# Banco de los Trabajadores

**Unaudited Condensed Interim Financial Statements**
As of and for the Six-Months Ended June 30,
2015

Lara, Aranky y Asociados

# BANCO DE LOS TRABAJADORES

## UNAUDITED CONDENSED INTERIM FINANCIAL STATEMENTS

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## REVIEW REPORTS ON INTERIM FINANCIAL INFORMATION

To the Stockholders of
Banco de los Trabajadores

*Introduction*

We have reviewed the accompanying balance sheet of Banco de los Trabajadores (the "Bank") as of June 30, 2015 and the statements of income, of changes in equity and of cash flows for the six months then ended, and a summary of significant accounting policies and other explanatory notes. Management is responsible for the preparation and fair presentation of this interim financial information in accordance with the Accounting Instructions Manual for Entities Subject to the Oversight and Inspection of the Superintendency of Banks issued by the Monetary Board of the Republic of Guatemala. Our responsibility is to express a conclusion on this interim financial information based on our review.

*Scope of Review*

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

*Conclusion*

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information does not give a true and fair view of the financial position of the Bank as of June 30, 2014, and of its financial performance and its cash flows for the six months then ended in accordance with the Accounting Instructions Manual for Entities Subject to the Oversight and Inspection of the Superintendency of Banks issued by the Monetary Board of the Republic of Guatemala, as described in Note 4 to the financial statements.

*Emphasis of Matter*

Without modifying our conclusion, we draw attention to Note 1 to the financial statements, which describes the basis of accounting used in the preparation of these financial statements. The financial statements were prepared in accordance with the basis of accounting established in the Accounting Instructions Manual for Entities Subject to the Oversight and Inspection of the Superintendency of Banks issued by the Monetary Board of the Republic of Guatemala, which differs in certain aspects from the International Financial Reporting Standards.

**Lara, Aranky y Asociados**
Member Firm of:
**Deloitte Touche Tohmatsu Limited**



Sergio Patzán
CPA Register No. 2200

July 24, 2015
Guatemala, C. A.

# BANCO DE LOS TRABAJADORES

## UNAUDITED CONDENSED INTERIM BALANCE SHEETS
## AT JUNE 30, 2015 AND DECEMBER 31, 2014
(Expressed in Quetzales)

| ASSETS | Notes | | June 30, 2015 (Unaudited) | | December 31, 2014 (Audited) |
|---|---|---|---|---|---|
| Cash and cash equivalents | 5 | Q. | 2,045,282,028 | Q. | 1,042,332,654 |
| Investments - Net | 6 | | 5,199,070,648 | | 4,531,058,168 |
| Loans receivable - Net | 7 | | 7,748,848,887 | | 7,765,474,785 |
| Accounts receivable - Net | | | 225,507,065 | | 231,165,585 |
| Assets classified as available for sale | | | 81,336,718 | | 68,352,812 |
| Property and equipment | 8 | | 173,703,214 | | 182,772,625 |
| Other assets | | | 253,027,343 | | 275,918,400 |
| | | Q. | 15,726,775,903 | Q. | 14,097,075,029 |
| **LIABILITIES AND SHAREHOLDERS' EQUITY** | | | | | |
| **LIABILITIES** | | | | | |
| Loans payable | 9 | Q. | 1,228,140,650 | Q. | 1,270,560,719 |
| Accounts payable | 10 | | 578,820,595 | | 816,314,757 |
| Deposits | 11 | | 12,471,368,081 | | 10,721,652,949 |
| Total liabilities | | | 14,278,329,326 | | 12,808,528,425 |
| **STOCKHOLDERS' EQUITY** | | | | | |
| Capital stock | 12 | | 199,864,941 | | 199,862,981 |
| Reserves | 12 | | 953,274,371 | | 739,799,888 |
| Revaluation of assets | | | 59,633,949 | | 59,633,949 |
| Retained earnings | | | 235,673,316 | | 289,249,786 |
| Total stockholders' equity | | | 1,448,446,577 | | 1,288,546,604 |
| | | Q. | 15,726,775,903 | Q. | 14,097,075,029 |

The enclosed notes are part of the unaudited condensed interim financial statements.

# BANCO DE LOS TRABAJADORES

## UNAUDITED CONDENSED INTERIM STATEMENTS OF INCOME
## FOR THE SIX MONTHS ENDED JUNE 30, 2015 AND 2014
(Expressed in Quetzales)

| | Notes | | June 30, 2015 (Unaudited) | | June 30, 2014 (Unaudited) |
|---|---|---|---|---|---|
| **INTEREST** | | | | | |
| Interest income | 13 | Q. | 1,093,744,988 | Q. | 907,980,533 |
| Interest expense | 14 | | (503,988,900) | | (463,934,401) |
| Subtotal | | | 589,756,088 | | 444,046,132 |
| Other extraordinary income and expenses - Net | | | 135,487,113 | | 137,225,983 |
| Total operating income | | | 725,243,201 | | 581,272,115 |
| **NON INTEREST EXPENSES** | | | | | |
| Administrative expenses | | | (430,748,750) | | (348,796,455) |
| Other income and expenses -Net | | | (33,731,871) | | (61,754,945) |
| Total non-interest expenses | | | (464,480,621) | | (410,551,400) |
| **INCOME BEFORE TAX** | | | 260,762,580 | | 170,720,715 |
| **INCOME TAX** | 15 | | (25,089,264) | | (50,226,792) |
| **NET INCOME OF THE PERIOD** | | Q. | 235,673,316 | Q. | 120,493,923 |

The enclosed notes are part of the unaudited condensed interim financial statements.

**BANCO DE LOS TRABAJADORES**

**UNAUDITED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY**
**FOR THE SIX MONTHS ENDED JUNE 30, 2015 AND 2014**
(Expressed in Quetzales)

| | Capital Stock | Legal Reserve | Reserve for Contingencies | Reserve for Plowing Back of Profits | Other Reserves | Total Reserves | Revaluation of Assets | Retained Earnings | Total |
|---|---|---|---|---|---|---|---|---|---|
| **Balance, as at December 31, 2013 (Audited)** | Q. 199,859,881 | Q. 53,006,249 | Q. 1,751,148 | Q. 2,927,808 | Q. 548,443,547 | Q. 606,128,752 | Q. 59,633,949 | Q. 213,736,895 | Q. 1,079,359,477 |
| Increase in Capital | 1,940 | - | - | - | - | - | - | - | 1,940 |
| Increase legal reserve | - | 10,686,846 | - | - | - | 10,686,846 | - | (10,686,846) | - |
| Increase reserves for contingencies | - | - | 21,590,757 | - | - | 21,590,757 | - | (51,590,757) | (30,000,000) |
| Increase other reserves | - | - | - | - | 120,487,054 | 120,487,054 | - | (120,378,432) | 108,622 |
| Dividends payable | - | - | - | - | - | - | - | (31,080,860) | (31,080,860) |
| Net income for the year | - | - | - | - | - | - | - | 120,493,922 | 120,493,922 |
| **Balance, as at June 30, 2014 (Unaudited)** | Q. 199,861,821 | Q. 63,693,095 | Q. 23,341,905 | Q. 2,927,808 | Q. 668,930,601 | Q. 758,893,409 | Q. 59,633,949 | Q. 120,493,922 | Q. 1,138,883,101 |
| **Balance, as at December 31, 2014 (Audited)** | Q. 199,862,981 | Q. 63,693,094 | Q. 4,255,969 | Q. 2,927,808 | Q. 668,923,017 | Q. 739,799,888 | Q. 59,633,949 | Q. 289,249,786 | Q. 1,288,546,604 |
| Increase in Capital | 1,960 | - | - | - | - | - | - | - | 1,960 |
| Increase legal reserve | - | 14,462,489 | - | - | - | 14,462,489 | - | (14,462,489) | - |
| Increase reserves for contingencies | - | - | 61,561,775 | - | - | 61,561,775 | - | (91,561,775) | (30,000,000) |
| Increase other reserves | - | - | - | - | 137,450,219 | 137,450,219 | - | (137,342,662) | 107,557 |
| Dividends payable | - | - | - | - | - | - | - | (45,882,860) | (45,882,860) |
| Net income for the year | - | - | - | - | - | - | - | 235,673,316 | 235,673,316 |
| **Balance, as at June 30, 2015 (Unaudited)** | Q. 199,864,941 | Q. 78,155,583 | Q. 65,817,744 | Q. 2,927,808 | Q. 806,373,236 | Q. 953,274,371 | Q. 59,633,949 | Q. 235,673,316 | Q. 1,448,446,577 |

The enclosed notes are part of the unaudited condensed interim financial statements.

# BANCO DE LOS TRABAJADORES

## UNAUDITED CONDENSED INTERIM STATEMENTS OF CASH FLOWS AND CASH EQUIVALENTS
## FOR THE SIX MONTHS ENDED JUNE 30, 2015 AND 2014
(Expressed in Quetzales)

| | | June 30, 2015 (Unaudited) | | June 30, 2014 (Unaudited) |
|---|---|---|---|---|
| CASH FLOWS FROM OPERATING ACTIVITIES: | | | | |
| Interest receivable | Q. | 1,078,286,523 | Q. | 163,800,431 |
| Commissions receivable | | 14,151,288 | | 1,748,245 |
| Services receivable | | 89,856,424 | | 14,709,318 |
| Interest payable | | (475,519,322) | | (69,316,175) |
| Commissions payable | | (14,058,119) | | (3,160,087) |
| Services payable | | (21,212,597) | | (2,845,388) |
| Administrative expenses payable | | (430,748,749) | | (65,040,846) |
| Exchange gain or loss | | 967,715 | | 701,014 |
| Investments: | | | | |
| Income from divestiture | | 17,305,168,553 | | 3,446,616,214 |
| Expense for investment | | (17,972,217,283) | | (3,366,005,728) |
| Loans receivable: | | | | |
| Income from amortization | | 5,698,151,233 | | 435,882,273 |
| Expense for disbursement | | (5,783,815,364) | | (543,871,757) |
| Other investments: | | | | |
| Income from divestiture | | 423,750 | | - |
| Expense for placement | | (397,500) | | - |
| Deposit obligations: | | | | |
| Income from deposits | | 18,276,023,903 | | 2,442,928,574 |
| Expense for withdrawal of deposits | | (16,526,308,771) | | (2,262,872,082) |
| Loans payable: | | | | |
| Income from loans | | 44,446,953 | | 853,508 |
| Expense for amortization of loans | | (86,867,022) | | (6,029,733) |
| Financial obligations: | | | | |
| Expense for redemption or reacquisition | | (290,000) | | - |
| Sale of extraordinary assets | | 1,485,567 | | - |
| Income Tax paid | | (41,629,133) | | - |
| Other operating income | | 31,136,213 | | 32,314,277 |
| Other operating expenses | | (149,962,659) | | - |
| Net cash generated by operating activities | | 1,037,071,603 | | 220,412,058 |

(Continued)

# BANCO DE LOS TRABAJADORES

## UNAUDITED CONDENSED INTERIM STATEMENTS OF CASH FLOWS AND CASH EQUIVALENTS
## FOR THE SIX MONTHS ENDED JUNE 30, 2015 AND 2014
(Expressed in Quetzales)

| | June 30, 2015 (Unaudited) | June 30, 2014 (Unaudited) |
|---|---|---|
| CASH FLOWS FROM INVESTING ACTIVITIES: | | |
| Expense for investments | Q. (990,000) | Q. - |
| Dividends received | 12,211,940 | - |
| Income for sale of property and equipment | 14,349 | - |
| Expense for purchase of property and equipment | (7,551,971) | (2,159,353) |
| Net cash flows generated by (used in) investing activities | 3,684,318 | (2,159,353) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | |
| Dividends paid | (37,808,507) | (529,359) |
| Subscription and payment of shares | 1,960 | 430 |
| Net cash flows used in financing activities | (37,806,547) | (528,929) |
| NET INCREASE IN CASH | 1,002,949,374 | 217,723,776 |
| CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR | 1,042,332,654 | 1,676,961,279 |
| CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD | Q. 2,045,282,028 | Q. 1,894,685,055 |

The enclosed notes are part of the unaudited condensed interim financial statements. (Concluded)

### 1. BASIS OF PREPARATION

The unaudited condensed interim financial statements are intended only to provide an update on the content of the latest annual financial statements authorized for issue, focusing on new activities, events and circumstances occurring during the six-month period, and does not duplicate information previously reported in the latest annual financial statements authorized for issue. Consequently, these unaudited condensed interim financial statements do not include all the information required of complete financial statements prepared in accordance with the Accounting Instructions Manual for Entities Subject to the Oversight and Inspection of the Superintendency of Banks; accordingly, for a proper understanding of the information included in these unaudited condensed interim financial statements, they should be read together with the Bank's financial statements as of December 31, 2014 and for the year then ended.

### 2. ACCOUNTING ESTIMATES

The preparation of unaudited condensed interim financial statements requires the use of certain critical accounting estimates. It also requires Bank management to exercise judgment in applying the Bank's accounting policies. The areas where significant judgments and estimates have been made in preparing the unaudited condensed interim financial statements and their effect are disclosed in note 4.

The accounting policies and methods used in preparing these unaudited condensed interim financial statements are the same as those applied in the financial statements for December 31, 2014.

Unaudited condensed interim financial statements for the six months ended June 30, 2015 and 2014, reflect all adjustments which are, in the opinion of management, necessary to a fair statement of the results for the interim periods presented and all such adjustments are of a normal recurring nature.

### 3. USE OF ESTIMATES AND JUDGMENTS

The results and the determination of equity are sensitive to the accounting policies, measurement bases and estimates used by the directors of the Bank in preparing the six-month financial statements. The main accounting policies and measurement bases are described in Note 2 to the 2014 financial statements.

These estimates, which were made on the basis of the best information available, relate basically to the following:

a. The income tax expense, which is recognized in interim periods based on the best estimate of the weighted average tax rate expected by the Bank for the full financial year;
b. The impairment losses on certain assets; and
c. The useful life of the tangible assets.

During the six months ended June 30, 2015 there were no significant changes in the estimates made at 2014 year-end other than those indicated in these half-year unaudited condensed financial statements.

## 4. SIGNIFICANT ACCOUNTING POLICIES AND OTHER INFORMATION

The accounting policies and methods used in preparing these unaudited condensed interim financial statements are the same as those applied in the financial statements for 2014.

a. ***Contingencies and Commitments -*** Notes 30 and 31 to the Bank's financial statements as of December 31, 2014 and for the year then ended include information on the contingent liabilities and commitments at that date. There were no significant changes in the Bank's contingent liabilities and commitments from December 31, 2014 to the date of preparation of these unaudited condensed financial statements for the six months ended June 30, 2015.

b. ***Comparative Information -*** The information for the six months ended June 30, 2015 and 2014, contained in these six-month unaudited condensed financial statements is presented for comparison purposes only with the information relating to the six months ended June 30, 2015.

c. ***Seasonality of the Bank's Transactions -*** In view of the business activities in which the Bank engages, their transactions are not cyclical or seasonal in nature. Therefore, no specific disclosures are included in these explanatory notes to the unaudited condensed financial statements for the six months ended June 30, 2015 and 2014.

d. ***Materiality -*** In determining the note disclosures to be made on the various items in the financial statements or other matters, the Bank took into account their materiality in relation to the interim financial statements.

## 5. CASH AND CASH EQUIVALENTS

| | | June 30, 2015 (Unaudited) | | December 31, 2014 (Audited) |
|---|---|---|---|---|
| Cash | | Q. 93,807,146 | | Q. 122,790,319 |
| Deposits in Guatemalan Central Bank | | 1,772,748,993 | | 743,417,617 |
| Deposits in foreign banks | (a) | 130,285,117 | | 126,619,269 |
| Checks and drafts pending compensation | | 45,237,469 | | 47,106,593 |
| Local banks | | 3,203,303 | | 2,398,856 |
| | | Q. 2,045,282,028 | | Q. 1,042,332,654 |

The Organizational Law of the Guatemalan Central Bank establishes that bank deposits are subject to reserves. The percentage of bank reserves in local and foreign currency is 14.6%.

These reserves must be kept constantly in the form of demand deposits in the Guatemalan Central Bank, of cash funds in the bank's cashiers, and, when the circumstances warrant it, of liquid investments in instruments, documents or securities, local or foreign, in accordance with the regulations issued by the Monetary Board for such purpose.

The mandatory investment in quetzales and US dollars in the Guatemalan Central Bank as of June 30, 2015 and December 31, 2014 is Q. 74,579,579 and Q. 64,255,590, respectively. This investment accrues the following interest rates:

| Description | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Reserve operations local currency | 3.99% | 3.96% |
| Financial operations | 0.23856% | 0.24232% |
| Reserve operations foreign currency | 0.093% | 0.101% |

(a) As of June 30, 2015 and December 31, 2014, they include an operation for a Credit Linked Deposit, contracted by Banco de los Trabajadores on April 20, 2011, with the entity Societé Generale, a banking institution established in France, for an amount of US$ 12,500,000. The term for the credit linked deposit contract is 17 years, maturing on August 17, 2027.

The deposit earns an annual interest rate of 1%, payable semi-annually; additionally, upon maturity of the term, the Bank will receive the sum of US$ 25,000,000, as long as the Government of Guatemala is not in default.

The deposit described meets the characteristics of a deposit with an implicit credit default swap (CDS), a generalized operation in international banking. As of June 30, 2015 and December 31, 2014 the deposit is recorded at its initial contracted value.

The cash is free of pledges.

## 6. INVESTMENTS - NET

| | Annual Interest | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|---|
| **Local Currency** | | | |
| ***In available-for-sale securities:*** | | | |
| Certibonos - Central Government maturing in 2001, 2016, 2017, 2020, 2021, 2025, 2026, 2027 and 2029. a/ | 7.3750 % to 12.9475% | Q. 3,906,075,000 | Q. 3,108,048,750 |
| ***In held-to-maturity securities:*** | | | |
| Central Bank of Guatemala (CDPs) maturing in 2015. | Between 3% and 3.3899% | 375,000,000 | 353,100,000 |
| Financiera de los Trabajadores (CDPs) maturing in 2015 | 6% | 18,200,000 | 18,200,000 |
| Instituto de Fomento de Hipotecas Aseguradas - Mortgage bonds maturing on different dates between 2014 and 2035. | Between 8.5% and 13.95% | 33,169,306 | 35,291,976 |

| | Annual Interest | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|---|
| ***Repurchase agreement operations*** | | 40,000,000 | - |
| ***Interest paid in purchase of securities*** | | - | 353,151 |
| **Subtotal** | | 4,372,444,306 | 3,514,993,877 |
| **Shares and other securities** | | | |
| ***Of Financial Institutions:*** | | | |
| **Financiera de los Trabajadores**<br>39,120 shares with a value of Q. 1,000 each, discount of Q. 2,420,000 | | 36,700,000 | 36,700,000 |
| **Aseguradora de los Trabajadores**<br>34,912 shares with a value of Q.801each, premium of Q. 7,054,154 | | 35,018,666 | 35,018,666 |
| ***Of Non-Financial Entities*** | | | |
| **Útil Valor, S. A.**<br>40,000 shares with a value of Q. 10 each, premium of Q. 2,400 | | 402,400 | 402,400 |
| **Asociación Bancaria de Guatemala**<br>72 shares with a value of Q 5,000 each. | | 360,000 | 360,000 |
| **Casa de Bolsa de los Trabajadores**<br>99 shares with a value of Q. 10,000 each. | | 990,000 | - |
| **Imágenes Computarizadas de Guatemala, S. A.**<br>504 shares with a value of Q. 1,000 each, premium of Q. 311,100 | | Q. 815,100 | Q. 815,100 |
| **Visa Inc.**<br>7,952 common shares with value of US$0.0001 each, at the exchange rate of Q.7.84137 | | 6 | 6 |

| | Annual Interest | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|---|
| **Total shares and other securities** | | 74,286,172 | 73,296,172 |
| **Other Investments** | | 180,000 | 206,250 |
| **Total Local Currency** | | 4,446,910,478 | 3,588,496,299 |
| **Foreign Currency** | | | |
| ***In held-for-sale securities:*** | | | |
| *Certibonos* - Central Government maturing in 2017, 2020, 2021, 2026, 2027 and 2028 | Between 4% and 6.20% | 759,859,662 | 757,092,104 |
| ***Repurchase agreement operations*** | | - | 189,918,750 |
| ***Interest paid in purchase of securities*** | | - | 3,250,507 |
| Subtotal | | 5,206,770,140 | 4,538,757,660 |
| ***(-) Estimate for valuation of investments*** | | (7,699,492) | (7,699,492) |
| | | Q. 5,199,070,648 | Q. 4,531,058,168 |

a/ This group includes twelve *Certibonos* of the Government of the Republic of Guatemala, which have been embargoed (see Note 18).

The investments are free of pledges.

As of June 30, 2015 and December 31, 2014 the investments have the following maturity schedule:

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Up to 1 month | Q. 415,000,000 | Q. 353,508,876 |
| More than 1 month and less than 3 months | - | - |
| More than 3 months and less than 6 months | - | 366,265 |
| More than 6 months and less than 1 year | 18,200,000 | 27,961 |
| More than 1 year | 31,161,300 | 24,722,144 |
| More than 5 years | 4,633,118,362 | 3,965,308,157 |
| No contractual maturity | 109,290,478 | 194,824,257 |
| | Q. 5,206,770,140 | Q. 4,538,757,660 |

## 7. LOANS RECEIVABLE - NET

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Loans | Q. 7,800,734,971 | Q. 7,735,366,337 |
| Payments for letters of credit | 23,515,127 | 25,675,836 |
| Credit cards 1/ | 181,908,190 | 151,843,050 |
| Receivables from sale of extraordinary assets | 612,787 | 662,465 |
| | 8,006,771,075 | 7,913,547,688 |
| Minus: Allowance for doubtful loans | (257,922,188) | (148,072,903) |
| | Q. 7,748,848,887 | Q. 7,765,474,785 |

1/ As of June 30, 2015 and December 31, 2014, the Bank has 5 types of credit cards. For collection purposes, the balances of credit card loans are divided into cycles whose cut-off dates are days 01, 04, 07, 10, 13, 16, 19, 22, 25, 28 and the end of each month. For purposes of the monthly accounting close, the balances are accrued until the last day of the month.

As of June 30, 2015 and December 31, 2014, the credit card account includes balances for additional financing for Q. 15,356,345 and Q. 14,514,964, respectively, which were generated by the use of an additional amount of credit beyond the customers' normal credit line.

As of June 30, 2015 and December 31, 2014, the maximum amount of credit authorized for a credit cardholder is Q. 392,700.

The loans and discounts according to their aging are detailed as follows:

| | June 30, 2015 (Unaudited) | % | December 31, 2014 (Audited) | % |
|---|---|---|---|---|
| Current | Q. 7,848,039,325 | 98 | Q.7,820,137,875 | 99 |
| In extension process | 399,057 | - | 311,500 | - |
| Past due in administrative collection | 111,932,019 | 1 | 80,035,013 | 1 |
| Past due in judicial collection | 46,400,674 | 1 | 13,063,300 | - |
| | 8,006,771,075 | 100 | 7,913,547,688 | 100 |
| (-) Allowance for doubtful loans | (257,922,188) | | (148,072,903) | |
| | Q. 7,748,848,887 | | Q.7,765,474,785 | |

As of June 30, 2015 and December 31, 2014 the loans had the following maturity schedule:

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Upon to 1 month | Q. 33,367,163 | Q. 26,749,946 |
| More than 1 month and less than 3 months | 44,679,766 | 48,189,963 |
| More than 3 months and less than 6 months | 93,986,690 | 77,222,621 |
| More than 6 months and less than 1 year | 214,809,039 | 206,722,179 |
| More than 1 year and less than 5 years | 2,319,669,537 | 2,456,593,471 |
| More than 5 years | 5,300,258,880 | 5,098,069,508 |
| | Q. 8,006,771,075 | Q. 7,913,547,688 |

The loans were granted at annual interest rates between 6% and 42%. The terms may be less than one year, or from one to twenty-five years, taking into consideration the nature and guarantee offered.

The operation in foreign currency, mortgage loans, fiduciary loans, and secured bonds were granted at annual interest rates between 4% and 12.4%.

The movement of the allowance for doubtful loans as of June 30, 2015 and December 31, 2014, was the following:

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Balance at January 1 | Q. 148,072,903 | Q. 139,054,025 |
| Allowance | 102,536,813 | 128,714,982 |
| Recoveries and reversals | 7,312,472 | 20,869,608 |
| Write-offs | - | (140,565,712) |
| | Q. 257,922,188 | Q. 148,072,903 |

## 8. PROPERTY AND EQUIPMENT

The movement of property and equipment as of June 30, 2015 and December 31, 2014 was as follows:

**June 30, 2015 (Unaudited)**

| Cost | Initial Balances | Additions | Disposals | Reclassifica -tions | Final Balances |
|---|---|---|---|---|---|
| Land | Q. 49,543,522 | Q. - | Q. - | Q. - | Q. 49,543,522 |
| Revaluation of land | (2,363,042) | - | - | - | (2,363,042) |
| Buildings | 59,733,749 | 1,097,379 | - | (10,821) | 60,820,307 |
| Revaluation of buildings | 61,996,991 | - | - | - | 61,996,991 |
| Furniture and office equipment | 47,396,931 | 4,364,532 | 1,673,309 | - | 50,088,154 |
| Information systems | 30,190,343 | 2,378,582 | 3,235,962 | (36,541) | 29,296,422 |
| Telecommunications equipment | 731,749 | 49,308 | 7,892 | (35,490) | 737,675 |
| Vehicles | 64,684 | 66,421 | 770 | - | 130,335 |

| Cost | Initial Balances | Additions | Disposals | Reclassifica -tions | Final Balances |
|---|---|---|---|---|---|
| Artwork and paintings | 482,558 | - | 58,000 | - | 424,558 |
| Others | 565 | - | - | - | 565 |
| Advances for acquisitions of assets | 12,626,657 | 3,627,646 | 5,616,827 | (1,841,120) | 8,796,356 |
| | 260,404,707 | 11,583,868 | 10,592,760 | (1,923,972) | 259,471,843 |
| Accumulated depreciation | 77,632,082 | 13,058,847 | 4,922,300 | - | 85,768,629 |
| | Q. 182,772,625 | Q. (1,474,979) | Q. 5,670,460 | Q. (1,923,972) | Q. 173,703,214 |

**December 31, 2014 (Audited)**

| Cost | Initial Balances | Additions | Disposals | Reclassifica -tions | Final Balances |
|---|---|---|---|---|---|
| Land | Q. 39,641,164 | Q. 9,902,358 | Q. - | Q. - | Q. 49,543,522 |
| Revaluation of land | (2,363,042) | | - | - | (2,363,042) |
| Buildings | 56,082,994 | 3,650,755 | - | - | 59,733,749 |
| Revaluation of buildings | 61,996,991 | | - | - | 61,996,991 |
| Furniture and office equipment | 38,979,615 | 14,520,664 | 6,109,678 | 6,330 | 47,396,931 |
| Information systems | 27,768,853 | 9,084,476 | 6,662,986 | - | 30,190,343 |
| Telecommunications equipment | 881,957 | 137,295 | 287,503 | - | 731,749 |
| Vehicles | 149,415 | 33,314 | 118,045 | - | 64,684 |
| Artwork and paintings | 482,558 | - | - | - | 482,558 |
| Others | 565 | - | - | - | 565 |
| Advances for acquisitions of assets | 10,064,394 | 13,290,104 | 10,727,841 | - | 12,626,657 |
| | 233,685,464 | 50,618,966 | 23,906,053 | 6,330 | 260,404,707 |
| Accumulated depreciation | 65,364,185 | 25,131,550 | (12,863,653) | - | 77,632,082 |
| | Q. 168,321,279 | Q. 25,487,416 | Q.(11,042,400) | Q. 6,330 | Q. 182,772,625 |

## 9. LOANS PAYABLE

As of June 30, 2015 and December 31, 2014 the Bank had contracted the following loans:

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| **Deutche Bank AG London** | | |
| Loan for USD150,000,000.00, 9% interest rate, semi-annual amortizations of interest and principal when due, for a term of 7 years that matures on November 22, 2020. **1/** | Q. 1,143,678,000 | Q. 1,139,512,500 |
| **DEG: Deutsche Investitions Und Entwicklungsgesellschaft MBH** | | |
| Loan for US$15,000,000, interest rate of Libor plus 4.58% and maturing on February 15, 2016. Semi-annual amortizations as of February 15, 2013 for an amount of US$2,142,857. | 32,676,520 | 48,836,254 |

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| **Central American Bank for Economic Integration - CABEI-** | | |
| Line of credit for US$ 27,500,000, interest rate of 5.8%. The amount used is comprised of three disbursements with a maximum maturity date of November 14, 2015. | 7,624,520 | 22,790,250 |
| **Wells Fargo Bank:** | | |
| Line of credit for US$ 3,000,000, interest rate of Libor + 2.30% and maturing on December 31, 2015. | 13,667,731 | 10,446,970 |
| **Wells Fargo Bank CCC GSM 102:** | | |
| Line of credit for US$ 3,104,191, interest rate of Libor + 1.33% and maturing on December 24, 2015. | 11,833,985 | 11,790,883 |
| **Wells Fargo Bank CCC GSM 102:** | | |
| Line of credit for US$ 4,894,707, interest rate of Libor + 1.33% and maturing on January 15, 2016. | 18,659,894 | 37,183,862 |
| | Q. 1,228,140,650 | Q. 1,270,560,719 |

1/ On November 14, 2013, Banco de los Trabajadores and Deutsche Bank AG, London Branch, subscribed a loan agreement for an amount of principal of US$150 million, for a term of 7 years, at an interest rate of 9% annually, with semi-annual interest payments. The loan granted by Deutsche Bank AG, London Branch, was documented through a promissory note. The Loan Agreement must be governed and interpreted in accordance with the Law of the State of New York. The loan funds come from the placement of Bantrab Senior Trust bonds in the international market.

Banco de los Trabajadores unconditionally promises to on its own reimburse Deutsche Bank AG, London Branch for the total amount of the Loan on November 14, 2020.

If Banco de los Trabajadores fails to comply with making the payment of the principal or interest, or any other payment in or with respect to the loan, on or before the expiration date, as specified in the agreement or as notified to the borrower; the borrower, on its own behalf, agrees to pay the lender, at the late payment interest rate (i) principal amount of the loan pending payment, and (ii) any interest due or other amount (other than the principal), in each case, from the date on which the payment was due until the date on which the payment was made.

Upon prior notification in writing to Deutsche Bank AG, London Branch, under the terms indicated in the loan agreement, Banco de los Trabajadores may pay the loan in advance, at any time.

Banco de los Trabajadores must promptly pay when due, any tax arising in any jurisdiction for the execution, delivery, recording or application of the loan agreement, if applicable.

Banco de los Trabajadores agrees with Deutsche Bank AG, London Branch that so long as the loan is pending and until the amounts owed by the borrower under the loan agreement are fully paid, to comply with the following:

- To pay all amounts owed.
- To keep its books and accounting records up to date.
- To appoint an agent to receive all the lender requirements.
- To notify of certain events mainly related to non-compliance.
- To provide the lender with the financial statements as of the end of each tax period.
- To present at the end of each period the audited financial statements (in English).
- To present monthly unaudited financial statements.
- To notify the borrower of any litigation or claim that affects the debtor and that may affect the financial condition.
- To not sell, transfer or dispose of its assets without prior consent, and to not participate in any merger.
- To post or provide a link, on the borrower's web site, www.bantrab.com.gt
- The Bank cannot join, or merge, or conduct or transfer in a transaction or a series of transactions, all or considerably all of its properties and assets with any individual, unless:

  - The resulting entity, if other than the Bank, is organized and exists under the laws of Guatemala; and assumes all of the borrower's obligations to:

    - Pay the amount for the principal and interest of the loan; and
    - Perform and observe all of the other obligations of the borrower in accordance with the loan documents and any other document it is a party to;

  - The borrower or any successor entity, is not, as applicable, immediately after any transaction, in non-compliance with any loan document or other document it is a party to with respect to the loan it is a party to.

- To file tax returns and pay all the taxes the Bank, or any other entity of its property that is material, is subject to.

**Each of the following events constitutes a "Case of Non-compliance":**

- Paying all or part of the principal amount of the Loan when it is due and payable, whether at the maturity date, in advance or in any other manner.
- Paying any interest, any additional amount related to the loan, within the 15 business days following the due date.
- Not complying or observing any other contract or agreement of the loan and such situation continues for 30 days after the lender has given written notification of this non-compliance to the Bank.
- The occurrence, with respect to any debt of the borrower with an outstanding principal amount of $10,000,000 or more, (i) of an event of default that results in such debt being accelerated prior to its schedule maturity or (ii) failure to make any payment of such debt when due and such defaulted payment is not made, waived or extended within the applicable grace period.
- Paying one or more of the definitive rulings against the Bank, which total an amount of $10,000,000.
- Consenting to the appointment of a receiver, custodian, inspector, administrator, trustee, examiner or liquidator of the borrower, of all or a significant part of its property.
- Performing a general assignment for the benefit of its creditors.
- Presenting a petition with the purpose of taking advantage of any other law related to bankruptcy, insolvency, reorganization, suspension of payments, liquidation, dissolution, arrangement, composition or readjustment of debts.
- If any loan document must cease being in effect or the Bank must challenge the validity or enforceability of any loan document;
- If any governmental authority of Guatemala declares a general suspension of payment or a delay in the payment of the Bank's debt.
- If any governmental authority of Guatemala: a) nationalizes, seizes, or expropriates all or a considerable part of the Bank's assets, or the common shares of the Bank, or b) takes control of the business and operations of the Bank; or c) issues an order with respect to, or initiates an intervention of the Bank or any similar arrangement under the applicable regulation.

As of June 30, 2015 and December 31, 2014 the loans obtained had the following maturity schedule:

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| More than 1 month and less than 3 months | Q. 12,979,692 | Q. 19,759,132 |
| More than 3 months and less than 6 months | 8,312,559 | 9,279,769 |
| More than 6 month and less than 1 year | 63,170,399 | 34,581,133 |
| More than 1 year and less than 5 years | - | 67,428,185 |
| More than 5 years | 1,143,678,000 | 1,139,512,500 |
| | Q. 1,228,140,650 | Q. 1,270,560,719 |

## 10. ACCOUNTS PAYABLE

The balances of accounts payable as of June 30, 2015 and December 31, 2014 were as follows:

| | | June 30, 2015 (Unaudited) | | December 31, 2014 (Audited) |
|---|---|---|---|---|
| **Local Currency:** | | | | |
| Expenses payable | Q. | 35,764,253 | Q. | 22,879,187 |
| Taxes, municipal taxes, contributions and fees | | 27,302,032 | | 120,506,313 |
| Withholdings | | 7,671,167 | | 7,958,857 |
| Dividends payable | | 79,546,366 | | 71,655,984 |
| Miscellaneous payables | | 3,913,715 | | 2,938,477 |
| Loan portfolio | | 64,653,767 | **(a)** | 56,367,957 |
| Cashier's checks | | 31,088,683 | | 24,011,862 |
| Expired checks | | 615,257 | | 3,903,493 |
| Credit portfolio | | 6,735,704 | **(a)** | 171,665,630 |
| Trusts | | 330,188 | | 1,985 |
| Benefits for savings accounts | | 523,961 | | 523,961 |
| Shares partially paid | | 2,023,685 | | 2,027,225 |
| Financial obligations | | 1,688,000 | | 1,978,000 |
| Annual bonus (*Bono 14*) | | 3,838,410 | | 2,177,575 |
| Severance | | 40,698,819 | | 39,879,394 |
| Bonuses 15% | | 51,327,908 | | 51,327,168 |
| Interest earned but not collected | | 130,241,243 | | 149,861,138 |
| Others | | 43,195,831 | | 33,013,009 |
| Interest payable | | 10,100,752 | | 7,664,250 |
| Subtotals in Local Currency | | 541,259,741 | | 770,341,465 |
| **Foreign currency:** | | | | |
| Obligations, issuance of documents and orders of payment | Q. | 16,641,600 | Q. | 25,107,829 |
| Interest earned but not collected | | 209,544 | | 347,146 |
| Interest payable | | 19,889,228 | | 19,688,661 |
| Others | | 820,482 | | 829,656 |
| Subtotals in Foreign Currency | | 37,560,854 | | 45,973,292 |
| | Q. | 578,820,595 | Q. | 816,314,757 |

**(a)** This balance corresponds mainly to remittances received for loans pending application and insurance premiums charged in advance.

## 11. DEPOSITS

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Local Currency: | | |
| Monetary deposits | Q. 886,048,089 | Q. 770,099,112 |
| Savings deposits | 1,409,361,321 | 1,168,411,605 |
| Term deposits | 9,918,860,961 | 8,522,701,748 |
| Deposits with restrictions | 15,563,265 | 10,510,861 |
| | 12,229,833,636 | 10,471,723,326 |
| Foreign Currency: | | |
| Monetary deposits | 77,323,463 | 77,498,911 |
| Savings deposits | 95,097,263 | 90,159,805 |
| Term deposits | 68,753,683 | 82,014,288 |
| Deposits with restrictions | 360,036 | 256,619 |
| | 241,534,445 | 249,929,623 |
| | Q.12,471,368,081 | Q.10,721,652,949 |

The term deposits in quetzales earn an interest rate of 3.75% to 9.50% and have been placed in terms that vary from 3 months to 5 years, and in dollars of the United States of America at a rate of 0.25% to 6.00% and have been placed in terms that vary from 3 months to 3 years.

As of June 30, 2015 and December 31, 2014 the term deposits in local and foreign currency had the following maturity schedule:

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Term deposits local currency | Q. 9,918,860,961 | Q. 8,522,701,748 |
| Term deposits foreign currency | 68,753,683 | 82,014,288 |
| | Q. 9,987,614,644 | Q. 8,604,716,036 |

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Up to 1 month | Q. 624,582,308 | Q. 411,849,195 |
| More than 1 month and less than 3 months | 1,086,698,350 | 852,732,861 |
| More than 3 months and less than 6 months | 1,520,457,611 | 1,848,203,603 |
| More than 6 months and less than 1 year | 3,077,906,044 | 2,629,367,043 |
| More than 1 year | 3,677,970,331 | 2,862,563,334 |
| | Q. 9,987,614,644 | Q. 8,604,716,036 |

## 12. SHAREHOLDERS' EQUITY

***Paid Capital:*** The authorized capital is comprised of 20,000,000 shares with a nominal value of Q.10 each, of which as of June 30, 2015 and December 31, 2014, 19,985,693 and 19,985,497 shares are subscribed and paid, respectively.

***Legal Reserve:*** According to the legislation of Guatemala, companies are obligated to separate as a legal reserve 5% of the net earnings of each year. As of June 30, 2015 and December 31, 2014 the legal reserve amounts to Q. 78,155,583 and Q. 63,693,095, respectively.

***Reserves for Contingencies and Other Reserves*:** According to that established in the Accounting Instructions Manual for Entities Subject to the Oversight and Inspection of the Superintendency of Banks, the General Shareholders' Meeting has approved separating certain amounts from the profits in order to face any future problems, ensure coverage for non-specific purposes or unforeseen events, and create reserves or provisions (allowances) according to Article 53 of the Law of Banks and Financial Groups. The balance as of June 30, 2015 and December 31, 2014 is Q.65,817,744 and Q.4,255,969, respectively.

Per the forty-seventh Ordinary General Shareholders' Meeting dated February 7, 2015, the shareholders approved the application to the reserves for contingencies the amount of Q.91,561,775 from the results of the previous period, as well as the amount of Q.137,342,662 for the reserve for strengthening the capital.

## 13. INTEREST INCOME

| | June 30, 2015 (Unaudited) | June 30, 2014 (Unaudited) |
|---|---|---|
| Interest on loans | Q. 902,324,316 | Q. 764,169,106 |
| Interest on investments | 175,888,517 | 133,615,442 |
| Commissions on loans | 14,082,108 | 9,969,209 |
| Others | 1,450,047 | 226,776 |
| | Q. 1,093,744,988 | Q. 907,980,533 |

## 14. INTEREST EXPENSE

| | June 30, 2015 (Unaudited) | June 30, 2014 (Unaudited) |
|---|---|---|
| Interest on deposits | Q. (475,519,323) | Q. (419,667,234) |
| Commissions on deposits | (14,058,118) | (20,123,622) |
| Contributions for forming FOPA fund | (12,656,445) | (9,736,278) |
| Additional benefits | (56,000) | (4,623,682) |
| Repurchase agreement operations | (1,699,014) | (9,517,571) |
| Negotiation of securities | - | (266,014) |
| | Q. (503,988,900) | Q. (463,934,401) |

## 15. INCOME TAX

In Guatemala, the right of the tax authorities to perform reviews of the company's accounting records and additional legal documentation prescribes in a term of four years, counting from the date on which the tax returns were filed.

As of January 1, 2013 a new Income Tax Law included in Book I of the Tax Law Update, Decree 10-2012 went into effect. This new law includes two regimes for paying the tax as of the year 2013:

a) Regime over Profits from Lucrative Activities, which consists of applying the rate of 25% to the taxable income determined based on the accounting profit (28% in 2014). The tax is paid through quarterly payments at the end of each quarter, with a settlement at the end of the year. This is the current regime of Banco de los Trabajadores.

b) The Simplified Optional Regime over Income from Lucrative Activities, which consists of applying the rate of 6% to the total taxable income (7% as of 2014) and paying such tax through definitive withholdings, or in its absence, through direct payment at the tax office, with the proper authorization from the tax office. The first Q. 30,000 of monthly income pays 5% tax. The Bank selected this regime for the 2013.

The income tax was Q. 25,089,264 as of June 30, 2015 and Q. 50,226,792 as of June 30, 2014.

## 16. MEMORANDUM ACCOUNTS

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Loan portfolio guarantees | Q. 792,477,575 | Q. 884,925,310 |
| Authorized issues of financial obligations | 817,357,000 | 817,357,000 |
| Financial obligations | 703,357,000 | 703,357,000 |
| Other memorandum accounts | 1,062,668,795 | 1,012,575,390 |
| Third party management | 451,717,145 | 462,189,336 |
| Securities and assets given as collateral | 51,663,837 | 87,837,222 |
| Contingencies, commitments and other responsibilities | 294,053,379 | 245,493,792 |

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Amortized financial obligations | 114,000,000 | 114,000,000 |
| Margins to be drawn on | 250,149,063 | 252,408,952 |
| Own documents and securities remitted | 9,725,891 | 9,725,891 |
| | Q. 4,547,169,685 | Q. 4,589,869,893 |

## 17. COMMITMENTS

- **Collective Bargaining Agreement on Work Conditions -** With the purpose of promoting the interests of the Bank and its employees, the relationship between the parties is regulated by the Collective Bargaining Agreement on Work Conditions. The 2014-2015 Collective Bargaining Agreement on Work Conditions has been in effect since January 1, 2014.

- **Trusts -** As of June 30, 2015 and December 31, 2014 the Bank managed as a trustee 20 and 24 trust contracts, respectively. The operations of the trusts are recorded in memorandum accounts, as established by the Accounting Instructions Manual for Entities Subject to the Oversight and Inspection of the Superintendency of Banks.

  Additionally, the Bank keeps separate accounting for each trust since the Bank is not its owner and does not assume the risks and benefits of the assets, liabilities, and equity of the trusts. According to the law, the Bank is responsible before third parties for compliance with the obligations contained in the contracts subscribed, including compliance with the tax obligations of the trusts.

  The trusts of the State have been audited by the office of the Comptroller General; likewise, in their majority they have also been audited by the Superintendency of Banks, and in general they are audited at the request of the trustors, as contractually established.

## 18. CONTINGENCIES

As of June 30, 2015 there are tax adjustments that have been made by the tax authorities for which there are precedents of favorable resolutions, and thus the Bank considers that they shall be similarly resolved.

| No. | Description | Amount | Legal Status of the Litigation |
|---|---|---|---|
| 1. | Civil lawsuit being heard before the District Court of the United States, South Florida District, Case No. 1:41-CV-23193-UU. Purpose: The plaintiffs are seeking payment of some commissions for: the contracting of the Senior Unsecured Loan Agreement and advisement in the sale guaranteed dividend preferred shares. | US$ 3,250,000 | The lawsuit has already been responded to by the defendants. The Bank ha recorded a provision for US$ 300,000, which is the amount it considers should be paid for this claim. |

| No. | Description | Amount | Legal Status of the Litigation |
|---|---|---|---|
| 2. | Precautionary embargo resulting from rulings against the previous owners of:<br>• Certibonos 35065 to 35074 for Q.1,500,000.<br>• Certibonos 32944 to 32955 for Q.155,000. | Q. 1,500,000<br>Q. 155,000 | The certificates of the embargoed securities are in the custody of Banco de los Trabajadores, which makes it the sole lawful and legally recognized owner |
| 3. | Ordinary proceedings filed by Gilda Johanna Rehwoldt Castañeda before the Fourth Court of First Instance of the Civil Court, with the purpose of obtaining the absolute nullification of the termination of the San Jose Capital Management and Planning Trust. Banco de los Trabajadores is being sued as the trustee | Non-determined Value | The previous exceptions have already been presented on the "faulty lawsuit" and "lack of legal capacity to sue" of Mrs. Rehwoldt and "lack of capacity of the Bank to be sued". In the opinion of the legal advisor, a favorable resolution will be obtained for the Bank. |
| 4. | Tax adjustment by the Superintendency for Tax Administration (SAT) for adjustment to the Tax on Financial Products (Impuesto Sobre Productos Financieros - ISPF) from the year 1998. | Q. 3,832,541 | In administrative law proceedings (255-2003). The public hearing for this case was held on August 9, 2006. Pending a ruling. |
| 5. | Tax adjustment by the Superintendency for Tax Administration (SAT) for adjustment to the Tax on Financial Products (Impuesto Sobre Productos Financieros - ISPF) from the year 1999. | Q. 2,176,072 | In administrative law proceedings (SCA-2004-62). The public hearing for this case was held on August 3, 2006. Pending a ruling. |

## 19. FOREIGN CURRENCY TRANSACTIONS AND EXPOSURE TO EXCHANGE RISK

As of June 30, 2015 and December 31, 2014 the balances of financial assets and liabilities denominated in foreign currency are expressed in quetzales at the closing exchange rate published by the Guatemalan Central Bank in effect at those dates, for each currency. Such balances are summarized as follows:

| | June 30, 2015 (Unaudited) | December 31, 2014 (Audited) |
|---|---|---|
| Assets | Q. 1,286,126,173 | Q. 1,367,664,942 |
| Liabilities | 1,506,903,924 | 1,565,994,008 |

Most of the assets and liabilities in foreign currency of the Bank are in dollars of the United States of America. As of June 30, 2015 and December 31, 2014, the exchange rate established by the Guatemalan Central Bank used to express in quetzales the balances in such foreign currency was Q. 7.62452 and Q.7.59675 per US$1, respectively.

In Guatemala, foreign currency transactions must be carried out through the banking system. On November 6, 1989 the Monetary Board freed the exchange rate of the quetzal with respect to the dollar of the United States of America and thus the exchange rate is determined by the supply and demand of the dollar in the market.

* * * * *