



**Trust Bank Ltd.**

Celebrating Ten Years of  
Banking Excellence



# 2006

## Annual Report



**Trust Bank Ltd.**

**(The Gambia)**

# **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 Community at large in the  
most caring manner.

**\*The Bank That Cares\***



# 2006

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## Annual Report

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This is to certify that  
**Trust Bank**  
was awarded  
**Best Bank - Gambia**  
in the *Global Finance*  
World's Best Bank Awards, 2006



**GLOBAL  
FINANCE**

A handwritten signature in black ink, appearing to read "Joe Giarraputo", written in a cursive style.

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Joseph D. Giarraputo, President and Publisher



## CONTENTS

Notice of Meeting	6
Financial Highlights	7
Statement from the Chairman	9
Managing Director's Review	13
General Information	16
Directors' Report	18
Auditors' Report	21
Financial Statements and Notes	26
List of Shareholding	37
Branches & Agencies	38
Correspondent Banks	39
Profile and Election of Directors	40
Resolutions	41
Proxy Form	



1. TBL staff at World Aids Day
2. Presenting Solar Panels to Leman Street Clinic
3. Presentation of certificates at Millennium Excellence Awards Ceremony
4. Receptients of Millennium Excellence Awards

## Directors



Ken Ofori-Atta  
Chairman



Pa Macoumba Njie  
Managing Director



Tumbul Danso



Mustapha Njie



Bai Matarr Drammeh



Charbel Nassif Elhajj



Franklin Hayford



Angela Andrews-Njie



Edward Graham



## Senior Officials



**Pa Macoumba Njie**  
Managing Director



**Oreme Joiner**  
General Manager, Banking



**Ibrahima Salla**  
General Manager - Corporate



**Momodou Conteh**  
Asst. General Manager - MIS



**Sainabou Jallow-Gaye**  
Head of Dept.  
Sales and Marketing



**Ndambou Touray**  
Head of Dept.  
Foreign Exchange



**Isha Roche**  
Head of Dept.  
Administration



**Momodou L. Bojang**  
Senior Manager,  
Finance & Treasury



**Fatou Jobe Faye**  
Senior Manager,  
Banking



**Kebba Darbo**  
Senior Manager,  
Recoveries Dept.



**Dr. Chernio Jagne**  
Senior Manager,  
Remedial Unit



**Felix Ceesay**  
Senior Manager,  
Banking



**Omar Mboob**  
Manager,  
Finance & Treasury



**Yahya Corr**  
Manager,  
Internal Audit

## ★ Notice and Agenda of Annual General Meeting

Notice is hereby given that the ninth Annual General Meeting of Trust Bank Limited will be held at Kairaba Beach Hotel on 24th May, 2007 at 3.00 p.m for the following purposes:

### Ordinary Business

#### Ordinary Resolutions

- (1) To receive and adopt the Annual Report and Accounts for the year ended 31st December 2006
- (2) To Declare Dividends
- (3) To re-elect Directors
  - Mr. Franklin Hayford
  - Mrs. Angela Andrews-Njie
  - Mr. Edward Graham
- (4) To approve the remuneration of Directors
- (5) To appoint the Auditors of the Bank until the conclusion of the next Annual General Meeting.
- (6) To authorize the Board to determine the remuneration of Auditors.
- (7) To transact any other business appropriate to be dealt with at any Annual General Meeting.



F. A. Hayford  
Acting Board Secretary



*Customer Service Staff Training*



## Financial Highlights

### Performance Trend / Ratios

#### Profit before provision for credit losses (D million)

2004	2005	2006	Change vs 2005
225.0	164.2	207.8	27%

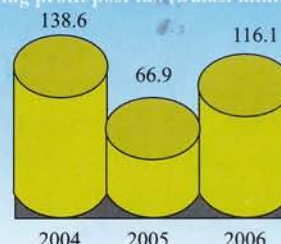
#### Profit before provision for credit losses (D million)



#### Operating profit post tax (Dalasi millions)

2004	2005	2006	Change vs 2005
138.6	66.9	116.1	74%

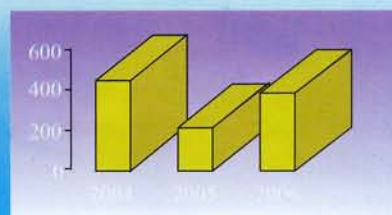
#### Operating profit post tax (Dalasi millions)



#### Earnings per share (bututs)

2004	2005	2006	Change vs 2005
462	223	387	74%

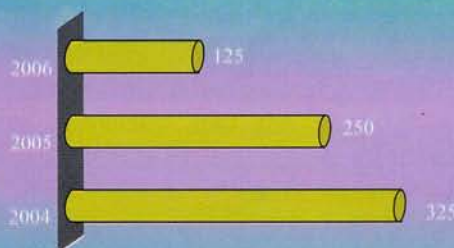
#### Earnings per share (bututs)



#### Dividend per share for the year (bututs)

2004	2005	2006	Change vs 2005
325	250	125*	-50%

\*This is equivalent to 250 in year 2005. The dilution is a result of the issue of D30 million bonus shares on a 1:1 basis resulting in total shares issued and fully paid of D60 million.



#### Performance ratios

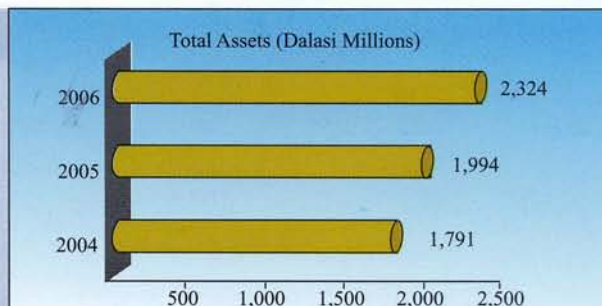
	2004	2005	2006	Changes against 2005
Interest margin	56%	41%	64%	57%
Return on equity	64%	32%	47%	45%
Return on assets	7.70%	3.4%	5.0%	49%

## Financial Highlights

### Financial Structure / Ratios

#### Total Assets (Dalasi Millions)

2004	2005	2006	Increase vs 2005
1,791	1,994	2,324	17%



#### Structure of total assets (Dalasi Million)

	2004	2005	2006	Increase against 2005
Cash and bank balances	741	505	714	41%
Investments	285	441	451	2%
Loans and advances	611	689	784	14%
Other assets	81	232	260	12%
Tangible fixed assets	72	127	115	-9%
	1,790	1,994	2,324	17%

#### Structure of total liabilities (Dalasi Millions)

	2004	2005	2006	Change Vs 2005
Deposit liability	1,358	1,619	1,886	17%
Other liabilities	91	72	123	70%
Corporation Tax	72	31	4	-87%
Dividends	53	64	61	-5%
Share holders funds	216	208	250	20%
	1,790	1,994	2,324	17%

	2004	2005	2006	Change Vs 2005
Financial Structure ratios				
Capital adequacy ratio	11.1%	9.8%	9.5%	-3.0%
Gearing ratio (times)	9.0	10.2	9.5	-7%
Liquidity ratio	65.2%	53.0%	56.2%	6%
Statutory Reserve requirement (Dalasi)	100%	100%	100%	0%
Non performing loans	13%	11%	9%	-17%
Aggregate provisioning level	1.49%	8.90%	3.72%	-58%



## Statement from the Chairman



Dear Shareholders,

On behalf of the Board, I am delighted to welcome you to the 9th Annual General Meeting of our Bank, Trust Bank Limited, and to present to you the annual report and financial statements for the year ended 31st December 2006. I also most heartily want to celebrate the Bank's 10th anniversary as the Trust Bank. It has been a remarkable history of eventual success from The Gambia Commercial and Development Bank to the Meridian Bank and since 1997, The Trust Bank, the leading bank in The Gambia, Congratulations!

### Economic Environment

The global economy performed strongly last year driven by strong demand from China and India that saw global trade rise by 6%. Despite strong Asian demand, commodity prices including oil prices slipped much lower especially in the second half of the year helping to ease inflationary pressures in oil-importing countries. World GDP is estimated to have grown by 5.1% in 2006, up from 4.9% in 2005, helping to keep growth in the past 3 years above trend growth. Global growth in recent years has also become more balanced with extraordinary growth in emerging markets making the global economy less vulnerable to demand volatility in the advanced countries.

Global growth is expected to be fairly strong in

2007 at 4.9% driven by productivity gains in emerging markets, improving economic policy management in developing countries and continued strong demand from Asia.

Sub-Sahara Africa also continued to perform strongly, though output growth is estimated to have slowed down to 4.8% in 2006 from 5.5% in 2005. The slowdown has been due to a temporal drop in oil production in the region. Non-oil producing economies in Africa, however, grew by an estimated 5% last year. Looking ahead, growth in Sub-Sahara Africa is expected to pick up this year to 6% anchored by easing inflationary pressures in oil importing countries, rising commodity exports, growing remittances and a much improved public debt profile in several countries.

Significant progress has also been achieved on the local economic front, with The Gambia's GDP estimated to have grown by 6.5% in 2006, up from 5.1% in 2005 [Source: IMF]. Fiscal management also improved, though the government was unable to meet its own target. The fiscal deficit as a proportion of GDP fell from 8.6% in 2005 to 4.7% in 2006. Notwithstanding, an increase in broad money supply by 16% from 13% in 2005, inflation fell further to 1.4% from a peak of 21% in August 2003. The easing of inflationary pressures was supported mainly by a stable exchange rate which was in itself cushioned by strong private capital inflows especially into the financial services, tourism and construction sectors of the economy.

The benign local economic environment last year also reduced the volatility of interest rates with the Central Bank cutting the rediscount rate to 14% in October 2006 from 19% in December 2005. The Central Bank also cut the reserve requirement for banks from 18% to 16% to reduce the cost of funds for the banking sector and release more loanable funds. However, real interest rates remain high reflecting the economy's vulnerability to external shocks and the country's poor sovereign credit rating. However, credit to the private sector



## Statement from the Chairman

rebounded as relatively low nominal yields on treasury bills and the reduced reserve requirement encouraged banks to expand their loan portfolios.

On the external front, the current account deficit which widened substantially in 2005, narrowed significantly in 2006. However, the current account deficit is still too high at 14% of GDP highlighting the need for a further reduction to improve the economy's resilience to external shocks.

The biggest risks to the economy include volatile oil prices and the huge public debt burden amounting to 156% of GDP which is the highest in Sub-Sahara Africa. We welcome the recent improvement in the country's relationship with the IMF. This has created the environment for the government to request a 3-year Poverty Reduction and Growth Facility (PRGF) from the IMF to support economic reforms. We expect the government to build on the progress made last year in order to pave the way for external debt relief under the HIPC programme by next year. External debt relief will cut The Gambia's public debt burden to an estimated 75% of GDP and reduce debt servicing costs to about 26% of total government expenditure from about 47% currently. This will release significant resources for investment in growth while some savings from external debt relief may also be applied to reduce the problematic huge domestic debt burden estimated at 32% of GDP (i.e. US\$ 167m). We expect the country's sovereign credit rating to improve from the speculative grade of CCC to B- after debt relief is achieved.

Looking ahead, GDP is forecast to grow at 6.7% in 2007 to be driven by investments in infrastructure, growing tourism inflows, and modest growth in agriculture.

### Political Environment

The political atmosphere for 2006 was an exciting one. We hosted a very successful African Union

(AU) Summit and went through peaceful and successful Presidential and National Assembly Elections. We are thankful to God, the government of The Gambia, and the citizenry for these landmark achievements.

### Performance

The banking industry has become more competitive following the recapitalisation of banks in 2005 and the entry of Access Bank as the 8th bank in The Gambia. Despite these, I am happy on behalf of the Board to announce another very successful year for your bank. Our decision to clean the balance sheet of a significant amount of non-performing loans and to institute more stringent credit policies has led to a significant recovery in the bank's earnings from the 52% drop recorded in 2005. The performance of the bank last year has enabled it to reclaim the position as the biggest bank in the country in terms of net assets, deposits and loans and most importantly profitability.

- Profit before tax increased by 74% from D103 million to D179 million and after tax profit also rose 74% from D67 million to D116 million
- Basic earnings per share increased by 74% from 223 bututs to D387 bututs
- Dividend per share after adjusting for dilution following the bonus issue was flat at D125 per share
- Shareholders funds increased by 20% from D208 million to D250m
- Loans and advances grew by 14% to D784 million from D688m
- Deposits registered an increase of 17% to D1.9 billion from D1.6 billion
- Total assets of the bank increased by 17% to D2.3 billion from D1.99 billion



## Statement from the Chairman

We congratulate Pa Njie, his management team, and staff for this remarkable turnaround and thus winning the Best Bank in The Gambia award by Global Finance Publications, a record fourth-year in a row.

### Share Price Performance

The share price of the Bank has been affected by the generally bearish sentiments on the Ghana Stock Exchange (GSE) and the relatively attractive valuations of other listed banks on the Exchange. The steep fall in the Bank's 2005 earnings also dampened appetite for the Bank's shares on the Exchange. Even though the recovery in earnings last year is very encouraging, buy-side interest has been low as the earnings reported lagged the record earnings the Bank registered in 2004. Consequently, the share price of the Bank fell 2% during the year to 13,250 cedis on profit taking activity. This compares unfavourably with a 5% rise in the Databank Stock Index during the same period. On the local over-the-counter market in The Gambia, the Bank's shares traded flat throughout the year at D20 per share (pre-bonus of D40).

The Bank's shareholders have increased from 940 shareholders to 967 shareholders.

### Dividends

The Board is recommending a final dividend of 100 bututs per share which brings the total dividend to D125 per share. When adjusted for the bonus shares issued last year, the dividend per share for the 2006FY equals the D250 per share that was paid in the previous year. The Board has taken the decision to recommend a flat growth in dividend in order to make available enough resources to consolidate the recovery achieved last year. We also need to comply with the Central Bank's new regulations that requires banks to transfer 15% of profits to reserves.

### Developments

The Bank has been successful in deploying the new Flexcube banking software to all branches which are now been fully networked. The internet banking module has also been deployed and now enables our customers to check their account balances and download their bank statements online. The Bank is planning to activate, in a couple of months, the software module that will enable customers to go online and transfer money in between accounts. We are also pursuing the deployment of SMS and ATM banking facilities in the near term in order to reduce queues at our branches, and ensure faster customer turnarounds.

In our constant pursuit for customer convenience, our Westfield and Serrekunda outlets have been successfully enhanced, and Western Union services separated from banking operations to ease congestion. The Board has approved the construction of a modern branch in Farafenni, and is also acquiring land in a strategic location in the greater Banjul area. Contruction is at an advanced stage at our Bakoteh site and should be completed before October 2007, to bring the total number of locations to 12. We will continue to get closer to our customers

### Growth Strategy

Last year, we had two opportunities to pursue our West Africa growth strategy which we have discussed at various annual general meetings with you, the shareholders. We are pleased to announce that the Board approved a 20% participation in International Bank of Liberia Limited. The Board is also in active discussions concerning other banking opportunities in Ghana, and a potential consolidation of banking assets in The Gambia. We are hopeful that by year end, the Trust Bank will be in Liberia and Ghana and with a much stronger balance sheet for our operations in The Gambia. It seems providential that such major strides will be achieved in our 10th year as Trust Bank Limited.



## Statement from the Chairman

We look forward to an exciting decade ahead of robust growth as a West African Bank.

### Human Resources

In line with our objective to improve the skills of our staff and to provide them with international exposure, a number of our staff were attached to Ghana Commercial Bank during the year. The programme is ongoing and an increasing number of our staff should benefit this year and beyond from the training arrangements we have established with Ghana Commercial Bank. We also had staff from Ghana Commercial Bank visiting us during the year to assist with training regarding our new Flexcube Banking Software. We will like to take the opportunity to thank the Ghana Commercial Bank for the excellent collaboration and the opportunity granted us to use their training facilities in Accra, Ghana.

Several staff have also benefited from various local certificate and diploma courses fully paid for by the Bank. We shall continue to review staff remuneration and conditions of service to ensure a well-motivated human resource base.

### Corporate Responsibility

Trust Bank is at the forefront of corporate social responsibility in The Gambia. We continue to focus on the areas of health, education, youth, and sports development. The Managing Director's report comprehensively outlines our extensive contribution in these areas: continuing support to



*Sanitarium Female Wing*

Leman Street Clinic, and the RVTH Sanatorium, prizes to excelling students in senior secondary, and university graduates, and donations to the Gambia Football and Tennis associations.

### Acknowledgement

I would like to express my sincere thanks to my colleagues on the Board for their continued support and dedication to the progress of our Bank. I will also like to extend my profound gratitude to Pa Njie and all staff who have continued to show exemplary commitment and loyalty to driving us forward; and congratulations again for re-establishing your position as first-in-banking in The Gambia.

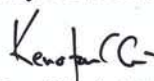
In October 2006, Mr. Saibatou Faal of the Social Security & Housing Finance Corporation resigned from the Board to pursue further studies in Switzerland. We thank Mr. Faal for his helpful services to our Bank and wish him well in his studies.

Mr. Charbel El Hajj who has been a Board member since 1999 will not be offering himself for re-election this year. Mr. El Hajj has had to spend considerable time outside of the country in the past year attending to his ailing mother. We shall miss his immense private sector experience; we pray that his mother makes a full and speedy recovery.

To our cherished customers we are most grateful for your continued patronage and confidence in us and look forward to further strengthening our relationship with you in the years ahead.

To you, our fellow shareholders, we say thank you for the support and loyalty that you continue to provide us with.

May God bless you all.



Ken Ofori-Atta  
Chairman



## Managing Director's Review



Dear Shareholders,

The macroeconomic situation of the country remained stable last year and the near term outlook is promising. Real GDP growth for 2006 was a robust 6.5 per cent. The economy's growth is projected to accelerate to 7.0 per cent in 2007 which is within the 6-7 per cent growth band required for attaining the Millennium Development Goal of halving poverty by 2015. Inflationary pressures were subdued with headline inflation dropping to 1.4 per cent in 2006 from 1.8% and 8.0 percent in 2005 and 2004, respectively. Strong private capital inflows and healthy foreign reserves underpinned stability of the dalasi throughout the year.

The Gambian banking industry remains fundamentally safe and profitable. The volume of transactions in the inter-bank market rose to D34.1 billion in 2006 from D22.6 billion in 2005. Total assets of the industry grew 20% to D9.29 billion in 2006 while the average capital adequacy ratio improved to 32.5 per cent, well above the minimum requirement of 8.0 per cent.

However, the level of competition in the sector continues to pose significant challenges with the arrival of the seventh bank in what is essentially a relatively small market. Profit margins continue to be squeezed and customers are getting more sophisticated, while it is increasingly becoming more costly to retain highly qualified staff.

Notwithstanding all these challenges, your bank continues to shine. We leveraged the strength of our staff, our wide branch network and improved service delivery platform to post another exemplary performance. We continue to enhance the quality of our customer service through continuous customer care training programmes and seminars for staff. Our new information technology platform flexcube has also been enhanced to deliver more value to our customers.

### Performance Trend / Ratios

The decision by the bank to improve on the quality of our balance sheet last year by writing off non-performing assets is beginning to pay dividend with all key indicators recording significant improvement. Total operating revenue increased 22% from D283 million in 2005 to D346 million and profits after tax rose 73% to D116 million from D67 million in 2005. Total assets also grew by 17% compared to 11% in 2005 and deposits, loans & advances and shareholders funds recorded 17%, 13% and 20% increases, respectively.

Our investment in the Flexcube Software is beginning to generate benefits. All our ten branches and head office are now successfully linked, thereby providing customers access to their accounts from their nearest locations. The bank has also successfully introduced online banking services to maximise customer convenience. Very soon, our online banking customers will be able to effect funds transfers between accounts, pay utility bills online and various other internet related services at the sheer convenience of a personal computer.

We continued to pay special attention to Western Union as a key provider of revenue and foreign exchange. In line with Western Union's customer service standards, we are enhancing customer convenience through our ongoing branch enhancement programme. The Serrekunda Agency has been successfully refurbished with a special



## Managing Director's Review

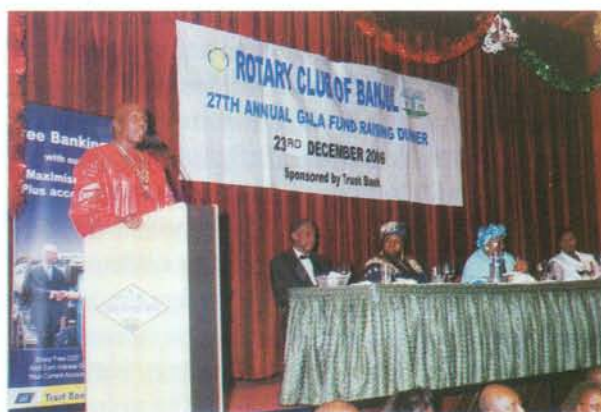
### Financial Highlights

	2006	2005	
	D'000	D'000	Change
Total Operating Revenue	345,644	283,133	22%
Profit after tax	116,142	66,878	73%
Dividends	61,026	75,000	18.6%
Total Assets	2,323,764	1,993,809	16.5%
Deposits	1,886,480	1,618,571	6.6%
Advances	783,764	688,814	13.8%
Shareholders' funds	249,547	208,405	19.7%

area dedicated to Western Union services. Through our expanding network and agent partnerships, we will continue to get closer to our customers. We are aware of the rising competition in this area, and measures are being put in place to keep us in the lead.



socioeconomic development of the community. We are promoting the key areas of health, education and sports development. We invested D1.3 million in a modern female ward, kitchen, drainage and laundry at the RVTH Sanatorium.



### Staff Development & Motivation

We continued to invest in our staff to improve their skills and also to motivate them. The Bank has financed both junior and senior staff to pursue various qualifications locally and abroad. Senior staff have also been attached to Ghana Commercial Bank to enrich their exposure.

### Community Involvement

Your Bank continues to play its vital role in the

We are also promoting excellence in education through our annual award of prizes to outstanding graduates from the University of The Gambia and also to excelling students in Basic and Senior Secondary Schools. The Bank also sponsored a fundraising gala dinner organized by the Rotary Club of Banjul to raise funds for the construction of modern science laboratories for secondary schools in the Greater Banjul area.

We proudly contributed to Gambia's participation in the 2006 Melbourne Olympic Games in Australia, donated handsomely to the Gambia



## Managing Director's Review

Tennis Association and continued our sponsorship of National Athletics, Football, Basketball and Volleyball Championships for secondary schools throughout the country.

### Acknowledgement

On behalf of the management team and staff, I wish to express our gratitude and appreciation to our customers for their loyalty, patronage and support. To them all, I say thank you for giving us the opportunity to serve you over the years; and we solicit their continuous partnership in the years ahead.

We are also very appreciative of the support, direction and guidance of our Board.

And finally, I am grateful to my colleagues, the staff of Trust Bank Ltd. I thank you for your loyalty and dedication.

Thank you.



Pa Macoumba Njie  
Managing Director



*Chairman, MD and Staff at 2005 AGM*



## General Information

DIRECTORS	Mr Ken Ofori-Atta	<i>Chairman</i>	
	Mr Pa Macoumba Njie	<i>Managing</i>	
	Mr Charbel Nassif Elhajj	<i>Member</i>	
	Mr Bai Matarr Drammeh	<i>Member</i>	
	Mr Mustapha Njie	<i>Member</i>	
	Mr Franklin Hayford	<i>Member</i>	
	Mrs Angela Andrews-Njie	<i>Member</i>	
	Mr. Tumbul Danso	<i>Member</i>	
	Mr Edward Graham	<i>Member</i>	
	Mr Saibatou Faal	<i>Member</i>	Resigned Oct. 2006
COMPANY SECRETARY	Mr. Franklin Hayford (Acting)		
AUDITORS	Deloitte & Touche Audit, Tax, Consulting, Financial Advisory 1 Paradise Beach Place Bertil Harding Highway P O Box 268 Banjul, The Gambia		
REGISTERED OFFICE	Trust Bank Limited 3/4 Ecowas Avenue Banjul, The Gambia		
SOLICITORS	Mary Abdoulie Samba 29 Independence Drive Banjul, The Gambia		
BANKERS	Commerzbank AG Germany	HSBC Bank USA USA	
	Credit Suisse Zurich	HSBC Bank Plc South Africa	
	Den Danske Bank Denmark	ING Bank Amsterdam	
	Den Norske Bank Norway	ING Bank Belgium	
	Ecobank Senegal	Royal Bank of Canada Canada	
	Fortis Bank Belgium	Skandinaviska Enskilda Banken Sweden	
	Central Bank of The Gambia The Gambia	Unicredito Italiano Italy	
	HSBC Bank Plc UK		



## Ten Years of Leadership

### 1995

July - Central Bank of The Gambia takes over interest of Meridian BIAO in The Gambia

### 1997

3rd July - Incorporation of Trust Bank Limited

October 1st - Trust Bank Limited begins operations

### 1999

Central Bank of The Gambia divests interest in Trust Bank Ltd. to Institutions and Individuals.  
Bank capitalised at D30,000,000.00

New Board of Directors appointed

### 2002

Trust Bank Limited listed on the Ghana Stock Exchange (The first cross-border listing on the Exchange)

Gambia Chamber of Commerce and Industry award of Banker of the year to Managing Director of Trust Bank Limited

### 2003

The Banker Magazine award "Bank of the year for The Gambia"

Trust Bank Limited becomes the most profitable Bank in The Gambia

### 2004

The Banker Magazine award "Bank of the year for The Gambia"

Gambia Chamber of Commerce & Industry award Bank of the year

### 2005

The Banker Magazine award "Bank of the year for The Gambia"

Global Finance Magazine Award One of the Best Emerging Market Banks

### 2006

Global Finance Magazine Award Best Bank in The Gambia

Managing Director of Trust Bank Limited awarded the National Order of The Republic of The Gambia



## Directors' Report

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 2006.

### 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 D1 per ordinary share for the year ended 2006. The final dividend of D1 per share together with the interim dividend paid of D0.25 per share, gives a total dividend of D1.25 for the year 2006 compared with D2.5 for the year 2005. The dilution of 50% in dividends paid per share follows the issue of D30 million bonus shares on a 1:1 basis resulting in total shares issued and fully paid of D60 million.

### 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 are as detailed in note 4.

### DONATIONS

During the year, the Company made charitable donations amounting to D1,931,460 (2005 :D3,603,829).



## Directors' Report cont.

### DIRECTORS AND THEIR INTERESTS

The Directors who held office during the year are as shown on page 5. The Directors retiring by rotation in accordance with Article 98 of the Articles of Association are Mr. Charbel N. Elhajj, Mr. Franklin Hayford and Mrs Angela Andrews-Njie. Being eligible, Mr. Franklin Hayford and Mrs Angela Andrews-Njie offered themselves for re-election. Mr. Charbel N. Elhajj who is eligible for election will not offer himself 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>	
	<b>31-Dec-06</b>	<b>31-Dec-05</b>
Mr Pa Macoumba Njie	<b>280,092</b>	<b>135,046</b>
Mr Charbel Nassif Elhajj	<b>26,452</b>	<b>13,266</b>
Mr Bai Matarr Drammeh	<b>250,000</b>	-
Mr Mustapha Njie	<b>20,000</b>	-
Mr Tumbul Danso	<b>30,000</b>	-
Mr Franklin Hayford	<b>4,386</b>	<b>30,185</b>
	<b>610,930</b>	<b>178,497</b>

### CORPORATE GOVERNANCE

The Company's Board consists of nine members, eight 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.

#### Corporate Governance Committee

A corporate governance subcommittee has also been established which examines at compliance issues with both local and international legislation, regulations, and best practices which impact on the Bank. The members of this committee areas follows:

Ms Angela Andrews-Njie  
Mr Ken Ofori-Atta  
Mr Saibatou Faal

*Chairperson*  
*Member*  
*Member (Resigned October 2006)*

Additionally, in line with good corporate governance the board has the undermentioned 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:

Mr Franklin A. Hayford  
Mr Edward Graham  
Ms Angela Andrews Njie

*Chairman*  
*Member*  
*Member*

#### Strategy Committee

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

Mr Ken Ofori-Atta  
Mr Charbel Elhajj  
Mr Mustapha Njie  
Mr Pa Macoumba Njie

*Chairman*  
*Member*  
*Member*  
*Co-opted Member*

## Directors' Report

### Remuneration Committee

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

Mr Tumbul Danso  
Mr Bai Matarr Drammeh  
Mr Franklin Hayford

*Chairman*  
*Member*  
*Member*

### Infrastructure Development Committee

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

Mr Charbel Elhadj  
Mr Mustapha Njie  
Mr Tumbul Danso  
Pa Macoumba Njie

*Chairman*  
*Member*  
*Member*  
*Co-opted Member*

### AUDITORS

The auditors, Deloitte & Touche, having indicated their willingness, will be proposed for re-appointment in accordance with Section 155 (2) of the Companies Act 1955.

### By order of the Board of Directors



Acting Secretary

Date: 19th March, 2007



Section of Board Members at 2005 AGM



## Auditors' Report

**Deloitte**

1 Paradise Beach Place  
Bertil Harding Highway  
P O Box 268  
Banjul, The Gambia

### TO THE MEMBERS OF TRUST BANK LIMITED (THE GAMBIA)

We have audited the financial statements on pages 10 to 24, which have been prepared under the historical cost convention and the accounting policies, set out on page 14.

#### Respective responsibilities of Directors and Auditors

As described on page 6, 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 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 2006 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: 21st March, 2007

## Profit and Loss Account

For the year ended 31 December 2006

	Notes	31-Dec-06 D'000	31-Dec-05 D'000
Interest income	2	241,639	214,189
Interest expense	3	(87,415)	(127,392)
<b>Net interest income</b>		<b>154,224</b>	<b>86,797</b>
Fees and commission income		107,198	112,640
Foreign exchange revenue		71,998	79,205
Other revenue		12,224	4,491
		<b>191,420</b>	<b>196,336</b>
<b>Total operating revenue less interest expense</b>		<b>345,644</b>	<b>283,133</b>
Personnel costs	4a	(36,923)	(35,857)
General and administration cost		(73,910)	(64,932)
Depreciation and amortisation		(26,996)	(18,176)
		<b>(137,829)</b>	<b>(118,965)</b>
<b>Operating profit</b>		<b>207,815</b>	<b>164,168</b>
Provision for credit losses	10b	(29,147)	(61,278)
<b>Profit before tax</b>	5	<b>178,668</b>	<b>102,890</b>
Income tax expense	6	(62,534)	(36,011)
<b>Profit for the year</b>	16	<b>116,134</b>	<b>66,879</b>
Basic earnings per share (bututs)	7b	387	223
Diluted earnings per share (bututs)	7b	194	223
Total dividend per share for the year (bututs)	7	125	250

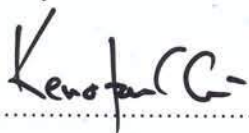


## Balance Sheet

As at 31 December 2006

	Notes	31-Dec-06 D'000	31-Dec-05 D'000
<b>ASSETS</b>			
Cash and bank balances	8	713,532	505,160
Investments	9	451,193	440,983
Loans and advances	10	783,764	688,814
Other assets	11	260,034	231,839
Tangible fixed assets	12	115,241	127,013
<b>TOTAL ASSETS</b>		<b>2,323,764</b>	<b>1,993,809</b>
<b>LIABILITIES</b>			
Issued capital	15	60,000	60,000
Statutory reserves	16	77,420	60,000
Share premium	16	5,000	5,000
Profit and loss reserve	16	107,119	83,405
<b>CAPITAL AND RESERVES</b>		<b>249,539</b>	<b>208,405</b>
Deposits	13	1,886,480	1,618,571
Taxation	6a	4,034	30,514
Dividends	7a	61,026	63,995
Other liabilities	14	122,685	72,324
		<b>2,074,225</b>	<b>1,785,404</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>2,323,764</b>	<b>1,993,809</b>

These financial statements were approved by the Board of Directors on 19th March 2007 and were signed on their behalf by:



Chairman



Managing Director



Director

The notes on pages 26 to 36 form an integral part of these financial statements.

## Statement of Change in Equity

For the year ended 31 December 2006

	Called up issued share capital D000.	Share premium D000.	Statutory Reserve D000.	Profit & Loss account D000.	Total D000.
At 1 January 2006	60,000	5,000	60,000	83,405	208,405
Profit for the year	-	-	-	116,134	116,134
Transfers	-	-	17,420	(17,420)	-
Dividends paid & proposed	-	-	-	(75,000)	(75,000)
<b>At 31 December 2006</b>	<b>60,000</b>	<b>5,000</b>	<b>77,420</b>	<b>107,119</b>	<b>249,539</b>

The Central Bank of The Gambia under Section 19 of The Financial Institutions Act (FIA) 2003 has revised Guideline 3 on Statutory Reserve Requirements as follows:

Licensed commercial banks that maintain a statutory reserve which is equal to or more than the amount represented by paid-up or assigned capital at the financial year end is now additionally required to transfer 15% of its net profits after taxes each year to the reserve to further consolidate its position. The Bank has therefore transferred D17,420,000 in accordance with this new guideline.



## Cash Flow Statement

As at 31 December 2006

	Notes	31-Dec-06 D'000	31-Dec-05 D'000
<b>Reconciliation of operating profit to cash inflow from operating activities</b>			
Operating profit before interest and tax		178,668	102,890
Depreciation charge		26,995	18,176
Fixed asset write offs		1,536	-
Profit on disposal of fixed assets		-	(535)
Increase in operating assets	17	(117,707)	(227,933)
Increase in operating liabilities	18	327,139	238,583
Increase in equity investment		-	(50)
Transfer to share capital and reserves		-	(40,000)
<b>Cash inflow from operating activities</b>		<b>416,631</b>	<b>91,131</b>
<b>Taxation</b>			
Tax paid		(89,014)	(77,875)
<b>Capital expenditure</b>			
Proceeds from sale of fixed assets		-	542
Purchase of tangible fixed assets		(22,197)	(72,885)
<b>Financing activities</b>			
Dividend paid		(77,969)	(63,505)
Shares issued		-	20,000
Statutory Reserve		-	20,000
<b>INCREASE (DECREASE) IN CASH</b>		<b>227,451</b>	<b>(82,592)</b>
Cash and cash equivalents at beginning of the year		936,724	1,019,316
<b>CASH AND CASH EQUIVALENTS AT 31ST DECEMBER 2006</b>		<b>1,164,175</b>	<b>936,724</b>
<b>REPRESENTED BY:</b>			
Cash and bank balances	8	713,532	505,160
Short-term investments	9	450,643	440,433
Cash and bank balances overdrawn	14	-	(8,870)
		<b>1,164,175</b>	<b>936,724</b>

## Notes to the Financial Statement

### NOTES – forming part of the 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 Generally Accepted Accounting Principles 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.



## Notes to the Financial Statement

### 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.

The bank was granted approval by the Central Bank of The Gambia to act as a primary dealer in Gambia Government Treasury Bills and Central Bank bills in return for a fee of 0.025% of the face value of bills sold to the general public. The face value of bills held by the bank as an intermediary between the Central Bank and the general public is maintained in memorandum accounts which are kept off balance sheet as disclosed in note 19.

### 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 are translated to Dalasi at the bank's mid-rate of exchange ruling on the Balance Sheet date of D27.95/\$, D36.25/€, D54.0/£. Foreign exchange differences arising on translation are recognised in the profit and loss account.

### 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.

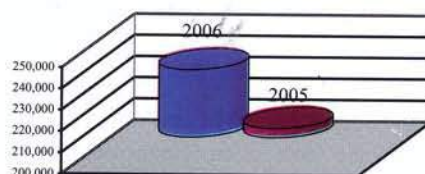
### i) *Income tax*

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

## Notes to the Financial Statement

### 2. INTEREST INCOME

Interest on commercial advances  
Interest on treasury bills and bonds  
Nostros



31-Dec-06  
D'000

31-Dec-05  
D'000

176,745  
53,373  
11,521

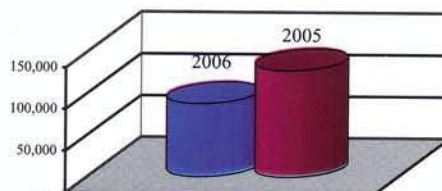
153,172  
46,446  
14,571

241,639

214,189

### 3. INTEREST EXPENSE

Interest on current accounts  
Interest on savings accounts  
Interest on time deposits  
Nostros



31-Dec-06  
D'000

31-Dec-05  
D'000

1,715  
45,241  
40,459  
-

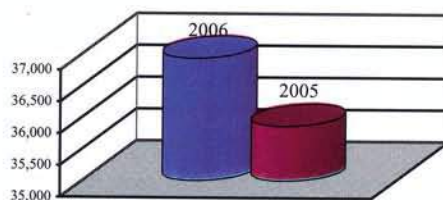
5,775  
66,570  
53,896  
1,151

87,415

127,392

### 4a. PERSONNEL COSTS

Wages and salaries  
Social security costs  
Other employment costs



31-Dec-06  
D'000

31-Dec-05  
D'000

26,459  
2,245  
8,219

24,255  
2,255  
9,348

36,923

35,858

The average number of employees during the year including Executive Directors was 204(2005:194).

### 4b. DIRECTORS EMOLUMENTS

#### Executive

D100,000 - D105,000

31-Dec-06  
1

31-Dec-05  
1

#### Non Executive

D100,000 - D105,000

7

8

D120,000 - D130,000

1

1



## Notes to the Financial Statement

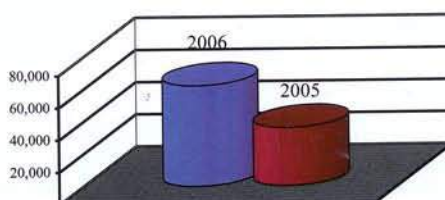
### 5. PROFIT BEFORE TAXATION

31-Dec-06 31-Dec-05  
D'000 D'000

Profit before taxation is stated after charging:

Auditor's remuneration	577	550
Directors fees and sitting allowances	1,272	1,461
Central Bank of The Gambia Penalty Charges	368	784
Gains on disposal of fixed assets	-	(535)
Provision for loan losses	29,147	61,114

### 6. INCOME TAX EXPENSE



Company tax provision:  
(based on 35% of accounting profits)

31-Dec-06 31-Dec-05  
D'000 D'000

62,534 36,011

62,534 36,011

### 6a INCOME TAX LIABILITY

31-Dec-06 31-Dec-05  
D'000 D'000

Balance at the beginning of the year  
Charge for the year  
Amount paid during the year

30,514 72,378  
62,534 36,011  
(89,014) (77,875)

Tax liability at the year end

4,034 30,514

### 7. DIVIDEND

31-Dec-06 31-Dec-05  
D'000 D'000

Interim paid: D0.25 per share on 60,000,000 ordinary shares (2005: D0.50 bututs on 30,000,000 shares)

15,000 15,000

Final proposed: D1 per share on 60,000,000 ordinary shares (2005: D2 on 30,000,000 shares)

60,000 60,000

75,000 75,000

## Notes to the Financial Statement

### 7a DIVIDEND PAYABLE

	31-Dec-06 D'000	31-Dec-05 D'000
Balance at the beginning of the year	63,995	52,500
Charge for the year	75,000	75,000
Amount paid during year	(77,969)	(63,505)
<b>Dividend Payable at the year end.</b>	<b>61,026</b>	<b>63,995</b>

### 7b EARNINGS PER SHARE

Basic Earnings Per share (bututs)	387	223
Diluted Earnings Per share (bututs)	194	223

Weighted Average number of shares used in calculating Basic eps	30,000,000	30,000,000
Weighted Average number of share used in calculation Diluted eps	60,000,000	30,000,000

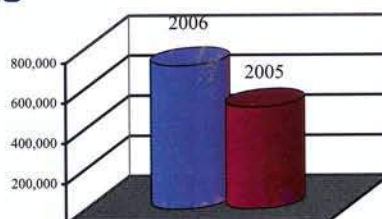
The bank increased its paid up capital to D60 million, to conform with Central Bank additional capitalisation requirements out of reserves, by issuing D30 million bonus shares which resulted in a dilution of the company's earnings.



## Notes to the Financial Statement

### 8. CASH AND BANK BALANCES

Balances with Central Bank of The Gambia  
 Balances with foreign banks  
 Cash in hand - local  
 Cash in hand - foreign



31-Dec-06 31-Dec-05  
 D'000 D'000

254,135 244,172  
 401,034 131,234  
 44,656 37,180  
 13,707 92,574

713,532 505,160

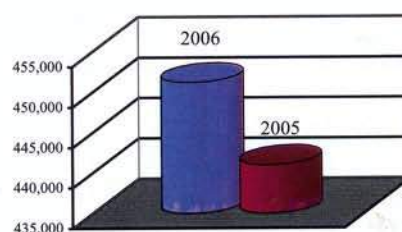
### 9. INVESTMENTS

Notes

#### Short-term

Treasury Bills  
 Inter-Bank Lending  
 Ventures and Acquisitions

9a



31-Dec-06 31-Dec-05  
 D'000 D'000

402,140 367,767  
 10,000 -  
 38,503 72,666  
 450,643 440,433

#### Fixed asset

Unquoted Companies

9b

550 550

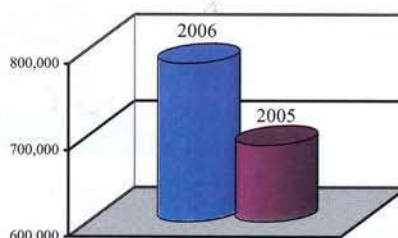
451,193 440,983

- 9a. The bank invested US\$1.7 million with Ventures & Acquisitions, an investment company incorporated in Ghana which attracted a return on investment at 10% per annum. The investment was rolled over on a three month basis.
- 9b. This amount represents the cost of the bank's equity investment in Home Finance Company Limited, a company incorporated in The Gambia.

## Notes to the Financial Statement

### 10. LOANS AND ADVANCES

	Notes	31-Dec-06 D'000	31-Dec-05 D'000
Loans and Advances		166,073	181,541
Overdrafts		822,496	670,456
		<b>988,569</b>	<b>851,997</b>
Less:			
Provision for credit losses	10a	(137,175)	(109,880)
Interest in suspense		(58,535)	(45,475)
General provision		(9,095)	(7,828)
		<b>783,764</b>	<b>688,814</b>



#### 10a. Related Party Transactions

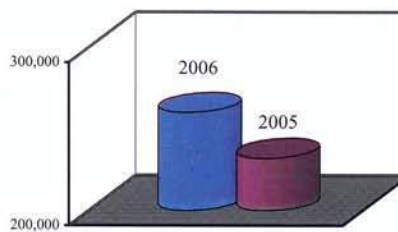
Included within loans, advances and overdrafts are various facilities amounting to D38.0 million, granted to companies whose directors are also members of the company's board of directors. These facilities were granted in the company's normal course of business and are all fully secured.

#### 10b. PROVISIONS FOR CREDIT LOSSES

	31-Dec-06 D'000	31-Dec-05 D'000
Balance at the Beginning of the year	117,255	63,960
Provisions during the year	29,147	61,278
Recoveries	(132)	(7,983)
<b>Balance at the End of Year</b>	<b>146,270</b>	<b>117,255</b>

### 11. OTHER ASSETS

	Notes	31-Dec-06 D'000	31-Dec-05 D'000
Bills discounted	11a	102,341	52,207
Inter branch accounts		15,450	60,547
Prepayments		7,698	6,558
Western Union clearing		41,803	11,980
Stationery stock		1,951	2,833
Others	11b	90,791	97,714
<b>At end of year</b>		<b>260,034</b>	<b>231,839</b>



11a. Included within bills discounted are foreign cheques presented by a related party company in 2005 amounting to D49.7 million to finance trade finance obligations which is fully secured by property valued in excess of the financial risk exposure.



## Notes to the Financial Statement

11b. Included within this amount is the balance on the share deals account of D82.9 million representing 4.1 million shares at D20 per share (The Gambia OTC price). The Ghana Stock Exchange price as at 31st December 2006 was Cedis 13,250.00

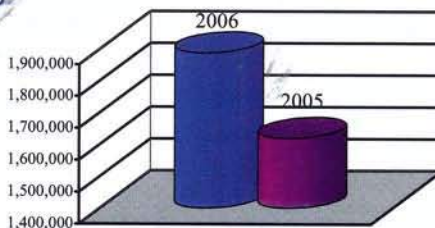
## 12. TANGIBLE FIXED ASSETS

	Work in Progress D'000	Premises D'000	Machines & Equipment D'000	Furniture & Fittings D'000	Motor vehicles D'000	Total D'000
<i>Cost</i>						
At 01-Jan-06	50,533	41,216	54,985	7,839	15,607	170,180
Additions	15,969	391	2,023	1,638	2,176	22,197
Transfers	-55,314	6,720	44,641	3,953	-	-
Reclassifications	-	-	-	-	-6,186	(6,186)
Write offs	-1,434	-211	-9,879	-1,536	-	(13,060)
<b>At 31-Dec-06</b>	<b>9,754</b>	<b>48,116</b>	<b>91,770</b>	<b>11,894</b>	<b>11,597</b>	<b>173,131</b>
<i>Accumulated depreciation</i>						
At 01-Jan-06	-	7,164	25,245	4,499	6,259	43,167
Charge for the year	-	2,945	19,142	1,857	3,051	26,995
Reclassifications	-	-	-	-	(748)	(748)
Write offs	-	180.00	-9,837	-1,507	-	(11,524)
<b>At 31-Dec-06</b>	<b>-</b>	<b>9,929</b>	<b>34,550</b>	<b>4,849</b>	<b>8,562</b>	<b>57,890</b>
<i>Net book value</i>						
<b>At 31-Dec-06</b>	<b>9,754</b>	<b>38,187</b>	<b>57,220</b>	<b>7,045</b>	<b>3,035</b>	<b>115,241</b>
At 31-Dec-05	50,533	34,052	29,740	3,340	9,348	127,013

## Notes to the Financial Statement

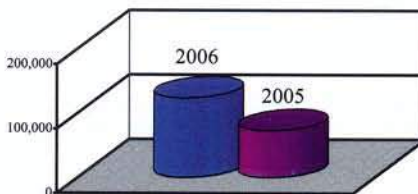
### 13. CUSTOMER DEPOSITS

	2006	31-Dec-06 D'000	31-Dec-05 D'000
Current accounts		703,407	625,624
Fixed deposits		295,986	250,532
Savings accounts		887,087	742,415
		<b>1,886,480</b>	<b>1,618,571</b>



### 14. OTHER LIABILITIES

	2006	31-Dec-06 D'000	31-Dec-05 D'000
Balances with foreign banks		-	8,870
Due to customers on deposits		25,128	25,576
Trade finance liabilities		41,577	12,272
Other creditors and accruals		55,980	25,606
		<b>122,685</b>	<b>72,324</b>



### 15. SHARE CAPITAL

	No. of shares	31-Dec-06 D'000	31-Dec-05 D'000
<b>Authorised:</b>			
Ordinary shares of D1.00 each	100,000,000	100,000	100,000
<b>Issued and fully paid:</b>			
	No. of shares	31-Dec-06 D'000	31-Dec-05 D'000
At beginning of year			
Ordinary shares of D1.00 each	30,000,000	30,000	30,000
Bonus issue of ordinary shares of D1.00 each	30,000,000	30,000	-
		<b>60,000</b>	<b>30,000</b>
Transfers from reserves		-	30,000
At end of year	60,000,000	<b>60,000</b>	<b>60,000</b>

Following a directive from The Central Bank of The Gambia, the transfer from reserves of D30 million in 2005 to augment the bank's paid up capital to D60 million was issued to existing shareholders as bonus shares on a 1:1 basis during the year.



## Notes to the Financial Statement

### 16. STATEMENT OF RESERVE MOVEMENT

	<i>Profit and loss reserve</i> D.000	<i>Statutory reserve</i> D.000	<i>Share Capital</i> D.000	<b>Total D'000</b>
Balance at beginning of year	83,405	60,000	65,000	<b>208,405</b>
Profit for the year after tax	116,134	-	-	<b>116,134</b>
Transfers	(17,420)	17,420	-	<b>-</b>
Dividends paid and proposed (Note 7)	(75,000)	-	-	<b>(75,000)</b>
<b>Balance as at end of year</b>	<b>107,119</b>	<b>77,420</b>	<b>65,000</b>	<b>249,539</b>

### 17. INCREASE IN OPERATING ASSETS

	<b>31-Dec-06 D'000</b>	<b>31-Dec-05 D'000</b>
Funds advanced to customers	<b>(94,950)</b>	<b>(77,482)</b>
Other assets	<b>(28,195)</b>	<b>(150,451)</b>
<b>At end of year</b>	<b>(123,145)</b>	<b>(227,933)</b>

### 18. INCREASE IN OPERATING LIABILITIES

	<b>31-Dec-06 D'000</b>	<b>31-Dec-05 D'000</b>
Deposits from customers	<b>267,909</b>	<b>260,359</b>
Other liabilities	<b>59,230</b>	<b>(21,776)</b>
<b>At end of year</b>	<b>327,139</b>	<b>238,583</b>

### 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.

	<b>31-Dec-06 D'000</b>	<b>31-Dec-05 D'000</b>
Bonds and guarantees	<b>34,643</b>	<b>76,861</b>
Letters of credit	<b>247,355</b>	<b>47,520</b>
Treasury Bills Primary dealers	<b>8,825</b>	<b>-</b>
	<b>290,823</b>	<b>124,381</b>

The bank is engaged in various litigations as part of its loan recovery operations which is being pursued at the courts by retained solicitors. There are no judgement claims against the bank, however, cases in which the bank is acting as defendant could result in potential liabilities of D600,000. The bank's solicitors are of the view that no provisions should be made until judgement is awarded against the bank.

## Notes to the Financial Statement

### 20. CAPITAL COMMITMENTS

	31-Dec-06 D'000	31-Dec-05 D'000
Authorised and not contracted	-	-
Authorised and contracted	-	60,000
	-	60,000

### 20. PENALTIES

The bank incurred the following penalties from Central Bank of The Gambia.

	31-Dec-06 D'000	31-Dec-05 D'000
Cash requirement reserve	368	784
	368	784



## Shareholding

Category	No. of Shareholders	No. of Issued Shares	Percentage holding
2 - 5,000	710	637,258	1.06%
5,001 - 10,000	69	581,816	0.97%
10,000 - 50,000	140	3,437,792	5.74%
50,001 - 100,000	18	1,254,312	2.09%
100,001 - 500,000	22	4,316,222	7.19%
Over 500,000	8	49,772,600	82.95%
<b>Total</b>	<b>967</b>	<b>60,000,000</b>	<b>100.00%</b>

### 20 Largest Shareholders

Social Security & Housing Finance Corp.	22,180,276	36.97%
Databank Securities Ltd.	13,522,000	22.54%
Ventures & Acquisitions Ltd.	3,537,022	5.90%
Gambia Ports Authority	3,346,952	5.58%
Gambia Electrical Co	1,380,000	2.30%
Trust Bank Employee	1,000,000	1.67%
DSL Trading Portfolio	657,644	1.10%
BBG/Epack Investments Fund Ltd.	458,090	0.76%
Able Thomas Benigna G.	300,000	0.50%
Njie Pa M.M.	280,092	0.47%
Aziz Micheal A	250,000	0.42%
Bai Matarr O. Drammeh	250,000	0.42%
Banna Antione	250,000	0.42%
West African Examination Council	210,000	0.35%
Saho Dodou K	209,000	0.35%
Hobeika Edmond	200,000	0.33%
Hobieka Charbel	200,000	0.33%
Quantum Net Ltd	200,000	0.33%
TAF Holding Co Ltd	200,000	0.33%
DBL/Enterprise Insurance Co.	173,640	0.29%

## Where to find us

### HEAD OFFICE

¾ ECOWAS Avenue  
P.O. Box 1018  
Banjul  
Tel: 220-4225777/8/9  
Fax: 220-4225781

### AIRPORT

Banjul International Airport  
Yundum  
Tel: 4472915  
Fax: 4472916

### BAKAU

Sait Matty Road  
Bakau, Cape St. Mary  
Tel: 4495486/4494542  
Fax: 4496229

### BANJUL

¾ ECOWAS Avenue  
P.O. Box 1018  
Banjul  
Tel: 4225777/8/9  
Fax: 4225781

### BASSE

Basse (Upper River Division)  
Tel: 5668907  
Fax: 5668318

### BRIKAMA

Brikama (Western Division)  
Tel: 4483418  
Fax: 4483439

### FARAFENNI

Farafenni (North Bank Division)  
Tel: 5735238  
Fax: 5735007

### LATRIKUNDA SABIJI

Serrekunda  
Tel: 4391780  
Fax: 4398524

### SENEGAMBIA

Badala Highway  
Tel: 4465303  
Fax: 4465304

### SERREKUNDA

Saho Kunda  
Tel: 4374076  
Fax: 4374075

### SERREKUNDA

Westfield Junction  
Kanifing  
Tel: 4398042/4390156  
Fax: 4398039

### SOMA

Soma (Lower River Division)  
Tel: 5531629



## Correspondent Banks

COMMERZ BANK AG  
FRANKFURT/MAIN, GERMANY  
BIC: COBADEFF

CREDIT SUISSE  
CH-8070 ZURICH, SWITZERLAND  
BIC: CRESCHZZ80A

DEN DANSKE BANK A/S  
COPENHAGEN, DENMARK  
BIC: DABADKKK

DEN NORSKE BANK  
OSLO, NORWAY  
BIC: DNBANOKK

ECOBANK SENEGAL  
DAKAR, SENEGAL  
BIC: ECOCSNDA

FORTIS BAK SA NV  
BRUSSELS, BELGIUM  
BIC: GEBABEBB36A

HSBC BANK PLC  
LONDON, UK  
BIC: MIDLGB22

HSBC BANK USA  
NEW YORK, USA  
BIC: MRMDUS33

HSBC BANK PLC  
JOHANNESBURG, SOUTH AFRICA  
BIC: HSBCZAJJ

ING BANK  
AMSTERDAM, THE NETHERLANDS  
BIC: INGBNL2A

ING BANK  
B- 1000 BRUSSELS, BELGIUM  
BIC: BBRUBEBB

ROYAL BANK OF CANADA  
TORONTO, CANADA  
BIC: ROYCCAT2

SKANDINAVISKA ENSKLILDA BANKEN  
STOCKHOLM, SWEDEN  
BIC: ESSESESS

UNICREDITO-ITALIANO  
MILAN, ITALY  
BIC: UNCRITMM

## Profile and Election of Directors

### Franklin Hayford

Franklin Hayford joined the Board in September 2000. He is the Resident Director of Databank Securities Ltd, The Gambia. He combines these functions with his duties as the General Manager of The Gam Chemists Ltd. Franklin has been very active in private business holding the following positions; General Manager of Zingli Manufacturing Company Ltd., Managing Director of The Rice Bowl (Gambia) Ltd. (1984 -1990), General Manager of Hong Kong Restaurants Ltd (1982 -1984), and Manager of Harods Construction from 1981 to 1982. He also represents a number of institutions in The Gambia including Databank Financial Holdings Ltd and SOFTtribe Ltd.

Franklin holds a BSc in Management Sciences from the University of Manchester in U.K.

### Angela Andrews-Njie

Mrs. Angela Andrews- Njie joined the Board in May 2002. She is an Executive director of West African Tours Ltd, a company she co founded in 1987. West African Tours Ltd provides full destination management services to business and tourist visitors to West Africa. The company is headquartered in the Gambia and operates in the region through its network of professional affiliates.

Angela is a member of the Institute of Chartered Secretaries and Administrators (ICSA) and the Institute of Chartered Management Accountants (CIMA). She holds a Diploma from Harvard and an MBA in International Business from the University of Birmingham.

She is a Board Member at the Gambia Tourism Authority and the Chairperson of the Methodist District Finance and Audit Committee.

Angela is married with 2 children.

### Edward Graham

Mr. Edward Graham joined the Board in January 2005. He is the Deputy Managing Director of Social Security and Housing Finance Corporation (SSHFC). Prior to this, he served the Corporation as the Director of the Finance & Investment.

Edward is a member of the Chartered Management Accountants Association (ACMA), a member of the Chartered Management Institute (MCMI). He is a non executive Director of Ocean Bay Hotel and Resort.



## Resolutions

TO: ALL Members of Trust Bank Ltd

THE EIGHTH ANNUAL GENERAL MEETING OF TRUST BANK LIMITED TO BE HELD AT KAIRABA BEACH HOTEL ON THURSDAY, 10TH MAY 2007, AT 3:00 PM

The Board of Directors will be proposing the following resolutions, which would be put to the Annual General Meeting:

### Ordinary Resolutions

- (1) To receive and adopt the Annual Report and Accounts for the year ended 31st December 2006  
The Board proposes that the Directors Report and Balance sheet as at 31st December 2006 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 one hundred butut (100 butut) per share for the year ended 31st December 2006.
- (3) To Re-elect Directors  
The following Directors who will be retiring and being eligible have offered themselves for re-election:  
Mr Franklin A. Hayford  
Mrs. Angela Andrews-Njie  
Mr Edward Graham  
  
The Board proposes the above be re-elected.
- (4) To approve Directors Fees
- (5) To Appoint the Auditors of the Bank until the conclusion of the next Annual General Meeting (AGM).  
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.
- (6) To authorize the Board to determine the remuneration of Auditors
- (7) To transact any other business appropriate to be dealt with at an Annual General Meeting

BOARD OF DIRECTORS  
19th March 2007

## Notes



FOR TBL'S USE  
ONLY

PROXY FOR THE ANNUAL GENERAL MEETING TO BE HELD ON 24th May 2007

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 24th May 2007, and at any adjournment therefore.

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 31st December 2006		
2.	To Declare Dividends		
3.	To re-elect Directors (Mr Franklin Afedzi Hayford, Mrs Angela Andrews-Njie and Mr Edward Graham)		
4.	To approve the remuneration of Directors		
5.	To appoint the Auditors of the Bank until the conclusion of the next Annual General Meeting		
6.	To authorize the board to determine the remuneration of Auditors		

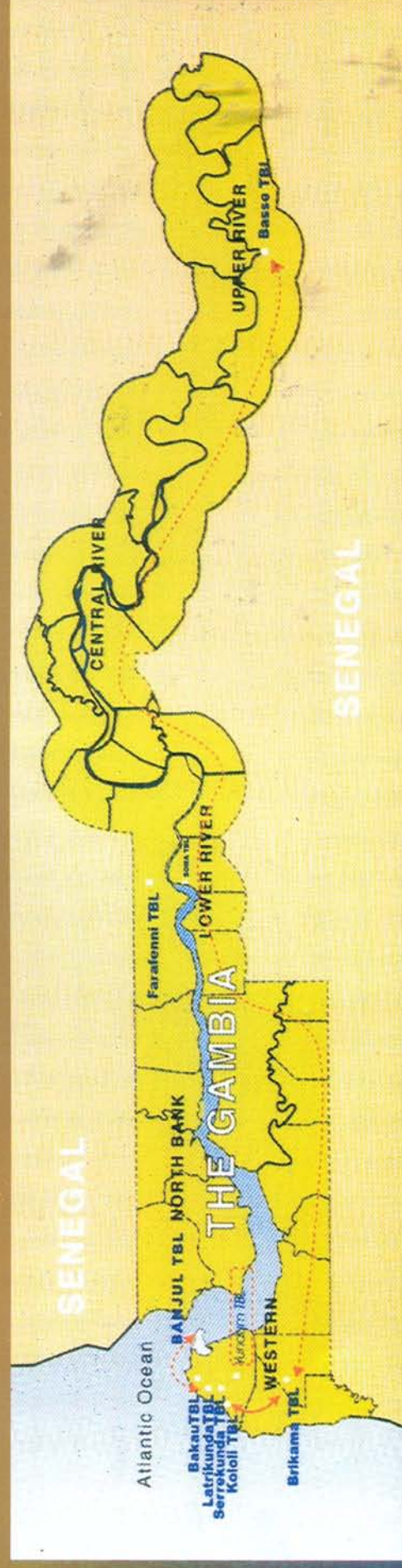
Signature:

19th March 2006

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 initialled by the appointer.

# **tbl** 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.





# WE'RE EVERYWHERE YOU NEED US TO BE

(Over 35 locations in The Gambia and growing)

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