### *As lessee*

The Group has a lease contract for a period of three years relating to the rental of office space. Leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the Group. Assets and liabilities arising from a lease are initially measured on a present value basis.

Lease liabilities include the net present value of the fixed payments (including in-substance fixed payments). The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the lessee's incremental borrowing rate is used, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions. To determine the incremental borrowing rate, the Group uses recent third-party financing received by the individual lessee as a starting point. The lease payment is allocated between the liability and finance cost. The finance cost is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Right-of-use asset is measured at cost comprising the following:

- The amount of the initial measurement of lease liability
- Any lease payments made at or before the commencement date less any lease incentives received
- Any initial direct costs, and
- Restoration costs.

Right-of-use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis.

##### *As lessor*

When assets are sold under a finance lease, the present value of the lease payments is recognised as a receivable. The difference between the gross receivable and the present value of the receivable is recognised as unearned income. Lease income is recognised over the term of the lease so as to reflect a constant periodic rate of return.

# **Eppley Limited**

## **Notes to the Financial Statements**

**31 December 2020**

(expressed in Jamaican dollars unless otherwise indicated)

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### **2. Summary of Significant Accounting Policies (Continued)**

#### **(u) Dividends paid**

Dividends on ordinary shares are recognised in stockholders' equity in the period in which they are approved by the company's stockholders.

The dividends on preference shares are recognised in statement of comprehensive income as interest expense.

Dividends for the year that are declared after the balance sheet date are dealt with in the subsequent events note 33.

#### **(v) Investment properties**

Investment properties, principally comprising land and buildings, are held for long-term rental yields and capital appreciation and are treated as long-term investments. They are measured initially at cost, including related transaction costs and are subsequently carried at fair value.

Fair value is based on active market prices, adjusted, if necessary, for any difference in the nature, location or condition of the specific asset. The fair value of investment property reflects, among other things, rental income from current leases and assumptions about rental income from future leases in light of current market conditions. The fair value also reflects, on a similar basis, any cash outflows that could be expected in respect of the property. Subsequent expenditure is charged to the asset's carrying amount 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 costs are charged to income during the financial period in which they are incurred. Fair value gains or losses are recorded in income.



# Eppley Limited

## Notes to the Financial Statements

31 December 2020

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### 3. Critical Accounting Estimates and Judgements in Applying Accounting Policies

The Group makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

**(a) Critical judgements in applying the Group's accounting policies**

In the process of applying the Group's accounting policies, management has made no significant judgements on the amounts recognised in the financial statements.

**(b) Critical accounting estimates and assumptions**

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that will have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are as follows:

**(i) *Measurement of the expected credit loss allowance on insurance premium financing, loans and leases***

The measurement of the expected credit loss allowance for financial assets measured at amortised cost requires the use of complex models and significant assumptions about future economic conditions and credit behaviour such as the likelihood of customers defaulting and the resulting losses.

A number of significant judgements are also required in applying the accounting requirements for measuring ECL, such as:

- Determining criteria for significant increase in credit risk;
- Choosing appropriate models and assumptions for the measurement of ECL;
- Establishing the number and relative weightings of forward-looking scenarios; and
- Establishing groups of similar financial assets for the purpose of measuring ECL

Further details about judgements and estimates made by the Group in the above areas are set out in Note 4 (a).

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

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### 3. Critical Accounting Estimates and Judgements in Applying Accounting Policies (Continued)

#### (b) Critical accounting estimates and assumptions (continued)

##### (ii) *Income taxes*

There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. The Group recognises liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

##### (iii) *Classification of joint arrangements*

The joint venture agreement in relation to Retirement Road Holdings II Limited (RRH II) and the Caribbean Mezzanine Fund I Limited (Mezzanine Fund) require unanimous consent from all parties for all relevant activities. With respect to RRH II, the partners have rights to the net assets of the arrangement while for the Mezzanine Fund, the partners have rights to the net assets of the arrangements for all relevant activities in accordance with shareholder agreements. These entities are therefore classified as joint venture arrangements. The Group recognises its share of the results for the year for RRH II.

### 4. Financial Risk Management

The Group's activities expose it to a variety of financial risks: market risk (including currency risk, fair value interest rate risk and cash flow interest rate risk), credit risk and liquidity risk. The Group's risk management programme seeks to minimise potential adverse effects on its financial performance.

The Group's risk management policies are designed to identify and analyse these risks, to set appropriate limits and controls, and to monitor adherence by means of reliable and up-to-date information systems. The Group regularly reviews its risk management policies and systems to reflect changes in markets, products and emerging best practice.

The Board of Directors is ultimately responsible for the establishment and oversight of the Group's risk management framework. The Board of Directors has established committees and departments for managing and monitoring risks, as follows:

#### (i) Investment Committee

The Investment Committee is responsible for recommending investment strategies and credit policies to the Board of Directors. It is also responsible for approving certain individual loans, leases and other credit investments in compliance with the Group's policies.

#### (ii) Finance Department

The Finance Department is responsible for managing the Group's accounting, financial reporting and compliance functions, including the management of the Group's accounting and investment management information systems. It is also primarily responsible for managing the funding and liquidity risks of the Group.

#### (iii) Audit Committee

The Audit Committee develops and recommends accounting and risk management policies to the Board of Directors. It also oversees management's compliance with the Group's risk management policies and procedures. In addition, the Audit Committee regularly reviews the Group's financial reporting and makes recommendations to the Board of Directors.

# Eppley Limited

## Notes to the Financial Statements

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(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (a) Credit risk

The Group takes on exposure to credit risk, which is the risk that its customers, clients or counterparties will cause a financial loss for the Group by failing to discharge their contractual obligations. Credit risk is the most important risk for the Group's business; management, therefore, carefully manages its exposure to credit risk. Credit exposures arise principally from the insurance premium financing receivables, lease receivable, loans receivable, other receivables, due from related parties, investment securities and cash and deposits. The Group structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to a single counterparty or groups of related counterparties.

Receivables are shown net of allowances for impairment, which reflects the Group's estimate of expected losses on collection of receivables. Credit ratings are not publicly available for any assets with credit risk.

Cash and cash equivalents are held with reputable and regulated financial institutions, which present minimal risk of default. The Group also maintains credit facilities with its bankers (See Note 13).

The carrying amount of financial assets represents the maximum credit exposure.

#### *Maximum exposure to credit risk before collateral held or other credit enhancements*

The Group's maximum exposure to credit risk at year end was as follows:

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Cash and deposits	680,589	550,136	566,874	518,146
Other receivables	87,649	4,050	18,655	4,050
Investment securities	379,088	361,694	379,088	361,694
Due from related parties	-	-	737,054	680,985
Insurance premium financing receivables	135,861	156,393	135,861	156,393
Loans receivable	1,452,154	1,530,972	975,717	1,092,643
Lease receivables	587,129	500,774	587,128	485,439
	<u>3,322,470</u>	<u>3,104,019</u>	<u>3,400,377</u>	<u>3,299,350</u>

The above table represents a worst case scenario of credit risk exposure to the Group at 31 December 2020 and 2019.

#### *Impairment of financial assets*

The Group has insurance premium financing, loan and lease receivable financial assets that are subject to the expected credit loss model.

The Group applied the IFRS 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all receivables from customers except for secured loans which uses the general model.

To measure the expected credit losses, receivables have been grouped based on shared credit risk characteristics and the days past due. The company has therefore concluded that the expected loss rates for receivables are a reasonable approximation of the loss rates for the contract assets.

# Eppley Limited

## Notes to the Financial Statements

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### 4. Financial Risk Management (Continued)

#### (a) Credit risk (continued)

##### *Impairment of financial assets (continued)*

The expected loss rates are based on the payment profiles of customers over a period of 60 months before 31 December 2020 and the corresponding historical credit losses experienced within this period. The historical loss rates are adjusted to reflect current and forward-looking information on macroeconomic factors affecting the ability of the customers to settle the receivables. The company has identified the Gross Domestic Product as the most relevant factor that affects the collection of receivables, and accordingly adjusts the historical loss rates based on expected changes in these factors.

On that basis, the loss allowance as at 31 December 2020 and 2019 was determined as follows for insurance premium financing on the Group and the Company:

	Group and Company			Total \$'000
	Current \$'000	31-90 Days \$'000	More than 90 Days \$'000	
<b>31-Dec-20</b>				
Expected credit loss rate	0.03%	0.03%	12.05%	
Gross carrying amount – insurance premium financing	92,954	3,197	45,186	141,337
<b>Loss allowance</b>	<b>(31)</b>	<b>(1)</b>	<b>(5,443)</b>	<b>(5,475)</b>
	Group and Company			Total \$'000
	Current \$'000	31-90 Days \$'000	More than 90 Days \$'000	
<b>31-Dec-19</b>				
Expected credit loss rate	0.01%	0.02%	12.48%	
Gross carrying amount – insurance premium financing	113,518	5,803	42,369	161,690
<b>Loss allowance</b>	<b>(8)</b>	<b>(1)</b>	<b>(5,289)</b>	<b>(5,298)</b>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (a) Credit risk (continued)

##### *Impairment of financial assets (continued)*

On that basis, the loss allowance as at 31 December 2020 and 2019 was determined as follows for loans and lease receivables for the Group and Company respectively:

	Group			
	Current	31-90 Days	More than 90 Days	Total
	\$'000	\$'000	\$'000	\$'000
<b>31-Dec-20</b>				
Expected credit loss rate	0.04%	0.12%	73.79%	
Gross carrying amount – loans and lease receivables	2,037,306	1,622	4,419	2,043,347
<b>Loss allowance</b>	<b>(800)</b>	<b>(2)</b>	<b>(3,261)</b>	<b>(4,063)</b>

	Group			
	Current	31-90 Days	More than 90 Days	Total
	\$'000	\$'000	\$'000	\$'000
<b>31-Dec-19</b>				
Expected credit loss rate	0.01%	0.10%	39.12%	
Gross carrying amount – loans and lease receivables	2,010,474	1,049	8,253	2,019,776
<b>Loss allowance</b>	<b>(136)</b>	<b>(1)</b>	<b>(3,219)</b>	<b>(3,356)</b>

	Company			
	Current	31-90 Days	More than 90 Days	Total
	\$'000	\$'000	\$'000	\$'000
<b>31-Dec-20</b>				
Expected credit loss rate	0.04%	0.12%	73.93%	
Gross carrying amount – loans and lease receivables	1,559,704	1,623	4,419	1,565,746
<b>Loss allowance</b>	<b>(629)</b>	<b>(2)</b>	<b>(3,267)</b>	<b>(3,898)</b>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (a) Credit risk (continued)

##### *Impairment of financial assets (continued)*

	Company			Total
	Current	31-90 Days	More than 90 Days	
	\$'000	\$'000	\$'000	
<b>31-Dec-19</b>				
Expected credit loss rate	0.01%	0.10%	38.68%	
Gross carrying amount – loans and lease receivables	1,572,108	1,049	8,253	1,581,410
<b>Loss allowance</b>	<b>(136)</b>	<b>(1)</b>	<b>(3,191)</b>	<b>(3,328)</b>

The movement on the loss allowance for insurance premium financing, loans and lease receivables was as follows:

	2020 \$'000	2019 \$'000
Opening loss allowance as at 1 January	8,664	7,898
Increase in loss allowance recognised in the statement of comprehensive income during the year	939	1,169
Bad debts recovered during the year	(65)	(413)
At 31 December	<u>9,538</u>	<u>8,654</u>

#### **Credit review process**

##### (i) Cash and deposits

The Group limits its exposure to credit risk by placing cash and deposits with counterparties that are regulated and publicly disclose their financial information. Management assesses each counterparty's credit quality and levels of liquidity. Accordingly, management seeks to mitigate the risk that any single counterparty will fail to meet its obligations. Furthermore, management takes steps to diversify its cash and deposits among a group of counterparties in order to further mitigate the risk of loss.

##### (ii) Insurance premium financing

The Group's exposure to credit risk is influenced mainly by its ability to receive adequate unearned premium refunds from its general insurance counterparties in the event of a default. Management assesses and monitors the credit worthiness of each counterparty. In most instances, the ultimate counterparties are general insurance companies regulated by the Financial Services Commission. The Group, through its information systems and financial reporting, also closely monitors the size of the unearned premium under each underlying insurance policy to ensure that it exceeds its insurance premium finance receivable.

# Eppley Limited

## Notes to the Financial Statements

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### 4. Financial Risk Management (Continued)

#### (a) Credit risk (continued)

##### *Impairment of financial assets (continued)*

##### *Credit review process*

#### (iii) Due from related parties, leases and loans receivable

The Group's exposure to credit risk is driven by the ability of the borrower or lessee to repay its obligations when due. In the case of loans, the Group's credit risk can be mitigated by the assignment of salary and other cash flows, and security interest in various forms of collateral or guarantees. In the case of leases, the Group owns the lease equipment and can monetize it in the event of a default. The Investment Committee is responsible for approving and monitoring individual loans, leases and other credit investments in compliance with investment strategies and credit policies approved by the Board of Directors. Senior management personnel meet on a weekly basis to discuss and analyse the ability of counterparties to meet repayment obligations. At the reporting date, secured loans are considered stage 1.

#### (iv) Investment securities

The Group limits its exposure to credit risk by investing mainly in liquid securities, with counterparties that have high credit quality. Accordingly, management does not expect any counterparty to fail to meet its obligations. At the reporting date, debt securities are considered stage 1.

# **Eppley Limited**

## **Notes to the Financial Statements**

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(expressed in Jamaican dollars unless otherwise indicated)

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### **4. Financial Risk Management (Continued)**

#### **(a) Credit risk (continued)**

##### ***Impairment of financial assets (continued)***

##### ***Collateral and other credit enhancements***

The amount and type of collateral required depend on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of different types of collateral.

The main types of collateral obtained are as follows:

Loans and leases - mortgages over residential and commercial properties, charges over business assets such as premises, equipment, inventory and accounts receivable and charges and hypothecations over deposit balances and financial instruments such as debt securities and equities.

Management monitors the market value of collateral with a view to request additional collateral in accordance with the underlying agreements.

The Group addresses impairment assessment in two areas: individually assessed allowances and collectively assessed allowances.

Individually assessed allowances are provided for financial assets by reviewing all the identified loans and leases, and determining whether amounts should be written off or that lifetime expected credit losses be recognized based on a review conducted at least annually or more regularly when individual circumstances require same. Impairment allowances on individually assessed accounts are determined by an evaluation if a significant increase in credit risk has occurred. The assessment then encompasses collateral held and the anticipated receipts for that individual account.

Collectively assessed allowances are provided for portfolios of homogenous assets and include loss allowances determined on an individually assessed basis, adjusted for forward looking information. Such information includes macroeconomic factors which management determines could influence Group operations.



# Eppley Limited

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### 4. Financial Risk Management (Continued)

#### (a) Credit risk (continued)

##### *Impairment of financial assets (continued)*

##### *Sensitivity analysis*

Set out below are the changes in ECL as at 31 December 2020 that would result from a reasonably possible change in the PDs used by the Group:

	The Group			
			Impact on ECL	
	Actual PD ranges applied	% Change in PD	Higher threshold	Lower threshold
			\$'000	\$'000
<b>Financial Assets</b>				
Insurance premium financing receivables	0.50% - 0.69%	+/- 20%	9	(9)
Loans and leases receivables	0.06% - 1.08%	+/- 20%	163	(163)
<b>Total</b>			<b>172</b>	<b>(172)</b>
	The Company			
			Impact on ECL	
	Actual PD ranges applied	% Change in PD	Higher threshold	Lower threshold
			\$'000	\$'000
<b>Financial Assets</b>				
Insurance premium financing receivables	0.50% - 0.69%	+/- 20%	9	(9)
Loans and leases receivables	0.06% - 1.08%	+/- 20%	140	(140)
<b>Total</b>			<b>149</b>	<b>(149)</b>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 4. Financial Risk Management (Continued)

#### (b) 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 and to replace funds when they are withdrawn. The consequence may be the failure to meet obligations to fulfil loan payments and other liabilities incurred.

#### *Liquidity risk management process*

The Group's liquidity management process, as carried out within the Group and monitored by the Board of Directors, includes:

- (i) Monitoring future cash flows and liquidity on a regular basis. This incorporates an assessment of expected cash flows and accessing credit from related parties or financial institutions if required;
- (ii) Optimising cash returns on short term investments; and
- (iii) Monitoring financial position liquidity ratios against internal requirements.

Monitoring and reporting take the form of cash flow measurement and projections for the next day, week and month, as these are key periods for liquidity management. The starting point for those projections is an analysis of the contractual maturity of the financial liabilities and the expected collection date of the financial assets.

The matching and controlled mismatching of the maturities and interest rates of assets and liabilities is fundamental to the management of the Group. It is unusual for companies ever to be completely matched since business transacted is often of uncertain term and of different types. An unmatched position potentially enhances profitability but can also increase the risk of loss.

The maturities of assets and liabilities and the ability to replace, at an acceptable cost, interest-bearing liabilities as they mature, are important factors in assessing the liquidity of the Group.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (b) Liquidity risk (continued)

##### *Financial assets and liabilities cash flows*

The tables below present the undiscounted cash flows of the Group's financial assets and liabilities based on contractual repayment obligations at contractual maturity dates:

	The Group					
	Within 1 Month \$'000	1 to 3 Months \$'000	3 to 12 Months \$'000	1 to 5 Years \$'000	Over 5 Years \$'000	Total \$'000
<b>As at 31 December 2020:</b>						
<b>Financial Assets</b>						
Cash and deposits	581,654	98,935	-	-	-	680,589
Investment securities	-	-	-	-	80,504	977,869
Insurance premium financing	52,290	33,763	63,068	-	-	149,121
Lease receivables	21,898	44,063	187,418	503,056	-	756,435
Loans receivable	506,082	288,703	451,532	344,858	-	1,591,175
<b>Total financial assets</b>	<b>1,161,924</b>	<b>465,464</b>	<b>702,018</b>	<b>847,914</b>	<b>80,504</b>	<b>4,155,189</b>
<b>Financial Liabilities</b>						
Due to related parties	1,653	-	-	-	-	1,653
Borrowings	19,473	604,089	685,212	2,018,022	-	3,326,796
Lease liability	374	695	-	-	-	1,069
Other liabilities	74,478	19,690	23,100	95,396	-	212,664
<b>Total financial liabilities</b>	<b>95,978</b>	<b>624,474</b>	<b>708,312</b>	<b>2,113,418</b>	<b>-</b>	<b>3,542,182</b>
<b>Net Liquidity Gap</b>	<b>1,065,946</b>	<b>(159,010)</b>	<b>(6,294)</b>	<b>(1,265,504)</b>	<b>80,504</b>	<b>613,007</b>
<b>Cumulative gap</b>	<b>1,065,946</b>	<b>906,936</b>	<b>900,642</b>	<b>(364,862)</b>	<b>(284,358)</b>	<b>613,007</b>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (b) Liquidity risk (continued)

#### Financial assets and liabilities cash flows (continued)

	The Company					
	Within 1 Month \$'000	1 to 3 Months \$'000	3 to 12 Months \$'000	1 to 5 Years \$'000	Over 5 Years \$'000	No Specific Maturity Date \$'000
<b>Total</b>						<b>\$'000</b>
<b>As at 31 December 2020:</b>						
<b>Financial Assets</b>						
Cash and deposits	467,938	98,935	-	-	-	566,873
Investment securities	-	-	-	-	80,504	665,526
Due from related parties	5,596	10,650	49,638	759,391	-	825,275
Insurance premium financing	52,286	33,761	63,065	-	-	149,112
Lease receivables	21,898	44,063	187,418	503,056	-	756,435
Loans receivable	314,940	280,581	320,281	197,942	-	1,113,744
<b>Total financial assets</b>	<b>862,658</b>	<b>467,990</b>	<b>620,402</b>	<b>1,460,389</b>	<b>80,504</b>	<b>4,076,965</b>
<b>Financial Liabilities</b>						
Due to related parties	7,261	-	-	-	-	7,261
Borrowings	19,318	603,794	684,601	1,982,120	-	3,289,833
Lease liability	374	695	-	-	-	1,069
Other liabilities	64,417	19,690	23,100	25,336	-	132,543
<b>Total financial liabilities</b>	<b>91,370</b>	<b>624,179</b>	<b>707,701</b>	<b>2,007,456</b>	<b>-</b>	<b>3,430,706</b>
<b>Net Liquidity Gap</b>	<b>771,288</b>	<b>(156,189)</b>	<b>(87,299)</b>	<b>(547,067)</b>	<b>80,504</b>	<b>646,259</b>
<b>Cumulative gap</b>	<b>771,288</b>	<b>615,099</b>	<b>527,800</b>	<b>(19,267)</b>	<b>61,237</b>	<b>646,259</b>

UNAUDITED – FOR DISCUSSION WITH MANAGEMENT ONLY  
SUBJECT TO AMENDMENT – NOT TO BE FURTHER COMMUNICATED

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (b) Liquidity risk (continued)

#### Financial assets and liabilities cash flows (continued)

	The Group					
	Within 1 Month \$'000	1 to 3 Months \$'000	3 to 12 Months \$'000	1 to 5 Years \$'000	Over 5 Years \$'000	No Specific Maturity Date \$'000
<b>As at 31 December 2019:</b>						
<b>Financial Assets</b>						
Cash and deposits	366,408	50,301	134,874	-	-	551,583
Investment securities	-	-	-	-	78,799	880,649
Insurance premium financing	33,621	13,032	127,949	-	-	174,602
Lease receivables	39,060	45,415	147,340	423,142	-	654,957
Loans receivable	407,655	329,625	555,537	394,978	-	1,687,795
<b>Total financial assets</b>	<b>846,744</b>	<b>438,373</b>	<b>965,700</b>	<b>818,120</b>	<b>78,799</b>	<b>3,949,586</b>
<b>Financial Liabilities</b>						
Due to related parties	1,653	-	-	-	-	1,653
Borrowings	22,160	427,708	251,468	2,586,263	-	3,287,599
Other liabilities	324	645	2,904	155	-	4,028
<b>Total financial liabilities</b>	<b>90,850</b>	<b>429,449</b>	<b>356,990</b>	<b>2,589,162</b>	<b>-</b>	<b>3,466,451</b>
<b>Net Liquidity Gap</b>	<b>755,894</b>	<b>8,924</b>	<b>608,710</b>	<b>(1,771,042)</b>	<b>78,799</b>	<b>483,135</b>
<b>Cumulative gap</b>	<b>755,894</b>	<b>764,818</b>	<b>1,373,528</b>	<b>(397,514)</b>	<b>(318,715)</b>	<b>483,135</b>

Assets available to meet all of the liabilities and to cover financial liabilities include cash and term deposits.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (b) Liquidity risk (continued)

#### Financial assets and liabilities cash flows (continued)

	The Company						
	Within 1 Month \$'000	1 to 3 Months \$'000	3 to 12 Months \$'000	1 to 5 Years \$'000	Over 5 Years \$'000	No Specific Maturity Date \$'000	Total \$'000
As at 31 December 2019:							
Financial Assets							
Cash and deposits	334,420	50,301	134,874	-	-	-	519,595
Investment securities	-	-	-	-	78,799	513,534	592,333
Due from related parties	-	-	-	680,025	-	-	680,025
Insurance premium financing	33,621	13,032	127,949	-	-	-	174,602
Lease receivables	23,209	45,415	147,340	423,142	-	-	639,106
Loans receivable	402,222	318,914	220,895	214,915	-	-	1,156,946
Total financial assets	793,472	427,662	631,058	1,318,082	78,799	513,534	3,762,607
Financial Liabilities							
Due to related parties	25,260	-	-	-	-	-	25,260
Borrowings	22,160	427,708	251,468	2,586,263	-	-	3,287,599
Other liabilities	324	645	2,904	155	-	-	4,028
	55,633	1,096	21,945	2,743	-	-	81,417
Total financial liabilities	103,377	429,449	276,317	2,589,161	-	-	3,398,304
Net Liquidity Gap	690,095	(1,787)	354,741	(1,271,079)	78,799	513,534	364,303
Cumulative gap	690,095	688,308	1,043,049	(228,030)	(149,231)	364,303	

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (c) Market risk

The Group takes on exposure to market risks, which is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risks mainly arise from changes in foreign currency exchange rates and interest rates. Market risk exposures are measured using sensitivity analysis. There has been no change to the manner in which the Group manages and measures this risk.

#### (i) Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Group is exposed to foreign exchange risk arising from the United States dollar. Foreign currency risk arises primarily from transactions in due from related parties, insurance premium, loan and lease financing, net of borrowings.

At 31 December 2020, the Group's statement of financial position includes aggregate net foreign assets of US\$5,552,000 (2019 - US\$3,074,000).

At 31 December 2020, the Company's statement of financial position includes aggregate net foreign assets of US\$6,834,000 (2019 - US\$3,527,000).

The Group manages the foreign exchange risk by ensuring that the net exposure in foreign assets and liabilities is kept to an acceptable level by monitoring currency positions.

#### Foreign currency sensitivity

The following tables indicate the currencies to which the Group had significant exposure on its monetary assets and liabilities and its forecast cash flows. The change in currency rate below represents management's assessment of the possible change in foreign exchange rates, with all other variables held constant. The sensitivity analysis on pre-tax profit is based on foreign currency denominated monetary items at the year end.

The Group				
	% Change in Currency Rate	Effect on Profit before Taxation	% Change in Currency Rate	Effect on Profit before Taxation
	2020	2020	2019	2019
USD - Revaluation	2%	(31,264)	4%	(15,957)
USD - Devaluation	6%	46,896	6%	23,936
The Company				
	% Change in Currency Rate	Effect on Profit before Taxation	% Change in Currency Rate	Effect on Profit before Taxation
	2020	2020	2019	2019
USD - Revaluation	2%	(38,478)	4%	(18,310)
USD - Devaluation	6%	57,718	6%	27,465

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (c) Market risk (continued)

##### (ii) Interest rate risk

Interest rate risk is the risk that the value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Floating rate instruments expose the Group to cash flow interest risk, whereas fixed interest rate instruments expose the Group to fair value interest risk.

The following tables summarise the Group's exposure to interest rate risk. It includes the Group's financial instruments at carrying amounts, categorised by the earlier of contractual repricing or maturity dates.

	The Group					Total \$'000
	Within 1 Month \$'000	1 to 3 Months \$'000	3 to 12 Months \$'000	1 to 5 Years \$'000	Non- Interest Bearing \$'000	
<b>At 31 December 2020:</b>						
<b>Financial Assets</b>						
Cash and deposits	272,914	98,935	-	-	308,740	680,589
Investment securities	-	-	-	-	977,869	977,869
Insurance premium financing	30,385	4,390	101,086	-	-	135,861
Lease receivables	-	97	14,110	572,922	-	587,129
Loans receivable	468,290	263,062	370,129	350,673	-	1,452,154
<b>Total financial assets</b>	<b>771,589</b>	<b>366,484</b>	<b>485,325</b>	<b>923,595</b>	<b>1,286,609</b>	<b>3,833,602</b>
<b>Financial Liabilities</b>						
Due to related parties	-	-	-	-	1,653	1,653
Borrowings	-	575,496	572,224	1,768,670	500	2,916,890
Other liabilities	-	-	-	-	212,664	212,664
<b>Total financial liabilities</b>	<b>-</b>	<b>575,496</b>	<b>572,224</b>	<b>1,768,670</b>	<b>214,817</b>	<b>3,131,207</b>
<b>Total interest repricing gap</b>	<b>771,589</b>	<b>(209,012)</b>	<b>(86,899)</b>	<b>(845,075)</b>	<b>1,071,792</b>	<b>702,395</b>
<b>Cumulative gap</b>	<b>771,589</b>	<b>562,577</b>	<b>475,678</b>	<b>(369,397)</b>	<b>702,395</b>	



# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (c) Market risk (continued)

##### (ii) Interest rate risk (continued)

	The Company					Total \$'000
	Within 1 Month \$'000	1 to 3 Months \$'000	3 to 12 Months \$'000	1 to 5 Years \$'000	Non- Interest Bearing \$'000	
<b>At 31 December 2020:</b>						
<b>Financial Assets</b>						
Cash and deposits	159,199	98,935	-	-	308,740	566,874
Investment securities	-	-	-	-	665,526	665,526
Due from related parties	-	-	22,756	714,298	-	737,054
Insurance premium financing receivables	30,385	4,390	101,086	-	-	135,861
Lease receivables	-	97	14,110	572,922	-	587,129
Loans receivable	277,145	254,937	238,877	203,758	-	974,717
<b>Total financial assets</b>	<b>466,729</b>	<b>358,359</b>	<b>376,829</b>	<b>1,490,978</b>	<b>974,266</b>	<b>3,667,161</b>
<b>Financial Liabilities</b>						
Due to related parties	-	-	-	-	7,261	7,261
Borrowings	-	575,495	572,224	1,737,129	500	2,885,348
Lease liability	-	-	-	-	1,069	1,069
Other liabilities	-	-	-	-	132,544	132,544
<b>Total financial liabilities</b>	<b>-</b>	<b>575,495</b>	<b>572,224</b>	<b>1,737,129</b>	<b>141,374</b>	<b>3,026,222</b>
<b>Total interest repricing gap</b>	<b>466,729</b>	<b>(217,136)</b>	<b>(195,395)</b>	<b>(246,151)</b>	<b>832,892</b>	<b>640,939</b>
<b>Cumulative gap</b>	<b>466,729</b>	<b>249,593</b>	<b>54,198</b>	<b>(191,953)</b>	<b>640,939</b>	

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (c) Market risk (continued)

##### (ii) Interest rate risk (continued)

	The Group					Total \$'000
	Within 1 Month \$'000	1 to 3 Months \$'000	3 to 12 Months \$'000	1 to 5 Years \$'000	Non- Interest Bearing \$'000	
<b>At 31 December 2019:</b>						
<b>Financial Assets</b>						
Cash and deposits	320,754	50,301	134,874	-	44,207	550,136
Investment securities	-	-	-	-	880,649	880,649
Insurance premium financing	26,121	12,042	118,230	-	-	156,393
Lease receivables	32,963	34,496	111,913	321,402	-	500,774
Loans receivable	391,708	324,015	486,332	328,917	-	1,530,972
<b>Total financial assets</b>	<b>771,546</b>	<b>420,854</b>	<b>851,349</b>	<b>650,319</b>	<b>924,856</b>	<b>3,618,924</b>
<b>Financial Liabilities</b>						
Due to related parties	-	-	-	-	1,653	1,653
Borrowings	-	-	132,569	2,651,326	500	2,784,395
Other liabilities	-	-	-	-	174,676	174,676
<b>Total financial liabilities</b>	<b>-</b>	<b>-</b>	<b>132,569</b>	<b>2,651,326</b>	<b>176,829</b>	<b>2,960,724</b>
<b>Total interest repricing gap</b>	<b>771,546</b>	<b>420,854</b>	<b>718,780</b>	<b>(2,001,007)</b>	<b>748,027</b>	<b>658,200</b>
<b>Cumulative gap</b>	<b>771,546</b>	<b>1,192,400</b>	<b>1,911,180</b>	<b>(89,827)</b>	<b>658,200</b>	

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 4. Financial Risk Management (Continued)

#### (c) Market risk (continued)

##### (ii) Interest rate risk (continued)

	The Company					Total \$'000
	Within 1 Month	1 to 3 Months	3 to 12 Months	1 to 5 Years	Non- Interest Bearing	
	\$'000	\$'000	\$'000	\$'000	\$'000	
<b>At 31 December 2019:</b>						
<b>Financial Assets</b>						
Cash and deposits	288,766	50,301	134,874	-	44,205	518,146
Investment securities	-	-	-	-	592,333	592,333
Due from related parties	-	-	-	680,985	-	680,985
Insurance premium financing receivables	26,121	12,042	118,230	-	-	156,393
Lease receivables	17,629	34,495	111,913	321,402	-	485,439
Loans receivable	387,677	316,071	196,332	192,563	-	1,092,643
<b>Total financial assets</b>	<b>720,193</b>	<b>412,909</b>	<b>561,349</b>	<b>1,194,950</b>	<b>636,538</b>	<b>3,525,939</b>
<b>Financial Liabilities</b>						
Due to related parties	-	-	-	-	25,260	25,260
Borrowings	-	-	132,569	2,651,326	500	2,784,395
Lease liability	-	-	-	-	4,028	4,028
Other liabilities	-	-	-	-	82,923	82,923
<b>Total financial liabilities</b>	<b>-</b>	<b>-</b>	<b>132,569</b>	<b>2,651,326</b>	<b>112,711</b>	<b>2,896,606</b>
<b>Total interest repricing gap</b>	<b>720,193</b>	<b>412,909</b>	<b>428,780</b>	<b>(1,456,376)</b>	<b>523,827</b>	<b>629,333</b>
<b>Cumulative gap</b>	<b>720,193</b>	<b>1,133,102</b>	<b>1,561,882</b>	<b>105,506</b>	<b>629,333</b>	

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

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### 4. Financial Risk Management (Continued)

#### (c) Market risk (continued)

##### (ii) Interest rate risk (continued)

###### *Interest rate sensitivity*

The Group does not have any sensitivity to interest rate risk as all financial assets and liabilities are at fixed rates, except for lease receivables for which the Group has the option to re-price in specific circumstances including, increases in the interest rates of benchmark Government of Jamaica securities and changes to the creditworthiness of the lessees.

##### (iii) Equity price risk

At December 31, 2020 the Group held \$103,090,000 (2019: \$92,022,000) of its investment in quoted equities. The Company held \$10,108,000 (2019 - \$7,668,000) of its investments in quoted equities.

###### *Sensitivity analysis*

All the Group and Company's quoted investments are listed on the Jamaica Stock Exchange. A 5% (2019:10%) increase in the unit prices of the equity holding would have increased equity (before considering the effect of taxation) by \$5,154,500 (2019: \$9,202,200) and \$505,450 (2019 - \$767,000) for the Group and Company respectively.

A 10% decline would have decreased comprehensive income by \$10,309,000 (2019: \$9,202,200) and \$1,010,800 (2019: \$767,000) for the Group and Company respectively.

### 5. Capital Management

Capital management is assessed by the senior management of the Group. The objectives when managing capital, which is a broader concept than the 'equity' on the face of the statement of financial position, are:

- (i) To safeguard the Group's ability to continue as a going concern so that it can continue to provide returns for stockholders and benefits for other stakeholders; and
- (ii) To maintain a strong capital base to support the development of its business.

There was no change to the Group's approach to capital management during the year. The Group is not subject to externally imposed capital requirements.

### 6. Fair Value of Financial Instruments

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. Market price is used to determine fair value where an active market exists as it is the best evidence of the fair value of a financial instrument. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. Where no market price is available, the fair values presented have been estimated using present values or other estimation and valuation techniques based on market conditions existing at the statement of financial position dates.

The values derived from applying these techniques are significantly affected by the underlying assumptions used concerning both the amounts and timing of future cash flows and the discount rates. The following methods and assumptions have been used:

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 6. Fair Value of Financial Instruments (Continued)

- (i) Investment securities classified as financial assets at FVPL and FVOCI are measured at fair value by reference to quoted market prices when available. If quoted market prices are not available, then fair values are estimated on the basis of pricing models or other recognized valuation techniques;
- (ii) The fair value of liquid assets and other assets maturing within a year (e.g. Cash and deposits, reverse repurchase agreements) is assumed to approximate their carrying amount. This assumption is applied to liquid assets and the short-term elements of all other financial assets and financial liabilities; and
- (iii) The fair value of variable rate financial instruments is assumed to approximate their carrying amounts.

IFRS 7 specifies a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. These two types of inputs have created the following fair value hierarchy.

Level 1 – Quoted prices in active markets for identical assets or liabilities. These mainly comprise of equity shares traded on the Jamaica Stock Exchange and are classified as financial assets at fair value through profit or loss.

Level 2 – Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. The fair value for these instruments is determined by using valuation techniques and 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.

Level 3 – Inputs for asset or liability that are not based on observable market data (unobservable inputs). This level includes participating and non-participating preference shares in 2020 with significant unobservable components. The fair value of these instruments were determined by the net assets of the underlying investments.

This hierarchy requires the use of observable market data when available. The Group considers relevant and observable market prices in its valuations where possible.

	The Group			
	Level 1 \$'000	Level 2 \$'000	Level 3 \$'000	Total \$'000
31-Dec-20				
Financial assets at fair value through profit or loss -				
Quoted equity investment	103,090	-	-	103,090
Unquoted equity investment	-	298,585	-	298,585
Unquoted common stock	-	-	219,361	219,361
Corporate bonds	-	80,504	-	80,504
Financial assets at fair value through other comprehensive income -				
Unquoted equity investment	-	-	276,329	276,329
	103,090	379,089	495,690	977,869

**Eppley Limited**

## Notes to the Financial Statements

31 December 2020

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## 6. Fair Value of Financial Instruments (Continued)

	<b>The Company</b>			
	<b>Level 1 \$'000</b>	<b>Level 2 \$'000</b>	<b>Level 3 \$'000</b>	<b>Total \$'000</b>
<b>31 December 2020</b>				
Financial assets at fair value through profit or loss -				
Quoted equity investment	10,108	-	-	10,108
Unquoted equity investment	-	298,585	-	298,585
Corporate bonds	-	80,504	-	80,504
Financial assets at fair value through profit or loss -				
Unquoted equity investment	-	-	276,329	276,329
	<b>10,108</b>	<b>379,089</b>	<b>276,329</b>	<b>665,526</b>
	<b>The Group</b>			
	<b>Level 1 \$'000</b>	<b>Level 2 \$'000</b>	<b>Level 3 \$'000</b>	<b>Total \$'000</b>
<b>31 December 2019</b>				
Financial assets at fair value through profit or loss -				
Quoted equity investment	92,022	-	-	92,022
Unquoted equity investment	-	282,895	-	282,895
Unquoted common stock	-	-	203,962	203,962
Corporate bonds	-	78,800	-	78,800
Financial assets at fair value through other comprehensive income -				
Unquoted equity investment	-	-	222,970	222,970
	<b>92,022</b>	<b>361,695</b>	<b>426,932</b>	<b>880,649</b>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 6. Fair Value of Financial Instruments (Continued)

	The Company			Total \$'000
	Level 1 \$'000	Level 2 \$'000	Level 3 \$'000	
31 December 2019				
Financial assets at fair value through profit or loss -				
Quoted equity investment	7,668	-	-	7,668
Unquoted equity investment	-	282,895	-	282,895
Corporate bonds	-	78,800	-	78,800
Financial assets at fair value through Unquoted equity investment	-	-	222,970	222,970
	7,668	361,695	222,970	592,333

### Sensitivity Analysis

A 5% (2019: 10%) increase in the unit prices of the level 3 investments would have increased equity before considering the effect of tax of \$24,785 (2019 - \$42,693) for the Group and \$13,811 (2019: \$22,297) for the company. A 10% decline would have decreased equity by \$27,624 (2019: \$22,297) before considering the effect of tax.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

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### 6. Fair Value of Financial Instruments (Continued)

- (i) Fair value measurement using significant observable inputs (level 3)

The following table presents the changes in level 3 items for the periods ended 31 December 2020 and 31 December 2019.

	<b>The Group</b>	
	<b>2020</b>	<b>2019</b>
	<b>\$'000</b>	<b>\$'000</b>
<b>Opening balance 1 January 2020</b>	426,932	196,587
Acquisitions	-	202,248
Fair value gain recognised in other comprehensive income	68,758	28,097
<b>Closing balance 31 December 2020</b>	<b>495,690</b>	<b>426,932</b>

	<b>The Company</b>	
	<b>2020</b>	<b>2019</b>
	<b>\$'000</b>	<b>\$'000</b>
<b>Opening balance 1 January 2020</b>	222,970	-
Acquisitions	-	202,248
Fair value gain recognised in other comprehensive income	53,359	20,722
<b>Closing balance 31 December 2020</b>	<b>276,329</b>	<b>222,970</b>

- (ii) The face value, less any estimated credit adjustments, for financial assets and liabilities with a maturity of less than one year are estimated to approximate their fair values. These financial assets and liabilities include cash, short-term deposits, insurance premium financing receivables, loans receivables and loans from related parties.
- (iii) The carrying value of long-term loans payable to external lenders approximate their fair values, as some of these loans are listed on an exchange and as at year end, the closing bid price represents their carrying values, being the amortised cost.



# Eppley Limited

## Notes to the Financial Statements

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### 7. Segment Information

The operating segments are based on the reports reviewed by the Board of Directors that are used to make strategic investment decisions. All operating segments used by management meet the definition of a reportable segment under IFRS 8.

These segments represent the different types of credit offering that are written by the entity. Management identifies its reportable operating segments by product line consistent with the reports used by the Board of Directors. Operating segments are subject to change according to the Group's investment strategies. These segments and their respective operations are as follows:

- Insurance Premium Finance (IPF) - These represent short term loans issued to customers for the financing of insurance premiums. These contracts normally have a duration of 3 to 9 months.
- Loans – These represent credit extended to customers with average tenure of 2 - 5 years. These loans are mostly secured by collateral, guarantees and payroll deductions.
- Leases - These represent credit extended for the purchase of equipment and motor vehicles and have a duration of 2 - 5 years.
- Asset Management – these represent administrative and investment advisory services provided.

2020	Insurance Premium Finance	Loans	Leases	Asset Management	Total
	\$'000	\$'000	\$'000	\$'000	\$'000
Income as per segment	21,891	212,994	84,930	194,242	514,057
Unallocated income					99,077
Share of net profit from joint venture					10,817
Unallocated expense					(398,777)
<b>Profit before Taxation</b>					225,174
Taxation					168
<b>Net Profit</b>					225,342

2019	Insurance Premium Finance	Loans	Leases	Asset Management	Total
	\$'000	\$'000	\$'000	\$'000	\$'000
Income as per segment	59,212	191,518	90,789	103,957	445,476
Unallocated income					79,496
Share of net profit from joint venture					10,551
Unallocated expense					(375,232)
<b>Profit before Taxation</b>					160,291
Taxation					3,233
<b>Net Profit</b>					163,524

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 7. Segment Information (Continued)

Other statement of comprehensive income disclosures:

	2020 \$'000	2019 \$'000
Depreciation	8,167	8,158
Allocation of assets:	<b>Total Assets</b>	<b>Total Assets</b>
	2020 \$'000	2019 \$'000
Insurance premium financing	135,861	156,393
Loans	1,452,154	1,530,972
Leases	587,129	500,774
Asset management	68,550	13,586
Total segment assets	2,243,694	2,201,725
Unallocated:-		
Cash and deposits	680,589	550,136
Taxation recoverable	14,443	12,286
Other receivables	132,617	113,511
Investment securities	977,869	880,649
Investment in joint venture	58,317	47,500
Property, plant and equipment	17,433	11,935
Deferred tax	15,251	10,037
Right-of-use-asset	1,069	3,605
<b>Total Assets per Statement of Financial Position</b>	<b>4,141,282</b>	<b>3,831,384</b>

Total capital expenditure was as follows:

	2020 \$'000	2019 \$'000
Property, plant and equipment	13,664	5,927

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 8. Other Income

#### (i) Asset Management Fee Income

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Management fees	130,586	82,769	28,316	23,977
Managers' preference dividend	22,662	21,188	22,662	21,188
Performance fees	40,994	-	40,994	-
	<u>194,242</u>	<u>103,957</u>	<u>91,972</u>	<u>45,165</u>

#### (ii) Fees and Other Operating Income

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Non-participating preference dividends	22,201	13,475	22,201	13,475
Dividend income	2,660	96	104	96
Fair value gains/(losses) on equity securities at FVPL	(11,171)	20,572	(11,171)	20,572
Fee income	20,942	15,378	12,875	14,257
Foreign exchange gains	45,809	1,474	48,226	3,952
Gain on disposal of property, plant and equipment	1,373	-	1,373	-
Other	4,170	6,699	4,170	6,699
	<u>85,984</u>	<u>57,694</u>	<u>77,778</u>	<u>59,051</u>

### 9. Expenses by Nature

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Auditors' remuneration -	5,077	4,694	2,730	2,819
Depreciation and amortisation (Notes 20 & 21)	12,135	13,433	12,110	12,327
Marketing and advertising	102	36	102	36
Bad debts recovered	(65)	(413)	(65)	(413)
Professional fees	31,202	21,657	17,956	10,347
Rent and maintenance	2,329	2,325	1,301	1,368
Repairs and maintenance	650	626	650	626
Staff costs (Note 10)	118,496	95,724	113,211	92,712
Stationery	2,462	3,703	2,462	3,616
Utilities	2,877	2,293	2,774	2,203
Other	14,897	19,880	11,305	12,900
Total	<u>190,162</u>	<u>163,958</u>	<u>164,536</u>	<u>138,541</u>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 10. Staff Costs

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Wages and salaries	98,433	80,064	93,148	77,052
Payroll taxes – employer's contribution	9,292	7,820	9,292	7,820
Pension costs	1,988	1,493	1,988	1,493
Other	8,783	6,347	8,783	6,347
	<u>118,496</u>	<u>95,724</u>	<u>113,211</u>	<u>92,712</u>

### 11. Taxation

- a. The Company's shares are listed on the Main Market of the Jamaica Stock Exchange. Effective 6th February 2018, approval was granted for the company to operate as an Approved Venture Capital Company, as per Section 36 of the Income Tax Act, for a period not exceeding ten (10) years.

The financial statements have been prepared on the basis that the Company will have the full benefit of the tax remissions.

- b. Taxation is based on the profit for the year adjusted for taxation purposes and represents:

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Current income tax charge	5,192	2,601	-	-
Deferred tax (Note 23)	<u>(5,360)</u>	<u>(5,834)</u>	<u>(146)</u>	<u>-</u>
	<u>(168)</u>	<u>(3,233)</u>	<u>(146)</u>	<u>-</u>

### 11. Taxation (Continued)

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

- c. The tax charge on the company's profit differs from the theoretical amount that would arise using the statutory tax rate as follows:

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Profit before taxation	<u>225,174</u>	<u>160,291</u>	<u>141,200</u>	<u>132,247</u>
Tax calculated at 25% (2019 - 25%)	56,294	40,073	35,300	33,062
Adjusted for the effects of:				
Income not subject to tax	(5,914)	(5,105)	(1,135)	(1,051)
Expenses not deductible for tax	5,769	4,694	5,769	2,435
Joint venture's results reported net of tax	(2,704)	(2,638)	-	-
Net effect of other charges and allowances	1,353	(224)	-	-
Effect of different tax rates	<u>(54,966)</u>	<u>(40,033)</u>	<u>(40,080)</u>	<u>(34,446)</u>
	<u>(168)</u>	<u>(3,233)</u>	<u>(146)</u>	<u>-</u>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 12. Earnings per Share

Basic earnings per share is calculated by dividing the Group's net profit attributable to owners by the weighted average number of ordinary shares outstanding during the year.

	2020 \$'000	2019 \$'000
Net profit attributable to shareholders (\$'000)	225,342	163,524
Weighted average number of shares outstanding ('000)	192,468	192,468
Earnings per share (\$)	<u>1.17</u>	<u>0.85</u>

Included in borrowings are 2021, 2023 and 2024 cumulative redeemable preference shares. These cumulative redeemable preference shares are not ordinary or potential ordinary shares and have not been included in the determination of basic and diluted earnings per share. These shares are classified as liabilities (see note 25 (c)).

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 13. Cash and Cash Equivalents

	<b>The Group</b>	
	<b>2020</b>	<b>2019</b>
	<b>\$'000</b>	<b>\$'000</b>
Cash and bank balances	581,654	334,420
Term deposits	98,935	215,716
	<u>680,589</u>	<u>550,136</u>
Less: Term deposits with maturity period in excess of 90 days	-	(84,443)
Less: Interest receivable	(225)	(2,356)
	<u>680,364</u>	<u>463,337</u>

	<b>The Company</b>	
	<b>2020</b>	<b>2019</b>
	<b>\$'000</b>	<b>\$'000</b>
Cash and bank balances	467,939	302,432
Term deposits	98,935	215,714
	<u>566,874</u>	<u>518,146</u>
Less: Term deposits with maturity period in excess of 90 days	-	(84,443)
Less: Interest receivable	(225)	(2,356)
	<u>566,649</u>	<u>431,347</u>

Included in cash and bank balances are foreign currency current accounts which earn interest at 0.01% to 0.60% (2019 - 0.01%).

The weighted average effective interest rates on term deposits were as follows:

	<b>The Group and The Company</b>	
	<b>2020</b>	<b>2019</b>
	<b>%</b>	<b>%</b>
J\$ - short term deposits	2.50	4.12
J\$ - long term deposits	3.83	3.25
US\$ - short term deposits	<u>2.95</u>	<u>3.90</u>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 14. Other Receivables

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Prepaid expenses	-	115	-	115
GCT recoverable	113,482	105,463	113,482	105,463
Other	87,671	21,506	18,680	4,059
	<u>201,153</u>	<u>127,084</u>	<u>132,162</u>	<u>109,637</u>

### 15. Insurance Premium Financing Receivables

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
IPF loans receivable from affiliates	67,628	65,010	67,628	65,010
IPF loans receivable from external customers	86,960	109,593	86,960	109,593
Unearned interest	(13,251)	(12,912)	(13,251)	(12,912)
	<u>141,337</u>	<u>161,691</u>	<u>141,337</u>	<u>161,691</u>
Expected credit losses	(5,476)	(5,298)	(5,476)	(5,298)
	<u>135,861</u>	<u>156,393</u>	<u>135,861</u>	<u>156,393</u>

Insurance premium financing receivables include amounts with related parties (Note 24(b)).

### 16. Loans Receivable

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Loans receivable from affiliates	150,677	147,836	150,677	147,836
Loans receivable from external customers	1,305,485	1,386,492	827,884	948,129
	<u>1,456,162</u>	<u>1,534,328</u>	<u>978,561</u>	<u>1,095,965</u>
Expected credit losses	(4,008)	(3,356)	(3,844)	(3,322)
	<u>1,452,154</u>	<u>1,530,972</u>	<u>974,717</u>	<u>1,092,643</u>

Loans receivable include amounts with related parties (Note 24(b)).



# Eppley Limited

## Notes to the Financial Statements

31 December 2020

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### 17. Lease Receivables

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Gross investment in finance leases –				
Not later than one year	18,139	231,815	18,138	215,964
Later than one year and not later than five years	738,295	423,143	738,295	423,143
	756,434	654,958	756,433	639,107
Less: Unearned income	(169,305)	(154,184)	(169,305)	(153,668)
	587,129	500,774	587,128	485,439
Net investment in finance leases may be classified as follows:				
Not later than one year	14,208	179,372	14,207	164,038
Later than one year and not later than five years	572,921	321,402	572,921	321,401
	587,129	500,774	587,128	485,439

### 18. Investment Securities

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Fair value through profit or loss -				
Debt instruments	80,504	78,799	80,504	78,799
Participating and Non-participating preference shares	298,585	282,895	298,585	282,895
Unquoted common stock	219,361	203,962	-	-
Quoted equities	103,090	92,023	10,108	7,669
Fair value through other comprehensive income -				
Unquoted equities	276,329	222,970	276,329	222,970
	977,869	880,649	665,526	592,333

# Eppley Limited

## Notes to the Financial Statements

**31 December 2020**

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### 19. Investment in Joint Venture

The company entered into a joint venture agreement with effect from 1 September 2018; where it owns a fifty percent (50%) share in Retirement Road Holdings Limited (RRHL), a company incorporated in St. Lucia. RRHL is the holding company for a Jamaican property owner. In 2019, Eppley Limited (the Company) sold its interest in the joint venture to its wholly owned subsidiary, Paynter (Jamaica) Limited at the carrying value. In 2019, Paynter (Jamaica) Limited sold its share in RRHL at the carrying value to an external party. No gain or loss was recognised as a result of the sale. The Group's investment in RRHL was accounted for using the equity method. The principal activities of the RRHL is to engage primarily in the administration of investment properties being utilised for rental yields and capital appreciation.

In 2017, the Group entered into a joint venture agreement where it owns a fifty percent (50%) share in Caribbean Mezzanine Fund I Limited, a company incorporated in Jamaica. Caribbean Mezzanine Fund I Limited is an approved venture capital company that manages funds on behalf of the unitholders. The company's investment is accounted for using the equity method.

Paynter (Jamaica) Limited, entered into a joint venture agreement with effect from 1 July 2019; where it owns a fifty percent (50%) share in Retirement Road Holdings II Limited (RRH II), a company incorporated in St. Lucia. The principal activities of the RRH II is to engage primarily in the administration of investment properties being utilised for rental yields and capital appreciation.

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Opening net assets at 1 January	47,513	126,884	13	13
Capital invested	-	40,650	-	-
Disposal	-	(130,572)	-	-
Foreign exchange gain	1	-	1	-
Profit for the period	10,817	10,551	-	-
Carrying amount	<u>58,331</u>	<u>47,513</u>	<u>14</u>	<u>13</u>

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 19. Investment in Joint Venture (Continued)

#### Summarised Statement of Financial Position

The tables below provide summarised financial information for the joint venture which, in the opinion of the directors, is material to the Group and the Company.

	2020			2019		
	CMF I \$'000	RRH II \$'000	Total \$'000	CMF I \$'000	RRHII \$'000	Total \$'000
Current assets						
Cash and cash equivalents	-	-	-	-	-	-
Other current assets	-	124	124	-	-	-
Total current assets	-	124	124	-	-	-
Non-current assets	28	118,000	118,028	25	95,000	95,025
<b>Total assets</b>	<b>28</b>	<b>118,124</b>	<b>118,152</b>	<b>25</b>	<b>95,000</b>	<b>95,025</b>
Current liabilities						
Financial liabilities (excluding trade payables)	-	-	-	-	-	-
Other current liabilities	-	1,490	1,490	-	-	-
Total current liabilities	-	1,490	1,490	-	-	-
Non-current financial liabilities	-	-	-	-	-	-
<b>Total liabilities</b>	<b>-</b>	<b>1,490</b>	<b>1,490</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net assets</b>	<b>28*</b>	<b>116,634</b>	<b>116,662</b>	<b>25*</b>	<b>95,000</b>	<b>95,025</b>

\* This represents the net assets attributable to joint venture partners of CMF I Limited. The carrying amount of the investment by the Group is derived by taking 50% of the net assets attributable to co-investors.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 19. Investment in Joint Venture (Continued)

#### Summarised Statement of Comprehensive Income

	2020			2019		
	RRH II \$'000	RRHL \$'000	Total \$'000	RRH II \$'000	RRHL \$'000	Total \$'000
Revenue	23,000	-	23,000	13,700	36,531	50,231
Interest expense	-	-	-	-	(14,781)	(14,781)
Other income	-	-	-	-	634	634
Operating expenses	(1,366)	-	(1,366)	-	(14,981)	(14,981)
Profit before tax	21,634	-	21,634	13,700	7,403	21,103
Taxation	-	-	-	-	-	-
<b>Total comprehensive income</b>	<b>21,634</b>	<b>-</b>	<b>21,634</b>	<b>13,700</b>	<b>7,403</b>	<b>21,103</b>

#### Reconciliation to carrying amounts

	2020			2019		
	CMF I \$'000	RRH II \$'000	Total \$'000	CMF I \$'000	RRH II \$'000	Total \$'000
Closing net assets	28	116,634	116,662	25	95,000	95,025
Company's share (%)			50			50
Carrying amount			<u>58,331</u>			<u>47,513</u>

There are no contingent liabilities relating to the Group's interest in RRH II. There were no balances related to depreciation, other comprehensive income, and dividend paid for the period ended 31 December 2020.

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 20. Property, Plant and Equipment

	The Group			
	Motor Vehicles \$'000	Furniture, Fixtures & Equipment \$'000	Computer software \$'000	Total \$'000
Cost -				
At 1 January 2019	19,378	12,108	6,653	38,139
Additions	-	5,927	-	5,927
At 31 December 2019	19,378	18,035	6,653	44,066
Additions	11,538	2,126	-	13,664
At 31 December 2020	30,916	20,161	6,653	57,730
Depreciation -				
At 1 January 2019	11,744	5,663	4,986	22,393
Charge for the year	4,034	4,072	1,631	9,737
At 31 December 2019	15,778	9,735	6,617	32,130
Charge for the year	4,685	3,461	21	8,167
At 31 December 2020	20,463	13,196	6,638	40,297
Net Book Value -				
31 December 2020	10,453	6,965	15	17,433
31 December 2019	3,600	8,300	35	11,935

# **Eppley Limited**

## **Notes to the Financial Statements**

**31 December 2020**

(expressed in Jamaican dollars unless otherwise indicated)

### **20. Property, Plant and Equipment (Continued)**

	<b>The Company</b>			
	<b>Motor Vehicles \$'000</b>	<b>Furniture, Fixtures &amp; Equipment \$'000</b>	<b>Computer software \$'000</b>	<b>Total \$'000</b>
<b>Cost -</b>				
At 1 January 2019	19,378	10,427	6,573	36,378
Additions	-	5,927	-	5,927
At 31 December 2019	19,378	16,354	6,573	42,305
Additions	11,538	2,126	-	13,664
At 31 December 2020	30,916	18,480	6,573	55,969
<b>Depreciation -</b>				
At 1 January 2019	11,744	5,118	4,966	21,828
Charge for the year	4,034	2,990	1,607	8,631
At 31 December 2019	15,778	8,108	6,573	30,459
Charge for the year	4,685	3,457	-	8,142
At 31 December 2020	20,463	11,565	6,573	38,601
<b>Net Book Value -</b>				
31 December 2020	10,453	6,915	-	17,368
31 December 2019	3,600	8,246	-	11,846

# Eppley Limited

## Notes to the Financial Statements

31 December 2020

(expressed in Jamaican dollars unless otherwise indicated)

### 21. Leases

(a) Amounts recognised in the statement of financial position

	Group		Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Building	1,069	3,605	1,069	3,605
Total right-of-use asset	1,069	3,605	1,069	3,605
Current	1,069	4,028	1,069	4,028
Non-current	-	-	-	-
Total lease liabilities	1,069	4,028	1,069	4,028

(b) Amounts recognised in the statement of comprehensive income

	Group		Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Depreciation charge of right-of-use assets:				
Properties	3,968	3,696	3,968	3,696
	3,968	3,696	3,968	3,696
Interest expense	173	317	173	317

# Eppley Limited

## Notes to the Financial Statements

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### 21. Leases (Continued)

The total cash outflow for leases in 2020 was \$4.3m (2019: \$3.9m).

- (c) The Group's leasing activities and how these are accounted for.

The Group leases its offices. Rental contracts are typically made for fixed periods, on average 3 years but may have extension options.

Contracts may contain both lease and non-lease components. Where these exist, the Group allocates the consideration in the contract to the lease and non-lease components based on their relative stand-alone prices.

Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. The lease agreements do not impose any covenants other than the security interests in the leased assets that are held by the lessor. Leased assets may not be used as security for borrowing purposes.

Leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the Group.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- fixed payments (including in-substance fixed payments)
- payments of penalties for terminating the lease, if the lease term reflects the Group exercising that option.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be readily determined, which is generally the case for leases in the Group, the lessee's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions.

To determine the incremental borrowing rate, the Group:

- i. where possible, uses recent third-party financing received by the individual lessee as a starting point, adjusted to reflect changes in financing conditions since third party financing was received; and
- ii. makes adjustments specific to the lease, e.g. term, country, currency and security.

Lease payments are allocated between principal and finance cost. The finance cost is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Right-of-use assets are measured at cost comprising the following:

- i. the amount of the initial measurement of lease liability;
- ii. any lease payments made at or before the commencement date
- iii. any initial direct costs; and
- iv. restoration costs.

Right-of-use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. If the Group is reasonably certain to exercise a purchase option, the right-of-use asset is depreciated over the underlying asset's useful life.



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### 22. Investment in Subsidiaries

	2020 \$'000	2019 \$'000
Eppley Fund Managers Limited	70,606	65,097
Paynter (Jamaica) Limited	1	1
Fleet Limited	143	-
	<u>70,750</u>	<u>65,098</u>

### 23. Deferred Income Taxes

Deferred income taxes are calculated on temporary differences under the liability methods using an effective tax rate of 25% for the Group and nil for the Company (2019 – 25%).

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Deferred tax assets	(15,251)	(10,037)	-	-
Deferred tax liabilities	-	146	-	146

The movement on the deferred income tax account is as follows:

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Balance as at 1 January	(9,891)	(4,057)	146	146
Statement of comprehensive income (Note 11)	(5,360)	(5,834)	(146)	-
Balance as at 31 December	<u>(15,251)</u>	<u>(9,891)</u>	<u>-</u>	<u>146</u>

Deferred income tax liabilities are attributable to the following items:

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Property, plant and equipment	-	146	-	146
Foreign exchange	797	671	-	-
Interest receivable	-	-	-	-
	<u>797</u>	<u>817</u>	<u>-</u>	<u>146</u>

Deferred income tax assets are attributable to the following items:

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Lease receivable	-	4,078	-	-
Tax losses	16,048	6,630	-	-
	<u>16,048</u>	<u>10,708</u>	<u>-</u>	<u>-</u>

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### 23. Deferred Income Taxes (Continued)

The movement in the statement of comprehensive income is attributable to the following:

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Property, plant and equipment	147	(5)	146	-
Lease receivable	(4,077)	(1,064)	-	-
Foreign exchange	(127)	(441)	-	-
Tax losses	9,417	6,630	-	-
Interest receivable	-	714	-	-
	<u>5,360</u>	<u>5,834</u>	<u>146</u>	<u>-</u>

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Deferred tax assets to be settled after more than one year	-	-	-	-
Deferred tax assets to be settled within one year	(16,048)	(10,708)	-	-
Deferred tax liabilities to be settled after more than one year	-	146	-	146
Deferred tax liabilities to be settled within one year	<u>797</u>	<u>671</u>	<u>-</u>	<u>-</u>

# Eppley Limited

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### 24. Related Party Transactions and Balances

(a) The statement of comprehensive income includes the following transactions with related parties –

	The Group		The Company	
	2020	2019	2020	2019
	\$'000	\$'000	\$'000	\$'000
Interest income -				
Key management	1,650	2,044	645	877
Subsidiary	-	-	74,262	67,500
Affiliate	21,643	18,801	21,643	18,801
	<u>23,293</u>	<u>20,845</u>	<u>96,550</u>	<u>87,178</u>
Key management compensation -				
Directors' fees	380	400	380	400
Salaries and other short term benefits	58,074	42,137	58,074	42,137
Post- employment benefits	2,890	2,335	2,890	2,335
Management fees - income				
Subsidiaries	-	(10,250)	(11,900)	(9,400)
Affiliate	(850)	(850)	(850)	(850)
Management fees - expense	<u>2,000</u>	<u>2,000</u>	<u>2,000</u>	<u>2,000</u>
Rental and maintenance expense -				
Affiliate	<u>5,668</u>	<u>5,255</u>	<u>5,668</u>	<u>5,255</u>

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### 24. Related Party Transactions and Balances (Continued)

(b) The statement of financial position includes the following balances with group companies –

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Due to related parties -				
Subsidiaries	-	-	5,608	23,607
Affiliate	1,653	1,653	1,653	1,653
	<u>1,653</u>	<u>1,653</u>	<u>7,261</u>	<u>25,260</u>
Loan due to related parties (Note 25) -				
Balance at the beginning of year	500	500	500	500
Loans received	-	-	-	-
Interest charged	-	-	-	-
Repayments	-	-	-	-
Foreign exchange translation	-	-	-	-
Balance at end of year	<u>500</u>	<u>500</u>	<u>500</u>	<u>500</u>
Insurance premium financing				
receivables -				
Affiliates (Note 15)	<u>67,628</u>	<u>65,010</u>	<u>67,628</u>	<u>65,010</u>
	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Due from subsidiaries:-				
(i) Loans receivable	-	-	693,457	680,025
(ii) Other receivables	-	-	-	960
	<u>-</u>	<u>-</u>	<u>693,457</u>	<u>680,985</u>
Due from affiliates:-				
(iii) Loans receivable (Note 16)				
Balance at the beginning of year	147,836	159,009	147,836	159,009
Loans issued	-	-	-	-
Interest earned	21,643	18,801	21,643	18,801
Repayments	(22,732)	(31,345)	(22,732)	(31,345)
Foreign exchange translation	3,930	1,371	3,930	1,371
Balance at end of year	<u>150,677</u>	<u>147,836</u>	<u>150,677</u>	<u>147,836</u>
(iv) Other receivables	<u>-</u>	<u>-</u>	<u>43,597</u>	<u>-</u>
(v) Key management	<u>14,103</u>	<u>14,621</u>	<u>5,060</u>	<u>5,630</u>

Loans receivable from key management attract interest at an average rate of 9.5% and 12% (2019 – 9.5% and 12%) and are repayable within 12 months.

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### 25. Borrowings

	<b>The Group</b>		<b>The Company</b>	
	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
<b>Composition of borrowings</b>				
(a) Loans from affiliates (Note 24 (b))	500	500	500	500
(b) Short term loans from external lenders	570,597	530,401	570,597	530,401
(c) Long term loans from external lenders	<u>2,345,793</u>	<u>2,253,494</u>	<u>2,314,251</u>	<u>2,253,494</u>
	2,916,890	2,784,395	2,885,348	2,784,395
<b>Less: Current portion</b>				
Loans from affiliates	(500)	(500)	(500)	(500)
Loan from external lender	(783,015)	(531,157)	(783,015)	(531,157)
Long term loans from external lenders	(359,392)	-	(359,432)	-
Unwinding of unamortised fees within 12 months	<u>15,811</u>	<u>12,989</u>	<u>13,505</u>	<u>12,989</u>
<b>Non-current borrowings</b>	<u>1,789,794</u>	<u>2,265,727</u>	<u>1,755,906</u>	<u>2,265,727</u>

- (a) This balance represents a loan of \$500,000 from a related party which does not attract interest, is unsecured and has no set repayment.
- (b) The short-term loans from external lenders represent a bond issued in 2020 that matures in March 2021 at an interest rate of 4.5%.

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31 December 2020

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### 25. Borrowings (Continued)

(c) Long term loans from external lenders

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Redeemable preference shares (i)	1,783,868	1,742,433	1,783,868	1,742,433
Long term notes (ii)	597,993	540,404	555,496	540,404
Less: Unamortised fees	(36,068)	(29,343)	(25,113)	(29,343)
	<u>2,345,793</u>	<u>2,253,494</u>	<u>2,314,251</u>	<u>2,253,494</u>

(i) These represent the following redeemable preference shares that are listed on the Main Market of the Jamaica Stock Exchange, unless otherwise stated:

- (1) 60,264,000 preference shares issued in December 2018 that matures in December 2021 and attracts interest at a rate of 8.25% per annum;
- (2) 41,666,667 preference shares issued in January 2019 that matures in December 2023 and attracts interest at a rate of 8.75% per annum;
- (3) 83,334,000 preference shares issued in December 2019 that matures in December 2024 and attracts interest at a rate of 7.50% per annum; and
- (4) 4,758,600 USD preference shares issued in January 2019 that matures in December 2021 and attracts interest at a rate of 5.00% per annum;

(ii) These represent the following:

- (1) US\$1,500,000 (approximately J\$214 million) note issued in August 2019 that is repayable in August 2021 and attracts interest at 4.75%.
- (2) J\$335,000,000 note issued in July 2018 that is repayable in July 2022 and attracts interest at 8%.
- (3) BB\$600,000 (approximately J\$42 million) loan received in July 2020 that is repayable in July 2025 and attracts interest at 4.25%.

### 26. Other Liabilities

	The Group		The Company	
	2020 \$'000	2019 \$'000	2020 \$'000	2019 \$'000
Accruals	23,277	15,586	21,400	13,822
Due to clients	72,103	6,691	2,044	2,926
Other	117,281	152,399	109,100	66,175
	<u>212,661</u>	<u>174,676</u>	<u>132,544</u>	<u>82,923</u>

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### 27. Share Capital

	2020 \$'000	2019 \$'000
Authorised -		
195,000,000 (2019 – 195,000,000) ordinary shares of no par		
Issued and fully paid -		
192,468,300 (2019 – 192,468,300) stock units	<u>492,343</u>	<u>492,343</u>

### 28. Other Reserves

Other reserves primarily represent the currency translation differences resulting from the unrealised gains and losses on the translation of the net assets of subsidiaries that have a different functional currency from that of the Group.

### 29. Fair Value Reserves

Fair value reserves primarily represent the unrealised gain/(loss) on investments measured at fair value through other comprehensive income. As at December 31, 2020, these reserves represent the fair value movement on units held in quoted and unquoted investments.

### 30. Dividends

During the year, the Company declared dividends to registered holders on record as follows:

	The Group and The Company	
	2020 \$'000	2019 \$'000
First interim dividend, gross - \$0.57 (2019 – \$0.36) per ordinary stock units	109,706	69,288
Second interim dividend, gross - \$0.0372 (2019 – \$0.0372) per ordinary stock units	7,160	7,160
Third interim dividend, gross - \$0.0372 (2019 – \$0.0372) per ordinary stock units	7,160	7,160
Fourth interim dividend, gross - \$0.0372 (2019 – \$0.0372) per ordinary stock units	<u>7,160</u>	<u>7,160</u>
	<u>131,186</u>	<u>90,768</u>

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### 31. Pension Scheme

Employees participate in a defined contribution pension scheme operated by a related company, T. Geddes Grant (Distributors) Limited. The scheme is open to all permanent employees, as well as the employees of certain related companies. The scheme is funded by employees' compulsory contribution of 5% of earnings and voluntary contributions up to a further 10%, as well as employer's contribution of 5% of employees' earnings. The scheme is valued triennially by independent actuaries. The results of the most recent actuarial valuation, as at 31 December 2017, indicated that the scheme was solvent and that the available assets exceeded the total liabilities resulting in a surplus at that date.

Pension contributions for the period totalled \$1,988,301 (2019 – \$1,493,267) and are included in staff costs (Note 10).

### 32. Reconciliation of Liabilities arising from Financial Activities

The table below details changes in the Group's liabilities arising from financing activities, including both cash and non-cash. Financing activities represent borrowings:

	<b>The Group</b>		<b>The Company</b>	
	<b>2020</b>	<b>2019</b>	<b>2020</b>	<b>2019</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
<b>At January 1</b>	2,784,395	2,343,523	2,784,395	2,343,523
Loans received	572,484	711,751	530,110	711,751
Repayment- principal	(540,269)	(336,428)	(540,269)	(336,428)
Repayment- interest	(188,651)	(197,431)	(187,299)	(197,431)
Amortisation of finance charge	19,586	17,392	19,010	17,392
Foreign exchange adjustments	81,255	65,976	92,704	65,976
Interest expense	188,090	179,612	186,697	179,612
<b>At 31 December</b>	<b>2,916,890</b>	<b>2,784,395</b>	<b>2,885,348</b>	<b>2,784,395</b>

### 33. Subsequent Events

The Group declared an ordinary dividend of 83 cents per stock unit to stockholders on record as at 06 April 2021, which is to be paid on 23 April 2021.



# **Eppley Limited**

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### **34. Impact of COVID-19**

The World Health Organisation declared the novel coronavirus, Covid-19 to be a global pandemic in March 2020. The rapid spread and consequent containment measures such as closure of borders, physical distancing rules, mass quarantines, and stay at home orders for non-essential services have negatively affected economic activity and businesses worldwide.

There is an elevated level of uncertainty, which has adversely affected financial markets and business confidence. The Group is exposed to an elevated level of credit risk, liquidity risk and foreign currency risk, with the most significant exposures relating to credit risk, which has been incorporated in forward-looking macroeconomic factors of the Expected Credit Loss (ECL) computation under IFRS 9.

Management continues to review the effect of developments arising from the pandemic on the risks faced by the Group. Management believes the Group is in a sufficiently strong position to deal with the possible significant economic downturn. However, management is aware that a long duration of the pandemic and the attendant containment measures could have a material adverse effect on the Group, and its customers and employees.