

The Trusted Bank



Trust Bank Limited
(The Gambia)

**Annual Report &
Financial Statements**

For the year ended 31 December 2003

Trust Bank limited

Mission Statement

Our Mission is to
be the leading bank in The
Gambia by operating a profitable
banking institution, which meets the needs
of all local , international, Corporate and individual
Clients and returns excellent results to our Shareholders.

To achieve this, we shall continue to set new standards
by delivering quality services and innovative
products with an inspired team dedicated
to serving our Customers, Environment
and The Community at large in the
most caring manner.

*** The Bank That Cares ***

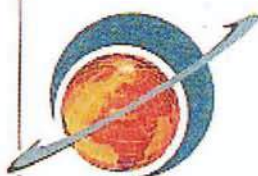


Trust Bank Limited
(The Gambia)

Annual Report & Financial Statements

For the year ended 31 December 2003

The Banker
awards
2003



FT Business
FINANCIAL TIMES

THIS IS TO CERTIFY THAT THE BANKER HAS AWARDED

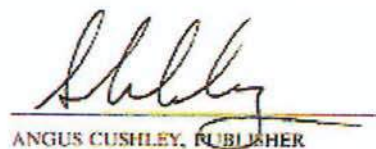
Trust Bank Gambia

BANK OF THE YEAR 2003 FOR

Gambia




STEPHEN TIMEWELL, EDITOR-IN-CHIEF


ANGUS CUSHLEY, PUBLISHER

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Family member at the humanitarian caravan



Stand at Trade fair



Bankers march against HIV/AIDS



Our Team- Inter-departmental tournament.

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Trust Bank Limited
(The Gambia)

Notice of Meeting



Trust Bank Limited
(The Gambia)

Notice is hereby given that the sixth Annual General Meeting of Trust Bank Limited will be held at Kairaba Beach Hotel on Thursday 22 April 2004 at 3:00 pm for the following purposes:

- i) To receive and adopt the Annual Report and Accounts for the year ended 31 December 2003.
- ii) To declare Dividends.
- iii) To re-elect Directors.
- iv) To appoint the Auditors of the Bank until the conclusion of the next Annual General Meeting.
- v) To authorize Board to determine the remuneration of Auditors and Directors.
- vi) To transact any other business appropriate to be dealt with at an Annual General Meeting.

A member entitled to attend and vote may appoint a proxy/proxies to attend and upon a poll vote in his stead. A proxy need not be member of the company.

Date: 31 March 2004

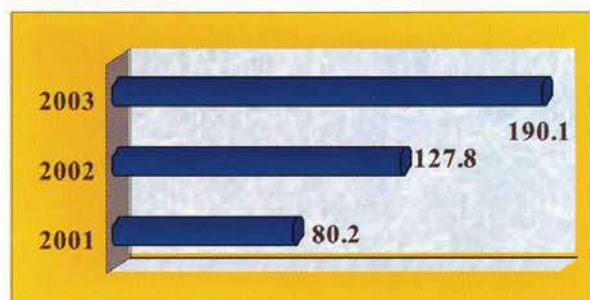
BY ORDER OF THE BOARD

SIGNED: COMPANY SECRETARY
3/4 ECOWAS AVENUE
BANJUL

Performance Trend/Ratios

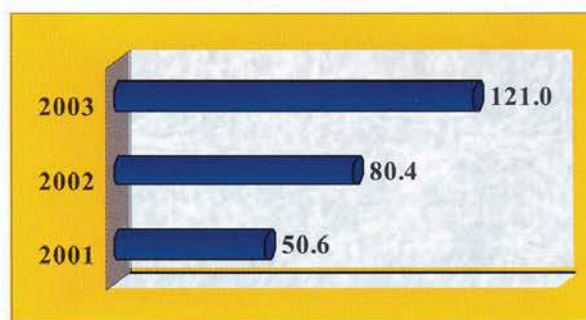
Profit before tax (Dalasi millions)

2001	2002	2003	Increase vs 2002
80.2	127.8	190.1	49%



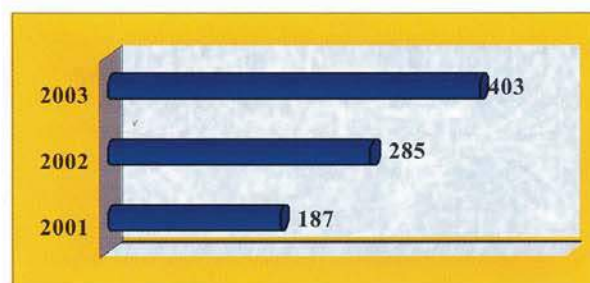
Profit after tax (Dalasi millions)

2001	2002	2003	Increase vs 2002
50.6	80.4	121.0	50%



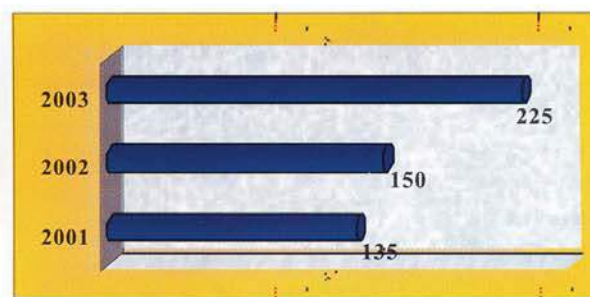
Earnings per share (bututs)

2001	2002	2003	Increase vs 2002
187	285	403	41%



Dividend per share for the year (bututs)

2001	2002	2003	Increase vs 2002
135	150	225	50%



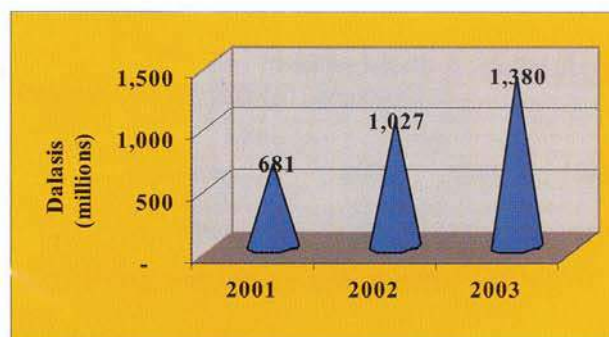
Performance ratios

Cost income ratio
Return on shareholders funds

2001	2002	2003	Increase against 2002
21.82	20.00%	17.66%	-12%
66%	66%	69%	5%

Financial Structure/Ratios

2001	2002	2003	Increase vs 2002
681	1,027	1,380	34%



Structure of total assets (Dalasis Millions)

	2001	2002	2003	Increase against 2002
Cash and bank balances	100	349	441	26%
Investments	256	260	241	-8%
Loans and advances	250	351	524	49%
Other assets	46	35	128	264%
Tangible fixed assets	28	31	47	52%
	681	1,027	1,380	34%

Structure of total liabilities (Dalasi Millions)

	2001	2002	2003	Increase against 2002
Deposit liability	533	786	1063	35%
Other liabilities	71	119	142	19%
Share holders funds	77	122	175	44%
	681	1,027	1,380	34%

Financial Structure ratios

	2001	2002	2003	Increase against 2002
Capital adequacy ratio	11.3%	12.1%	11.8%	-2.6%
Gearing ratio (times)	8.8	8.4	8.5	1%
Liquidity ratio	58.9%	67.5%	56.6%	-16%
Total assets per share (Dalasi)	25.2	34.2	46.0	34%
Statutory Reserve(000's)	27,000	30,000	30,000	0%

Statement From The Chairman

It is my pleasure and honour to present to you the annual report and financial statements of Trust Bank Limited (the Bank) for the year ended 31 December 2003.

As you are aware, the turbulence and uncertainty in the world economy during 2003 created a challenge for the financial services industry where focus and robust strategies determined success. I am pleased to report that Trust Bank once again was able to weather the difficult economic circumstances and as a result, concluded a successful year, in 2003.

Economic Environment

During 2003 global output grew by 3.2%, whilst trade values grew by 2.9%, a slightly lower figure against the actual growth figure of 3.2% in 2002. The drop is attributed to the uncertainties created by the collapse of the WTO negotiations in Cancun, Mexico in September 2003. Oil prices rose sharply in 2003, hovering around \$30 a barrel due in no small way to the Iraq War. The effect globally was significant and on the home front it impacted negatively, sending oil pump prices to its highest level ever.

Gross Domestic Product (GDP) grew by 8.6% (projected 6%) compared to a growth of 4.0% in 2002. Inflation increased from 8.6% in 2002 to 15% in September 2003. Because of excess liquidity generated by a larger than expected fiscal deficit and monetary expansion, the dalasi took a steep depreciation of 41%. In order to mop up this excess liquidity, and to encourage the holding of Dalasis denominated assets, Treasury Bill discount rate increased to 31%. Commercial Bank reserve requirement ratio (of deposit liabilities) was increased by CBG to 18% from 14% in order to curb excessive credit lending.

The performances of the financial sector in general and the banks in particular were encouraging. Prudential ratios were met,



Nawetan Launching



Ken Ofori-Atta - Chairman

and recorded a 62% in excess of the statutory limit. The total national debt is D20.03 billion (Domestic D2.8 billion and external D17.85 billion). This is not sustainable and will hamper efforts to alleviate poverty and create wealth. We are, however, hopeful that due to the nation wide bumper harvest in almost all the crops, we anticipate approximately US\$30m groundnut revenue against US\$10m last year. Our current account balance deficit should improve, the dalasis may be stabilized and a downward trend in inflation realized.

Performance

In spite of the challenging economic environment the world over, I am glad to report that our Bank improved its performance:

- Profit after tax increased by 49% from D127.8 m to D190.1 m and profit after tax by 50% from D80.4 m to D121 m;
- Earnings per share increased by 41% from 285 bututs per share to 403 bututs per share and Dividends per share by a greater rate of 50% (150 bututs to 225 bututs per share).
- Cost income ratio reduced by 12%;

- Shareholders' Fund increased by 44% from D122 m to D175 m;
- Deposits increased by 35% from D786 m to D1063 m;
- Total assets increased by 34% to D1380m from D1028m. Total assets per share therefore increased by 34% to D46 per share;

The share price of TBL on the Ghana Stock Exchange has enjoyed exceptional growth since our last AGM, when it recorded a real growth of 20% (from Cedi 4100 to Cedi 5010). As at end of December 2003, the share price for TBL shares was 9750 Cedis (about \$1.10); this is 95% growth since April 2003, and 101% against December 2002, (4850 Cedis). The Board would like to thank the shareholders for their trust and foresight in supporting the listing of TBL on the Ghana Stock Exchange. Our dear shareholders, it is with great satisfaction and pleasure that I also announce to you that your Bank, Trust Bank won the Bankers Award for best Bank in The Gambia in 2003.



At AGM

Dividends

In September 2003, the Board approved payment of first interim dividend of 100 bututs per share for a total pay out of D30 million. In December 2003, for the first time it approved a second interim dividend of 50 bututs per share for a total payment of D15 million. The Board is now pleased to recommend to you a final dividend of 75 bututs per share for the year ended 31st December 2003. This will require a total payment of D22.5 million. This brings the total dividend per share for 2003 to 225 bututs per share (a total payout of D67.5 million) an increase of 50% over last year.

Developments

Last year we signed a contract with Techniques Limited for the refurbishment of the Head Office Building. Estimated completion

date was September 2003. Due to the nature of the works, and the logistical difficulties, the works had to extend to the current year. We now expect completion in May 2004. Upon completion, Trust Bank will have the most modern and comfortable Banking Hall in the industry for its growing and valued customers.

Continuing with our strategy to bring banking closer to the communities, this year, a Branch will be opened in Soma. That brings the total banking outlets to eleven. This is five more than our next banking competitor.

Human Resources

Our human resources strategy centers on staff commitment and ensuring that both current and prospective employees view the Bank as an attractive place to work. Reviews are carried out annually to measure employee satisfaction, motivation and loyalty. We intend to continue these measures aimed at maintaining a highly qualified, motivated and content staff who are prepared to face new challenges in the ever-competitive banking industry. Staff members have increased by 12% in 2003 from 159 to 178, and it is expected that it will increase by another 12% by end of 2004. Staff effectiveness and efficiency will continue to be enhanced through training.



Humanitarian Caravan beneficiaries



Staff Party(Socialisation)

Corporate Governance & Social Responsibility

Your Bank continues to fulfill its corporate social responsibilities in the Health, Education and Youth Development Sectors. The Banking sector is fully aware of the impact that HIV/AIDS could have on the long-term socio economic development of The Gambia; therefore, a march dubbed "Bankers march against HIV/AIDS" was organized to create more awareness on the dangers of the killer disease. TBL played a leading role. During the rains, Basse, URD, was affected by flood and, again, your Bank made handsome contributions to alleviate the suffering of the victims. In February 2003, Trust Bank in collaboration with Western Union organized the "Humanitarian Caravan". One thousand Dalasis was given to 1000 less fortunate individuals (weak and needy) of our society to assist them set up small enterprises. The Bank supported and participated in the Trade Fair, the first ever organized by the Gambia Chamber of Commerce.



Trust Bank Ltd March Against Aids



Trade Fair



Donation to Operation(Give Blood Save Life)

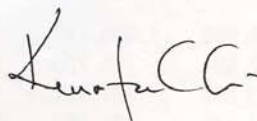
ACKNOWLEDGMENT

I would like to thank my colleagues on the Board for their support and wisdom in bringing the Bank to the current level of performance and regional stature. And on their behalf, I thank the management and staff for their dedication, commitment and loyalty to Trust Bank.

To our esteemed customers, on behalf of the Board, Management and Staff of Trust Bank we appreciate doing business with you and look forward to a closer and even more fruitful relationship.

To our Shareholders, despite the success registered so far, we have a lot more ground to cover especially in other West African markets and that is the exciting future we all share as members of Trust Bank. We solicit your continued support as shareholders, and as customers to achieve our goals as The leading Gambian Bank, and the Bank of choice in The Gambia.

May God bless you and our Bank.



Ken Ofori-Atta

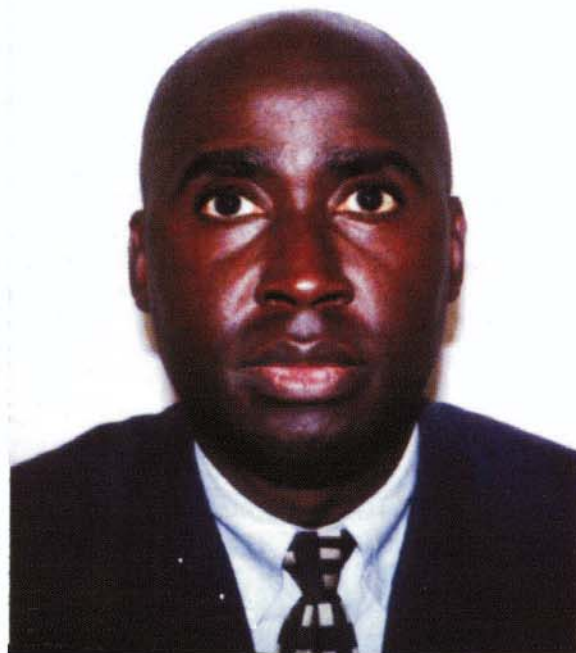
Operations Review:

Year 2003 started off with a subdued business environment inherited from the previous year. The general downturn in the world economy coupled with the drought experienced in 2002 led to a poor harvest, which created a shortfall in foreign earnings expectations. The dalasi came under pressure and by August/September 2003 it had depreciated by a 46% against the dollar. Its daily unpredictability made Treasury management exceedingly difficult. Interest rates were increased to correct the macro economic imbalances but it didn't have the full desired effect on the depreciating dalasi. Financial Service delivery was at a cross roads and the Bank changed its focus to prudence and sustained liquidity management. This yielded positive gains and with the intervention of Government to stabilize the Dalasi against major currencies, the Bank had already positioned itself to realize the benefits of the new policy.

Notwithstanding these extremely trying market conditions, TBL turned in a solid performance in 2003.

Performance

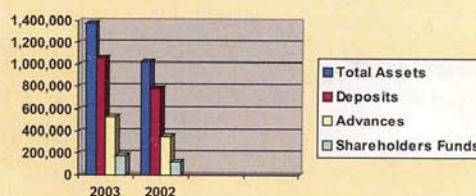
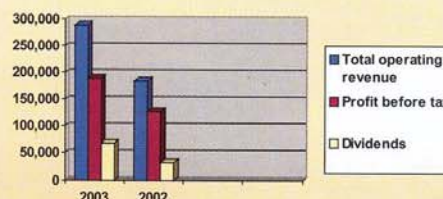
Despite the slow down in economic activities during the year under review; overall we are satisfied with our results in 2003. Total revenue grew by 57% and profit before tax by 49%. Total assets grew by 34% and Shareholders' Funds by 44% and all prescribed prudential ratios were met.



Pa M. M. Njie - Managing Director

Financial Highlights:

	2003 D'000	2002 D'000
Total operating revenue	288,736	184,156
Profit before tax	190,095	127,806
Dividends	67,500	32,400
Total Assets	1,375,669	1,026,777
Deposits	1,062,691	785,720
Advances	523,655	351,141
Shareholders' Funds	179,725	121,954



The depreciated dalasis ushered in inflationary tendencies, which culminated in sharp increase in operational cost with staff cost increasing to D28.7 m against D16.6 m last year, a 72% increase.

The Bank recognizes the importance of technology as a competitive advantage; therefore, we continued to substantially invest in information technology to accrue these advantages for

its wide customer base. An upgraded and more robust version of the Banking software has been installed and being is tested. It will be fully operational in 2004.

Staff

The impressive performance of the Bank could not have been achieved without the dedication and commitment of our staff who worked under difficult circumstances during the renovation works at the Head Office building. I wish to take this opportunity, on behalf of Senior Management, to thank them. We have a great team and we will continue to enhance their skills through meaningful training. Our challenge in the next year is to grow our market share through efficient service delivery and increased outlets.



TBL Staff at Trade fair



TBL Athletics Team

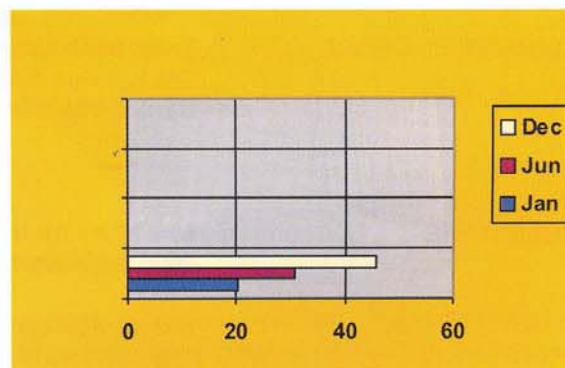


Tug of war-May day Sports

And extend our sincere gratitude for your support and understanding.

In conclusion, I extend my gratitude to the Board, and its committees for their guidance and support through out the year and to our shareholders for their confidence and support.

Exchange Rates(Jan, Jun and Dec 2003)



Pa MM Njie

Our Customers:

In our drive to provide you with a friendly banking environment, a major refurbishment was embarked upon in 2003. These works may have caused you a lot of inconvenience; we apologize for this

General Information



Trust Bank Limited
(The Gambia)

DIRECTORS

Mr Ken Ofori-Atta	Chairman
Mr Pa Macoumba Njie	Managing
Mr Andrew Gabriel Sylva	Member
Mr Charbel Nassif Elhajj	Member
Mr Bai Matarr Drammeh	Member
Mr Ebrima H. O. Njie	Member
Mr Mustapha Njie	Member
Mr Franklin Hayford	Member
Mrs Angela Andrews-Njie	Member
Mr Saibatou Faal	Member

COMPANY SECRETARY

Mr Momodou Sally Musa

AUDITORS

Deloitte & Touche
Chartered Accountants

43 Kairaba Avenue
P O Box 268
Banjul, The Gambia

REGISTERED OFFICE

Trust Bank Limited
3/4 Ecowas Avenue
Banjul, The Gambia

SOLICITORS

Mrs Mary Abdoulie Samba
29 Independence Drive

Banjul, The Gambia

BANKERS

Central Bank of The Gambia
ING Bank NLG
HSBC London
HSBC New York
Commerz Bank Hamburg
Royal Bank of Canada - Toronto
Bank Russell Lambert - Brussels
CITIBANK - New York
HSBC - South Africa
Unicredito - Italy
Belgolaise - Brussels

The Directors of the company present the audited financial statements and corporate results of Trust Bank Limited (The Gambia) for the year ended 31st December 2003.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The Companies Act 1955 requires the directors to prepare the financial statements for each financial year which give a true and fair view of the state of affairs of the company and of its profit or loss for that period. In preparing the financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1955 and the Financial Institutions Act 2003. They are responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

PRINCIPAL ACTIVITIES OF THE COMPANY

The company provides traditional banking services to the general public in accordance with the regulations of the Central Bank of The Gambia and the Financial Institutions Act 2003.

RESULTS

The results of the company are as detailed in the accompanying financial statements.

The directors have recommended a final dividend of D0.75 per ordinary share for the year ended 2003. The final dividend of D0.75 per share together with the two interim dividends paid of D1.50 per share, gives a total dividend of D2.25 for the year 2003 compared with D1.50 for the year 2002.

FIXED ASSETS

The tangible fixed assets of the company are as detailed in note 12 of the financial statements. There has not been any permanent diminution in the value of the fixed assets and as a result a provision has not been deemed necessary.

EMPLOYEES

The number of employees and the costs associated with these employees as detailed in note 4.

DONATIONS

During the year the company made charitable donations amounting to D422,457.

DIRECTORS AND THEIR INTERESTS

The directors who held office during the year are as shown on page 12. The directors retiring by rotation in accordance with Article 98 of the Articles of Association are Messrs Charbel Nassif Elhajj, Ebrima H O Njie, Mustapha Njie, and being eligible, offer themselves for re-election.

The following directors who held office during the year had beneficial financial interest in the shares of the company as detailed below. There have been no changes between the year end and the date of this report.

	<i>Number of Shares held</i> 31-Dec-0331-Dec-02	
Mr Pa Macoumba Njie	128,046	111,018
Mr Andrew Gabriel Sylva	31,000	31,000
Mr Franklin Hayford	15,485	17,416
Mr Ebrima H. O. Njie	15,000	15,000
Mr Charbel Nassif Elhajj	13,266	110,226
	202,797	284,660

CORPORATE GOVERNANCE

The company's board consist of ten members, nine of whom are non executive directors. The board meets every quarter to review strategic matters relating to the operations of the Bank. The management team meets weekly to review progress made in implementing strategy. A credit committee consisting of senior management meets to review credit applications.

A corporate governance sub committee has also been established which over looks compliance issues with both local and international legislation, regulations, and best practices which impact on the bank. The members of this committee are as follows:

- Mrs. Angela Andrews-Njie
- Mr Saibatou Faal
- Mr Ken Ofori-Atta

Chairperson
Member
Member

Additionally, in line with good corporate governance the board has the under mentioned Committees consisting of Non Executive Directors and one Executive Director (The Managing Director):

Audit Committee

This committee has the responsibility to review and make recommendations to the Board on all matters relating to audit and financial control and reporting processes. The members are:

- | | |
|--------------------|------------------------|
| ▪ Ebrima H. O Njie | <i>Chairman</i> |
| ▪ Franklin Hayford | <i>Member</i> |
| ▪ Pa Macoumba Njie | <i>Co-opted Member</i> |

Strategic Committee

This committee gives strategic direction for the attainment of corporate vision and objectives aimed at maximising shareholder value through growth and development. The members are:

- | | |
|--------------------|------------------------|
| ▪ Ken Ofori-Atta | <i>Chairman</i> |
| ▪ Charbel Elhajj | <i>Member</i> |
| ▪ Mustapha Njie | <i>Member</i> |
| ▪ Pa Macoumba Njie | <i>Co-opted Member</i> |

Remuneration/Staff Committee

This committee has the responsibility to determine the remuneration of Executive Management and set criteria for determining general staff remuneration. The members are:

- | | |
|----------------------|------------------------|
| ▪ Andrew G. Sylva | <i>Chairman</i> |
| ▪ Bai Matarr Drammeh | <i>Member</i> |
| ▪ Franklin Hayford | <i>Member</i> |
| ▪ Pa Macoumba Njie | <i>Co-opted Member</i> |

Building Committee

This committee is responsible for all major construction works and projects undertaken by the bank. The members are

- | | |
|--------------------|------------------------|
| ▪ Charbel Elhajj | <i>Chairman</i> |
| ▪ Andrew G. Sylva | <i>Member</i> |
| ▪ Mustapha Njie | <i>Member</i> |
| ▪ Pa Macoumba Njie | <i>Co-opted Member</i> |

AUDITORS

The auditors, Deloitte & Touche, having indicated their willingness, to continue in office in accordance with Section 155 (2) of the Companies Act 1955.

By order of the Board of Directors



Secretary

Date: 24th March 2004

TO THE MEMBERS OF TRUST BANK LIMITED (THE GAMBIA)

We have audited the financial statements on pages 17 to 28, which have been prepared under the historical cost convention and the accounting policies, set out on page 21.

Respective responsibilities of directors and auditors

As described on page 13 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

Basis of opinion

We conducted our audit in accordance with generally accepted International Standards on Auditing. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error.

In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements and the possible effect of non - compliance with the Companies Act 1955 and the Financial Institutions Act 2003.

Opinion

In our opinion, proper books of account were maintained and the financial statements give a true and fair view of the state of the Company's affairs as at 31 December 2003 and of its profit for the year then ended and have been properly prepared in accordance with the Companies Act 1955 and the Financial Institutions Act 2003.

Deloitte & Touche

Deloitte & Touche
Chartered Accountants
Registered Auditors

Date : 24th March 2004

Profit and Loss Account For the year ended 31 December 2003



Trust Bank Limited
(The Gambia)

	Notes	31-Dec-03 D'000	31-Dec-02 D'000
Interest income	2	166,901	106,124
Interest expense	3	(62,861)	(37,045)
Net interest income		104,040	69,079
Fees and commission income		79,624	52,963
Foreign exchange revenue		102,368	58,710
Other revenue		2,704	3,404
		184,696	115,077
Total operating revenue less interest expense		288,736	184,156
Personnel costs	4	(28,874)	(16,645)
General and administration cost		(33,227)	(27,371)
Depreciation and amortisation		(5,666)	(5,112)
		(67,767)	(49,128)
Operating profit		220,969	135,028
Provision for credit losses		(30,875)	(7,222)
Profit before tax	5	190,094	127,806
Income tax expense	6	(69,114)	(47,411)
Profit for the year	16	120,980	80,395
Basic earnings per share (bututs)		403	285
Diluted earnings per share (bututs)		403	280
Total dividend per share for the year (bututs)		225	150
Dividend Pay out ratio (%0)		56	54

The notes on pages 21 to 28 form an integral part of these financial statements.

Balance Sheet As at 31 December 2003




Trust Bank Limited
(The Gambia)


	Notes	31-Dec-03 D'000	31-Dec-02 D'000
ASSETS			
Cash and bank balances	8	441,206	349,439
Investments	9	240,513	260,037
Loans and advances	10	523,655	351,141
Other assets	11	127,710	35,131
Tangible fixed assets	12	47,228	31,029
TOTAL ASSETS		1,380,312	1,026,777
LIABILITIES			
Customer deposits	13	1,062,691	785,720
Other liabilities	14	142,187	119,103
TOTAL LIABILITIES		1,204,878	904,823
Issued capital	15	30,000	30,000
Share premium	16	5,000	5,000
Statutory reserves	16	30,000	30,000
Retained earnings	16	110,434	56,954
TOTAL EQUITY AND LIABILITIES		1,380,312	1,026,777

These financial statements were approved by the Board of Directors on 1st March 2004, and were signed on their behalf by:


..... **Director**


..... **Director**


..... **Director**


..... **Secretary**

The notes on pages 21 to 28 form an integral part of these financial statements.

Statement of Changes in Equity As at 31 December 2003



Trust Bank Limited
(The Gambia)

	Called up issued share capital D000.	Share premium D000.	Statutory Reserve D000.	Profit & Loss account D000.	Dividend Reserve D000.	Total D000.
At 1 January 2002	30,000	-	27,000	23,059	-	80,059
Additions	-	5,000	-	-	-	5,000
Issue of share capital	-	-	-	-	-	-
Profit for the year	-	-	-	80,395	-	80,395
Transfers			3,000	(46,500)	43,500	
Dividends paid	-	-	-	-	(43,500)	(43,500)
At 1 January 2003	30,000	5,000	30,000	56,954	-	121,954
Profit for the year	-	-	-	120,980	-	120,980
Transfers				(67,500)	67,500	-
Dividends paid and proposed					(67,500)	(67,500)
At 31 December 2003	30,000	5,000	30,000	110,434	-	175,434

The notes on pages 21 to 28 form an integral part of these financial statements.

Cash Flow Statement

As at 31 December 2003



Trust Bank Limited
(The Gambia)

	Notes	31-Dec-03 D'000	31-Dec-02 D'000
Reconciliation of operating profit to cash inflow from operating activities			
Operating profit before interest and tax		190,094	127,806
Depreciation charge		5,666	5,112
Profit on disposal of fixed assets		(214)	(155)
Increase in operating assets	17	(265,093)	(89,889)
Increase in operating liabilities	18	281,802	280,915
Cash inflow from operating activities		212,255	323,789
Taxation			
Tax paid		(48,004)	(30,254)
Capital expenditure			
Proceeds from sale of fixed assets		214	335
Purchase of tangible fixed assets		(21,865)	(7,993)
Equity investments in unquoted companies		-	(500)
Financing activities			
Dividend paid		(75,000)	(40,500)
Shares issued		-	3,000
Share premium		-	5,000
INCREASE IN CASH		67,600	252,877
Cash and cash equivalents at beginning of the year		608,976	356,099
CASH AND CASH EQUIVALENTS AT 31ST DECEMBER		676,576	608,976
REPRESENTED BY:			
Cash and bank balances	8	441,206	349,439
Short-term investments	9	240,013	259,537
Cash and bank balances overdrawn	14	(4,643)	-
		676,576	608,976

The notes on pages 21 to 28 form an integral part of these financial statements.

1. ACCOUNTING POLICIES

The company adopted the following accounting policies which have been consistently applied during the year in accounting for items that are considered material in relation to the financial statements.

a) *Accounting convention*

The financial statements have been prepared under the historical cost convention in accordance with applicable International Accounting Standards issued by the International Accounting Standards Board and relevant provisions of Schedule 8 of the Companies Act 1955.

b) *Interest income*

Interest income comprises interest on loans, advances, treasury bills and loans and is accounted for on an accrual basis. In respect of loans and advances, recognition of interest income ceases when payment of interest or principal is in doubt and any interest already recognised during the accounting period is reversed. Interest is thereafter included in income only when received.

c) *Loans and advances*

Loans and advances are stated after deduction of applicable unearned income and provisions for possible credit losses. Provision for bad and doubtful debts are held in respect of loans and advances taking into consideration both specific and general risks.

Provision against loans and advances are based on an appraisal of the loan portfolio. Specific provisions are made where the repayment of identified loans is in doubt and reflect an estimate of the amount of loss expected.

Provisions made during the year less amounts released and recoveries of advances previously written off are charged as a separate amount in the profit and loss account.

Advances are written off when the extent of any loss has been confirmed.

d) *Tangible fixed assets*

Tangible fixed assets are stated at cost less any depreciation accumulated to the balance sheet date.

Depreciation of tangible fixed assets is calculated and charged to the profit and loss account on a straight line basis by reference to the expected useful lives of the assets at the following rates:

	<u>Rate</u>
Land & Buildings	2% - 4%
Machines and Equipment	20%
Furniture and Fittings	10% - 20%
Motor Vehicles	33.3%

Expenditure incurred to replace a component of an item of tangible fixed assets that is accounted for separately, including major inspection and overhaul expenditure is capitalised and depreciated when the asset becomes operational in the business. Other subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the item of tangible fixed assets. All other expenditure of a revenue nature is charged to the profit and loss account as incurred.

e) Treasury bills

Treasury bills are stated at maturity on the balance sheet date. Credit is taken for related income in the period when it is receivable.

f) Foreign currencies

Transactions in foreign currencies are translated to Dalasi at the exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated to Dalasi at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in the profit and loss account. Non-monetary assets and liabilities denominated in foreign currencies, are translated to Dalasi at the foreign exchange rate ruling at the date of the transaction.

g) Employee benefits

Obligations for contributions to the Social Security and Housing Finance Corporation retirement benefits plan is recognised in the profit and loss account as incurred.

h) Provisions

A provision is recognised in the balance sheet when the company has a legal or constructive obligation as a result of a past event and it is probable that an outflow of economic benefits will be required to settle the obligation.

i) Income tax

Income tax on the profit or total revenue for the year comprises current tax and is recognised in the profit and loss account.

2. INTEREST INCOME

	31-Dec-03 D'000	31-Dec-02 D'000
Interest on commercial advances	106,291	67,674
Interest on treasury bills and bonds	55,849	38,058
Nostros	4,761	392
	166,901	106,124

3. INTEREST EXPENSE

	31-Dec-03 D'000	31-Dec-02 D'000
Interest on current accounts	7,984	5,221
Interest on savings accounts	39,175	19,828
Interest on time deposits	13,995	11,678
Nostros	1,707	318
	62,861	37,045

4a. PERSONNEL COSTS

	31-Dec-03 D'000	31-Dec-02 D'000
Wages and salaries	12,220	9,642
Social security costs	1,567	1,300
Other employment costs	15,087	5,703
	28,874	16,645

The average number of employees during the year including Executive Directors was 178 (2002:159).

4b. DIRECTORS EMOLUMENTS

	31-Dec-03	31-Dec-02
Executive		
D50,000 - D55,000	1	1
Non Executive		
D50,000 - D55,000	8	8
D65,000 - D70,000	1	1

Notes to the Financial Statement *Continued*



Trust Bank Limited
(The Gambia)

5. PROFIT BEFORE TAXATION

	31-Dec-03 D'000	31-Dec-02 D'000
Profit before taxation is stated after charging:		
Auditor's remuneration	200	110
Directors fees and sitting allowances	872	711
Gains on disposal of fixed assets	(214)	(155)
Provision for loan losses	30,875	7,222

6. INCOME TAX EXPENSE

	31-Dec-03 D'000	31-Dec-02 D'000
Company tax charge: 35% of taxable profits	68,674	47,411
Under provision from previous year	440	-
	69,114	47,411

7. DIVIDEND

	31-Dec-03 D'000	31-Dec-02 D'000
Interim paid: 150 bututs per share on 30,000,000 ordinary shares (2002: 50 bututs on 27,000,000 shares)	45,000	13,500
Final proposed: 75 bututs per share on 30,000,000 ordinary shares (2002: D1.00 on 30,000,000 shares)	22,500	30,000
	67,500	43,500

8. CASH AND BANK BALANCES

	31-Dec-03 D'000	31-Dec-02 D'000
Balances with Central Bank of The Gambia	102,538	176,920
Balances with foreign banks	275,720	147,371
Cash in hand - local	18,442	15,996
Cash in hand - foreign	44,506	9,152
	441,206	349,439

Included within balances with foreign banks are cash collaterals for open Letters of credit and other cash margins amounting to D70 million (2002: 18 million)

9. INVESTMENTS

	Notes	31-Dec-03 D'000	31-Dec-02 D'000
Short-term			
Treasury Bills		240,013	259,537
Fixed asset			
Investment in Unquoted Companies	9a	500	500
		240,513	260,037

9a. This amount represents the cost of the Bank's equity investment in Home Finance Company Limited, a company incorporated in The Gambia.

10. LOANS AND ADVANCES

	Notes	31-Dec-02 D'000	31-Dec-01 D'000
Loans and Advances		117,365	90,426
Overdrafts		481,524	296,664
	10a	598,889	387,090
<i>Less:</i>			
Provision for credit losses		(49,827)	(21,285)
Interest in suspense		(20,503)	(11,263)
General provision		(4,904)	(3,401)
		523,655	351,141

10a. Related Party Transactions

Included within loans, advances and overdrafts are various facilities amounting to D88.9 million, granted to companies whose directors are also members of the company's board of directors. These facilities were granted in the company's normal course of business and are all fully secured with the exception of D1.5 Million.

Notes to the Financial Statement *Continued*



Trust Bank Limited
(The Gambia)

11. OTHER ASSETS	Notes	31-Dec-03 D'000	31-Dec-02 D'000
Bills discounted		23,123	11,901
Inter branch accounts		81,701	8,901
Prepayments		3,270	374
Western Union clearing		7,327	3,286
Stationery stock		2,528	2,601
Others	11a	9,761	8,068
<i>At end of year</i>		127,710	35,131

11a. Included within other assets is an amount of D4,250,000 which is held in trust under an Employee Share Option Plan for distribution of 500,000 ordinary shares at D8.50 each to employees. These options will be available to current and future employees of the Bank.

12. TANGIBLE FIXED ASSETS	Work in Progress	Premises	Machines & Equipment	Furniture & Fittings	Motor vehicles	Total
	D'000	D'000	D'000	D'000	D'000	D'000
Cost						
At 01-Jan-03	2,858	21,178	12,402	3,726	4,167	44,331
Additions	11,652	2,338	3,893	380	3,602	21,865
Disposals	-	-	-	-	(665)	(665)
At 31-Dec-03	14,510	23,516	16,295	4,106	7,104	65,531
Accumulated depreciation						
At 01-Jan-03	-	2,688	6,419	1,918	2,277	13,302
Charge for the year	-	796	2,516	804	1,550	5,666
Disposals	-	-	-	-	(665)	(665)
At 31-Dec-03	-	3,484	8,935	2,722	3,162	18,303
Net book value						
At 31-Dec-03	14,510	20,032	7,360	1,384	3,942	47,228
At 31-Dec-02	2,858	18,490	5,984	1,809	1,890	31,029

13. CUSTOMER DEPOSITS

	31-Dec-03 D'000	31-Dec-02 D'000
Current accounts	522,697	365,585
Fixed deposits	100,004	98,172
Savings accounts	439,990	321,963
	1,062,691	785,720

14. OTHER LIABILITIES

	31-Dec-03 D'000	31-Dec-02 D'000
Balances with foreign banks	4,643	-
Due to customers on savings and deposits	11,609	9,300
Trade finance liabilities	5,011	21,670
Other creditors and accruals	30,502	11,321
Corporation tax liability	67,922	46,812
Dividends payable	22,500	30,000
	142,187	119,103

15. SHARE CAPITAL

	<i>No. of shares</i>	31-Dec-03 D'000	31-Dec-02 D'000
Authorised:			
Ordinary shares of D1.00 each	100,000,000	100,000	100,000
Issued and fully paid:			
	<i>No. of shares</i>	31-Dec-03 D'000	31-Dec-02 D'000
<i>At beginning of year</i>			
Ordinary shares of D1.00 each	30,000,000	30,000	27,000
<i>Additions during the year</i>			
Ordinary shares of D1.00 each	-	-	3,000
<i>At end of year</i>	30,000,000	30,000	30,000

16. STATEMENT OF RESERVE MOVEMENT

	<i>Profit and loss reserve D.000</i>	<i>Statutory reserve D.000</i>	<i>Share Premium D.000</i>	Total D'000
Balance at beginning of year	56,954	30,000	5,000	91,954
Transfers	-	-	-	-
Profit for the year after tax	120,980	-	-	120,980
Dividends paid and proposed (<i>Note 7</i>)	(67,500)	-	-	(67,500)
<i>Balance as at end of year</i>	110,434	30,000	5,000	145,434

17. INCREASE IN OPERATING ASSETS

	31-Dec-03 D'000	31-Dec-02 D'000
Funds advanced to customers	(172,514)	(101,195)
Other assets	(92,579)	11,306
<i>At end of year</i>	(265,093)	(89,889)

18. INCREASE IN OPERATING LIABILITIES

	31-Dec-03 D'000	31-Dec-02 D'000
Deposits from customers	276,971	253,096
Other liabilities	4,831	27,819
<i>At end of year</i>	281,802	280,915

19. CONTINGENT LIABILITIES

The following are shown off the company's balance sheet and relate to items, which may result in ultimate liabilities to the bank in subsequent periods.

	31-Dec-03 D'000	31-Dec-02 D'000
Bonds, guarantees and letters of credit	168,152	81,413
	168,152	81,413

20. CAPITAL COMMITMENTS

	31-Dec-03 D'000	31-Dec-02 D'000
Authorised and not contracted	Nil	Nil
Authorised and contracted	8,200	10,510
	8,200	10,510

Category	No. Of Shareholders	No. Of Shares issued	Percentage Holding
17 - 5,000	107	248,645	0.83%
5,001 - 10,000	76	694,914	2.32%
10,001 - 50,000	122	2,695,365	8.98%
50,001 - 100,000	11	850,185	2.83%
100,001 - 500,000	10	1,923,046	6.41%
Over 500,000	6	23,587,845	78.63%
Total	332	30,000,000	100%

21 Largest Shareholders

(100,000 & above)	No. of Shares	% Holding
SSHFC	10,287,369	34.29
Databank Securities Ltd.	8,612,000	28.71
Gambia Ports Authority	1,673,476	5.58
Boule & Co.	1,500,000	5.00
Baba Jobe	810,000	2.70
Gambia Electrical Co	705,000	2.35
Trust Bank Employee (ESOT)	500,000	1.67
Great Alliance Insurance Co	300,000	1.00
Quantum Associates Co. Ltd	200,000	0.67
Global Security Insurance	150,000	0.50
Able Thomas Benigna G.	150,000	0.50
Universal Trading Co	140,000	0.47
Njie Pa M.M.	128,046	0.43
Banna Antione	125,000	0.42
Aziz Micheal A	125,000	0.42
West African Examination Council	105,000	0.35
Quantum Net Ltd	100,000	0.33
Hobeika Edmond	100,000	0.33
Saho Dodou K	100,000	0.33
Hobieka Charbel	100,000	0.33
TAF Holding Co Ltd	100,000	0.33
	26,010,891	86.70

List of Branches, Agencies and Correspondent Banks



Trust Bank Limited
(The Gambia)

HEAD OFFICE

¾ ECOWAS Avenue
P. O. Box 1018
Banjul
Tel: 220-4225777/8
Fax: 220-4225781

WHERE TO FIND US

BANJUL

¾ ECOWAS Avenue
Banjul, The Gambia
Tel: 220-4225777/8
Fax: 220-4225781

SERREKUNDA

West Field Junction
Kanifing
Tel: 4398042/4390040
Fax: 4201423

SERREKUNDA

Seyer Jobe Avenue
Serrekunda
KMC
Tel: 4374076

FARRAFENI

Farrafeni
North Bank Division
Tel: 5735238
Fax: 5735007

BAKAU

Sait Matty Road
Bakau, Cape St. Mary
Tel: 4495486
Fax: 4496229

AIRPORT

Banjul International Airport
Yundum
Tel: 4472915

KOLOLI

Western Division
Tel: 4460691

SOMA BRANCH

opening in 2004

BASSE

Basse
Upper River Division (URD)
Tel: 5668907

BRIKAMA

Brikam (Western Division)
Tel: 4483418

LATRIKUNDA SABIJI

Serrekunda
Tel: 4391780

CORRESPONDENT BANKS

HSBC Bank Plc

P O Box 181
27-32 Poultry
London Ec2p 2bx

Commerzbank Ag

International Bank Relations 6.3
Neue Mainzer Str 32-36
Frankfurt/main
Germany

Skandinaviska Enskilda Banken

S 106 40 Stockholm
Sweden

Den Danske Bank A/s

2-12 Holmens Kanal
Dk-1092 Copenhagen K
Denmark

Royal Bank Of Canada

Financial Institutions Client
Service Centre
180 Wellington Street West
6th Floor, Toronto
Ontario, M5j 1ji

Den Norske Bank

Siranden 21n-0250
P O Box 1171 N-0107
Oslo Norway

HSBC Bank USA

140 Broadway, New York
Ny. 10015 U S A

Bank Brussels Lambert

International Banking Dept
Avenue Marnixlaan 24
B-1000 Brussels
Belgium

Ing Bank

P O Box 1800
1000 Bv Amsterdam

Citibank Na

2, Place De L'independence
Boite Postale 3391
Dakar, Senegal

Citibank Na

111 Wall Street
9th Floor, New York
NY. 10043
U S A

ECOBANK

8 Avenue L.S Senglore
BP 1095 CD Darkar

UNICREDITO ITALIANO

International & correspondent
Banking, Viale Bodio 29, B3
Milan, Italy

BELGOLAISE BANK

Fib-correspondent Banking
Department Cantersteen1, B-
100
Bruxelles, Belgium

To: All Member of Trust Bank Limited

THE SIXTH ANNUAL GENERAL MEETING OF TRUST BANK LIMITED TO BE HELD AT KAIRABA BEACH HOTEL ON THURSDAY, 22 April 2004 AT 3.00PM

ORDINARY RESOLUTIONS

1 To receive and adopt the Annual Report and Account for the year 31 December 2003

The Board proposed that the Directors Report and Balance Sheet as at 31 December 2003 together with the Profit and Loss Statement for the year ended on that date submitted to the meeting be received and adopted.

2. To Declare Dividends

The Board has recommended a final dividend of Seventy-five bututs (75B) per share for the year ended 31 December 2003. The dividend is payable to all shareholders registered in the Register of Members of Trust Bank Limited as at close of business on Tuesday April 20, 2004. Once the resolution is carried, the payment date will be May 10, 2004.

3. To re-elect Director

The directors retiring by rotation in accordance with Article 98 of the Bank's Articles of Association are Messrs. Charbel N. Elhadj, Mustapha Njie and Ebrima H.O. Njie and being eligible for re-election have offered themselves for re-election.

The Board proposed that the above be re-elected.

4. To appoint the Auditors of the Bank until the conclusion of the next Annual General Meeting.

Deloitte & Touche have indicated their willingness to continue in office in pursuant to Section 155 (2) of the Companies Act 1955. The Board proposes that Deloitte & Touche be re-appointed Auditors until the conclusion of the next AGM.

5. To authorize the Board to determine remuneration of Auditors and Directors:

Board proposed the above.

6. To transact any other business appropriate to be dealt with on an Annual General Meeting.

BOARD OF DIRECTORS
April 1st 2004

**FOR TBL'S USE
ONLY**

PROXY FOR THE ANNUAL GENERAL MEETING TO BE HELD ON 22 APRIL 2004

I/We

.....being a member/members of the above named company, hereby appoint

The **Chairman of the Meeting***
as my proxy to vote for me/us on my/our behalf at the Annual General Meeting of the Company to be held on 22nd April 2004, and
at any adjournment thereof.

I/WE DESIRE FOR THE PROXY TO BE USED AS FOLLOWS	FOR	AGAINST
1. To receive and adopt the Annual Report and Accounts for the/year Ended 31 December 2003		
2. To Declare Dividends		
3. To re-elect Charbel N ELHAJJ - Director " Ebrima H O Njie - Director " Mustapha Njie - Director		
4. To appoint the Auditors of the Bank until the conclusion of the next Annual General Meeting.		
5. To authorize the board to determine the remuneration of Auditors and Directors		
6. To transact any other business appropriate to be dealt with at an Annual General Meeting.		

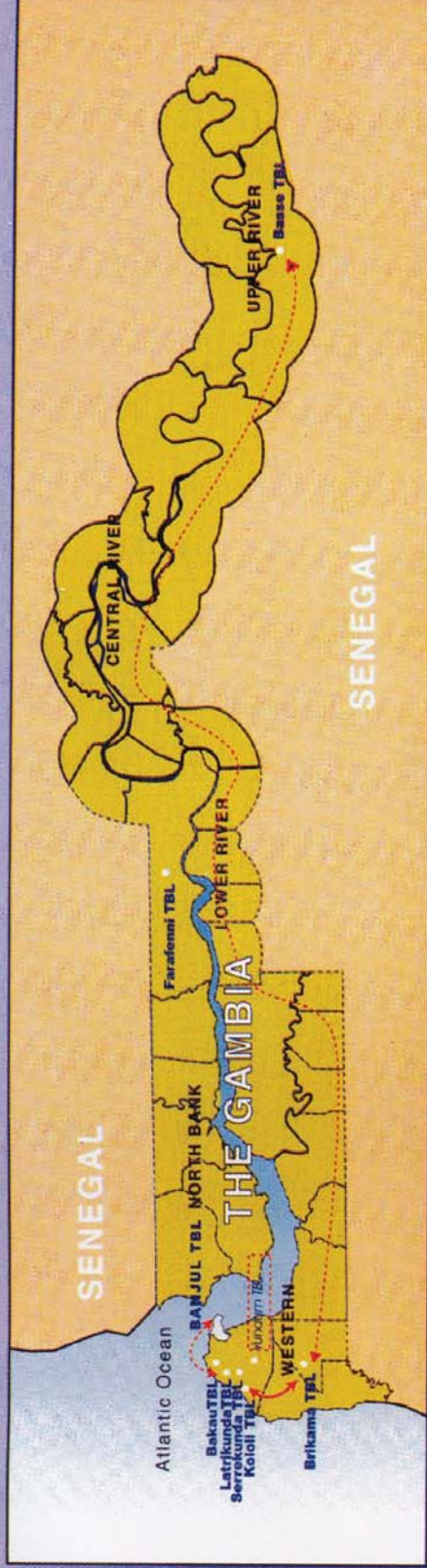
Signature:

Date:2004

Note

- i) This proxy should be returned so as to arrive at the Registered Office of the Company, 3-4 Ecowas Avenue, Banjul, not later than 48 hours before the time appointed for the Meeting.
- ii)* A member who wishes to appoint his own proxy should insert the name of his proxy in the blank space provided and delete the Chairman of the meeting.
- iii) A proxy need not necessarily be a member of the Company.
- iv) Any alteration to this form must be initialed by the appointer.

Trust Bank Ltd.



Placing you the customer first means we have to be where you are.

At Trust Bank we have spread our operations across The Gambia, networking your money from one end to the other. Your transaction could not move any faster than this.

WESTERN UNION | MONEY TRANSFER®

The fastest way to send and receive money worldwide.®

*Millions of
people trust us to
send money
home.*



Agent



Trust Bank Ltd.

(The Gambia)

3/4 ECOWAS AVENUE BANJUL

design & printing: buck press, ghana