

ISP FINANCE SERVICES LIMITED
FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

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YEAR ENDED DECEMBER 31, 2019

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INDEPENDENT AUDITOR'S REPORT

To the members of ISP FINANCE SERVICES LIMITED

Report on the Audit of Financial Statements

Opinion

We have audited the accompanying financial statements of ISP Finance Services Limited (the "Company"), which comprises the statement of financial position as at December 31, 2019, the statement of comprehensive income, the statement of changes in equity, and the statement of cash flows for the year then ended and a summary of significant accounting policies and other explanatory notes.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the Company as at December 31, 2019, and of its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRS") and the requirements of the Jamaican Companies Act (the "Act").

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code). We have fulfilled our other ethical responsibilities in accordance with the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Cont. /2

Independent Auditor's Report (cont'd)

**To the members of
ISP FINANCE SERVICES LIMITED****Key audit matters**

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

The key audit matters**Provision for credit losses on loans receivable**

The adequacy of the credit losses on the Company's loans receivable involves a high degree of estimation and judgement as the loans tend to be unsecured and the industry carries a high risk of delinquency. Accordingly, the Company applies the general approach in calculating expected credit losses (ECLs); by developing a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

Our audit procedures to address the key matter relating to the provision for credit losses included, amongst others:

- We evaluated the techniques and methodologies used to estimate the ECLs, and assessed their compliance with the requirements of IFRS 9 'Financial Instruments'.
- We assessed the reasonableness of the methodologies and assumptions applied, by validating the completeness of the inputs used to derive the loss rates used in determining the ECLs for loan receivables.
- Examining a sample of loans that had been identified by management as doubtful accounts by checking their payment history in order to form our own judgement as to whether it was appropriate.
- We evaluated the performance of the loan portfolio subsequent to the end of the reporting period to identify significant adjusting subsequent events such non-payments and any other adverse events which may have occurred subsequent to the year end.

Revenue recognition

The process of revenue recognition, including the appropriate recognition of interest income relating to early settlement of loans, unearned income and proper cut off procedures involve significant risk.

Our audit procedures to address the key matter relating to the appropriate recognition of interest income included, amongst others:

- Reviewing the appropriateness of the revenue recognition policy and documenting any changes in applying those policies from previous periods.
- Develop an analysis for interest income based on the loan categories and average interest rate and following up on variances from our analysis.
- Testing the existence and accuracy of interest income recognition by selecting a sample of loans and re-performing calculations of interest income. This included loans which have been settled early during the year.

Independent Auditor's Report (cont'd)

To the members of ISP FINANCE SERVICES LIMITED

Other information

Management is responsible for the other information. The other information comprises information included in the annual report but does not include the financial statements and our auditor's report thereon. The annual report is expected to be made available to us after the date of this auditor's report.

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

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

When we read the annual report, if we conclude that there is a material misstatement therein, we are required to communicate with the Board of Directors.

Responsibilities of management and those charged with governance for the Financial Statements

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

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

The Board of Directors is responsible for overseeing the Company's financial reporting process.

Independent Auditor's Report (cont'd)

**To the members of
ISP FINANCE SERVICES LIMITED**

Auditor's responsibilities for the audit of the financial statements

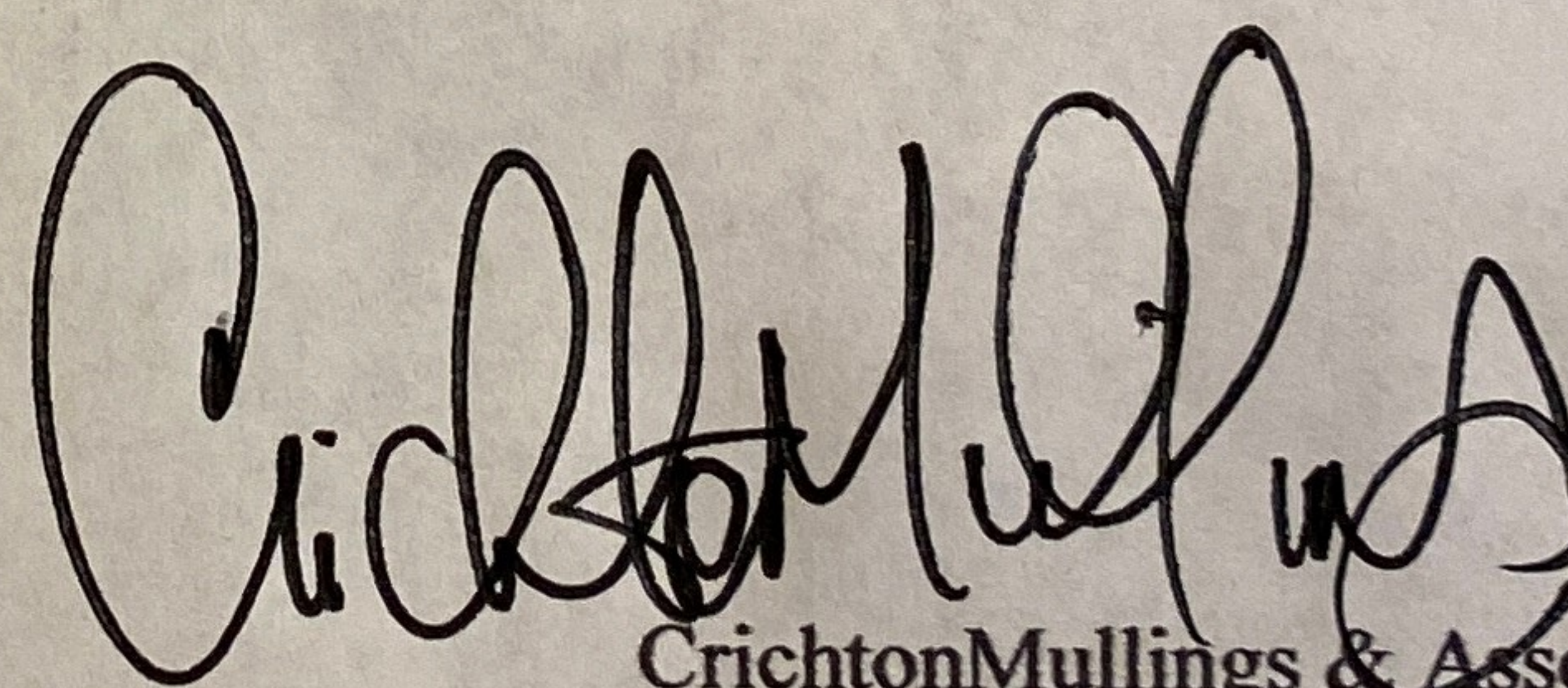
Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee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

A further description of our responsibilities for the audit of the financial statements is included in Appendix of this auditor's report. This description, which is located at pages 5-6, forms part of our auditor's report.

Report on additional matters as required by the Act

We have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit. In our opinion, proper accounting records have been maintained, so far as appears from our examination of those records, and the financial statements, which are in agreement therewith, give the information required by the Act, in the manner required.

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



CrichtonMullings & Associates
Chartered Accountants

Kingston Jamaica
May 15, 2020

Independent Auditor's Report (cont'd)

To the members of ISP FINANCE SERVICES LIMITED

Appendix to the independent auditor's report

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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

Independent Auditor's Report (cont'd)

**To the members of
ISP FINANCE SERVICES LIMITED**

Appendix to the independent auditor's report (cont'd)

We also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

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

ISP FINANCE SERVICES LIMITED
STATEMENT OF FINANCIAL POSITION
AS AT DECEMBER 31, 2019

	Note	2019 \$	2018 \$
<u>ASSETS</u>			
Cash and cash equivalents	4	22,813,071	16,483,905
Loans, net of provisions for credit losses	5	627,262,191	551,096,009
Other receivables	6	2,892,001	13,007,626
Deposit		496,600	395,000
Due from related parties	7	5,011,159	5,017,700
Due from director	7	-	1,032,379
Property, plant and equipment	9	24,723,435	25,510,218
TOTAL ASSETS		683,198,457	612,542,837
<u>LIABILITIES AND EQUITY</u>			
<u>LIABILITIES:</u>			
Accounts and other payables	10	36,371,239	17,572,347
Secured bonds and promissory note	11	255,570,634	219,384,953
Notes payable	12	46,846,381	54,298,181
Deferred tax liabilities	8	1,075,849	895,768
Total liabilities		339,864,103	292,151,249
<u>EQUITY:</u>			
Share capital	13 (a)	195,903,128	195,903,128
Revaluation surplus	9,14	11,052,413	11,052,413
Accumulated surplus		136,378,813	113,436,047
Total equity		343,334,354	320,391,588
TOTAL EQUITY AND LIABILITIES		683,198,457	612,542,838

APPROVED, on behalf of the Board on

Clifton Cameron
Chairman

Dennis Smith
Chief Executive Officer

The accompanying notes form an integral part of the financial statements

ISP FINANCE SERVICES LIMITED
STATEMENT OF COMPREHENSIVE INCOME
YEAR ENDED DECEMBER 31, 2019

	Note	2019 \$	2018 \$
OPERATING INCOME:			
Interest income from loans	3(c)	367,067,150	306,187,068
Interest income from financial institutions and other receivables		<u>129,852</u>	<u>380,677</u>
Total interest income		367,197,002	306,567,745
Interest expense		<u>31,507,155</u>	<u>24,579,008</u>
Net interest income		335,689,847	281,988,737
Commission expenses on loans		<u>(2,716,750)</u>	<u>(3,400,436)</u>
		332,973,097	278,588,301
Other operating income:			
Foreign exchange gain		46,428	523,116
Service fees		-	1,852,073
Other income		<u>75,034</u>	<u>131,608</u>
		<u>121,462</u>	<u>2,506,797</u>
		<u>333,094,559</u>	<u>281,095,098</u>
OPERATING EXPENSES:			
Staff costs	15	122,054,788	114,105,359
Allowance for credit losses		87,635,187	35,758,568
Depreciation expense	9	5,216,331	5,404,922
Other operating expenses	16	<u>95,065,406</u>	<u>79,673,688</u>
		<u>309,971,712</u>	<u>234,942,537</u>
Profit before taxation	17	23,122,847	46,152,561
Taxation charge	18	<u>180,081</u>	<u>2,527,137</u>
Net profit for the year		22,942,766	43,625,424
Other comprehensive income that may be reclassified to profit or loss:			
Revaluation of property, plant and equipment	9	<u>-</u>	<u>666,815</u>
Total comprehensive income for the year		<u>22,942,766</u>	<u>44,292,239</u>
Earnings per share (\$)	13(b)	<u>0.22</u>	<u>0.42</u>

The accompanying notes form an integral part of the financial statements

ISP FINANCE SERVICES LIMITED
STATEMENT OF CHANGES IN EQUITY
YEAR ENDED DECEMBER 31, 2019

	Share Capital \$	Revaluation Surplus \$	Accumulated Surplus \$	Total \$
Balance at December 31, 2017	195,903,128	10,385,598	79,980,831	286,269,557
Adjustment on the initial application of IFRS 9	<u>-</u>	<u>-</u>	<u>(10,170,208)</u>	<u>(10,170,208)</u>
Adjusted balances as at January 1, 2018	195,903,128	10,385,598	69,810,623	276,099,349
Total comprehensive income:				
Revaluation of property, plant and equipment (see note 9, 14)	-	666,815	-	666,815
Net profit for the year	<u>-</u>	<u>-</u>	<u>43,625,424</u>	<u>43,625,424</u>
Balance at December 31, 2018	195,903,128	11,052,413	113,436,047	320,391,588
Total comprehensive income:				
Net profit for the year	<u>-</u>	<u>-</u>	<u>22,942,766</u>	<u>22,942,766</u>
Balance at December 31, 2019	<u>195,903,128</u>	<u>11,052,413</u>	<u>136,378,813</u>	<u>343,334,354</u>

The accompanying notes form an integral part of the financial statements

ISP FINANCE SERVICES LIMITED
STATEMENT OF CASH FLOWS
YEAR ENDED DECEMBER 31, 2019

	2019	2018
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES:		
Profit before interest and taxation	Note 19	
	54,449,921	68,264,432
Adjustments for items not affecting cash resources:		
Depreciation on property, plant and equipment	5,216,331	5,404,922
Amortization on bond	6,199,535	3,939,950
Unrealized foreign exchange gain	(46,428)	(523,116)
Deferred taxation	180,081	2,467,137
	<u>65,999,440</u>	79,553,325
(Increase) / decrease in operating assets:		
Loans and other receivables	(66,050,557)	(124,994,766)
Due from related parties	6,541	(1,255,500)
Due from directors	1,032,379	(467,621)
Deposits	(101,600)	20,000
Increase in operating liabilities:		
Accounts and other payables	18,798,892	3,148,763
Cash provided by / (used in) operating activities	19,685,095	(43,995,799)
Interest paid	(31,507,155)	(24,579,008)
Taxation paid	-	(60,000)
Net cash used in operating activities	<u>(11,822,060)</u>	(68,634,807)
CASH FLOWS FROM INVESTING ACTIVITIES		
Acquisition of property, plant and equipment	(4,429,548)	(12,177,027)
Net cash used in investing activities	<u>(4,429,548)</u>	(12,177,027)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of bond	(232,013,854)	-
Proceeds from notes payable	30,000,000	75,000,000
Proceeds from issue of bond	232,000,000	-
Repayment of notes payable	(7,451,800)	(9,141,251)
Net cash provided by financing activities	<u>22,534,346</u>	65,858,749
NET INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS	6,282,738	(14,953,085)
CASH AND CASH EQUIVALENTS - Beginning of the year	16,483,905	31,436,990
Exchange and gains on foreign cash balance	46,428	-
CASH AND CASH EQUIVALENTS - End of the year	<u>22,813,071</u>	<u>16,483,905</u>
REPRESENTED BY:		
Cash and cash equivalents	<u>22,813,071</u>	<u>16,483,905</u>

The accompanying notes form an integral part of the financial statements

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

1. IDENTIFICATION

ISP Finance Services Limited (the "Company") is incorporated in Jamaica under the Jamaican Companies Act (the "Act").

On March 30, 2016, ISP Finance Services Limited became a public listed entity on the Jamaica Stock Exchange Junior Market. Consequently, the Company is entitled to full remission of income taxes for the first five (5) years and fifty percent (50%) remission for the following 5 years providing it complies with the requirements of the Jamaica Stock Exchange Junior Market.

The Company is domiciled in Jamaica, with its registered office at 17 Phoenix Avenue, Kingston 10.

The principal activity of the Company is the granting of commercial loans and personal short-term loans.

2. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION

(a) Statement of Compliance

The Company's financial statements have been prepared in accordance and comply with International Financial Reporting Standards (IFRS) and their interpretations issued by the International Accounting Standards Board and the relevant requirements of the Act.

This is the first set of the Company's annual financial statements in which IFRS 16, Leases have been applied. Changes to significant accounting policies are described in note 2 (d).

The financial statements have been prepared under the historical cost basis and are expressed in Jamaican dollars, unless otherwise indicated.

The preparation of financial statements in conformity with IFRS and the Act requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses for the year then ended. Actual results could differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised, if the revision affects only that period, or in the period of revision and future periods, if the revision affects both current and future periods.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

2. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION (CONT'D)

(b) Changes in accounting standards and interpretations

Certain new standards, interpretations and amendments to existing standards have been published that became effective during the current financial year. The Company has assessed the relevance of all such new standards, interpretations and amendments and has concluded that the following interpretations and amendments are relevant to its operations:

- *IAS 12 'Income Tax - Amendment', issued December 2017*
Effective for periods commencing on or after 1 January 2019
- *IFRS 9 'Financial Instruments - Amendment', issued October 2017*
Effective for periods commencing on or after 1 January 2019
- *IFRS 16 'Leases - Amendment', issued January 2016*
Effective for periods commencing on or after 1 January 2019
- *IFRIC 23 'Uncertainty Over Income Tax Treatments', issued June 2017*
Effective for periods commencing on or after 1 January 2019

The following new standards, amendments and interpretations, which are not yet effective and have not been adopted early in these financial statements, will or may have an effect on the Company's future financial statements:

- *IAS 1 'Presentation of Financial Statements - Amendment', issued October 2018*
Effective for periods commencing on or after 1 January 2020
- *IAS 8 'Changes in Accounting Estimates and Errors - Amendment', issued October 2018*
Effective for periods commencing on or after 1 January 2020
- *IFRS 9 'Financial Instruments - Amendment', issued September 2019*
Effective for periods commencing on or after 1 January 2020
- *References to Conceptual Framework in IFRS Standards - Amendment, issued March 2018*
Effective for periods commencing on or after 1 January 2020

The Board of directors anticipate that the adoption of the standards, amendments and interpretations, which are relevant to the Company in future periods is unlikely to have any material impact on the financial statements.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

2. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION (CONT'D)

(c) Use of estimates and judgements

The preparation of the financial statements requires management to make judgements, as well as estimates, based on assumptions, that affect the application of accounting policies, and the reported amounts of, and disclosures relating to, assets, liabilities, contingent assets and contingent liabilities at the reporting date and the income and expenses for the year then ended. Actual amounts may differ from these estimates.

The estimates, and the assumptions underlying them, are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of IFRS that have a significant effect on the financial statements and estimates with material uncertainty that have a significant effect on amounts in the financial statements or that have a significant risk of material adjustment in the next financial year are set out below:

(i) Critical accounting judgements in applying the Company's accounting policies

For the purpose of these financial statements, prepared in accordance with IFRS, judgement refers to the informed identification and analysis of reasonable alternatives, considering all relevant facts and circumstances, and the well-reasoned, objective and unbiased choice of the alternative that is most consistent with the principles set out in IFRS.

(a) Classification of financial assets:

The assessment of the business model within which the assets are held and assessment of whether the contractual terms of the financial asset are solely payments of principal and interest (SPPI) on the principal amount outstanding requires management to make certain judgements on its business operations.

(b) Impairment of financial assets:

Establishing the criteria for determining whether credit risk on the financial asset has increased significantly since initial recognition, determining the methodology for incorporating forward-looking information into the measurement of expected credit loss (ECL) and selection and approval of models used to measure ECL requires significant judgement.

(c) Depreciable assets

Estimates of the useful life and the residual value of property, plant and equipment are required in order to apply an adequate rate of transferring the economic benefits embodied in these assets in the relevant periods. The Company applies a variety of methods in an effort to arrive at these estimates from which actual results may vary. Actual variations in estimated useful lives and residual values are reflected in profit or loss through impairment or adjusted depreciation provisions.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

2. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION (CONT'D)

(c) Use of estimates and judgements (cont'd)

(ii) Key assumptions and other sources of estimation uncertainty

The following are the key assumptions concerning the future and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amount of assets and liabilities within the next financial year.

(a) Fair value estimation

The Company's motor cars are measured at fair value in the financial statements.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Market price is used to determine fair value where an active market (such as a recognized stock exchange) exist as it is the best evidence of the fair value of a financial instrument.

The fair value measurement of the Company's financial and non-financial assets and liabilities utilizes market observable inputs and data as far as possible. Inputs used in determining fair value measurements are categorized into different levels based on how observable the inputs used in the valuation technique are utilized.

IFRS requires disclosure of fair value measurements by level using the following fair value measurement hierarchy:

Level 1 Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is,

Level 2 derived from prices).

Inputs for the asset or liability that are not based on observable market data

Level 3 (that is, unobservable inputs).

The classification of an item into the above level is based on the lowest level of the inputs used that has a significant effect on the fair value measurement of the item.

Transfer of items between levels are recognized in the period they occur.

The Company measures financial instruments (note 21) at fair value.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

2. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION (CONT'D)

(c) Use of estimates and judgements (cont'd)

(ii) Key sources of estimation uncertainty (cont'd)

(a) Fair value estimation (cont'd)

The fair values of financial instruments that are not traded in an active market are deemed to be determined as follows:

- The face value, less any estimated credit adjustments, for financial assets and liabilities with a maturity of less than one year are estimated to approximate their fair values. These financial assets and liabilities include cash and bank balances, loans and advances and payables.
- The carrying values of long-term liabilities approximate their fair values, as these loans are carried at a mortised cost reflecting their contractual obligations and the interest rates are reflective of current market rates for similar transactions.

(b) Allowance for impairment losses on loan receivables

The measurement of the expected credit loss allowance for financial assets measured at amortized cost is an area that requires the use of complex models and significant assumptions about future economic conditions and credit behaviour (e.g. the likelihood of customers defaulting and the resulting losses).

In determining amounts recorded for impairment of financial assets in the financial statements, management makes assumptions in determining the inputs to be used in the ECL measurement model, including incorporation of forward-looking information. Management also estimate the likely amount of cash flows recoverable on the financial assets in determining loss given default. The use of assumptions makes uncertainly inherent in such estimates.

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

- Determining criteria for significant increase in credit risk;
- Choosing appropriate models and assumptions for the measurement of ECL;
- Establishing the number and relative weightings of forward-looking scenarios for each type of product/market and the associated ECL; and
- Establishing groups of similar financial assets for the purposes of measuring ECL.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

2. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION (CONT'D)

(d) Changes in accounting policies

IFRS 16 supersedes IAS 17 Leases, IFRIC 4 Determining whether an Arrangement contains a Lease, SIC-15 Operating Leases-Incentives and SIC-27 Evaluating the Substance of Transactions Involving the Legal Form of a Lease. The standard sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to recognize most leases on the statement of financial position.

Lessor accounting under IFRS 16 is substantially unchanged from IAS 17. Lessors will continue to classify leases as either operating or finance leases using similar principles as in IAS 17. The Company is not a lessor.

At inception of a contract, the Company assesses whether a contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Company uses the definition of a lease in IFRS 16.

The Company has lease rental contracts for office and parking space. Before the adoption of IFRS 16, the Company classified each of its leases (as lessee) at the inception date as an operating lease. Refer to Note 3 (h) for the accounting policy prior to January 1, 2019.

Upon adoption of IFRS 16, the Company applied a single recognition and measurement approach for all leases where the Company is the lessee except for short-term leases and leases of low-value assets. Refer to Note 3(h) for the accounting policy beginning January 1, 2019. The standard provides specific transition requirements and practical expedients, which have been applied by the Company.

The Company lease rental contracts are on a month to month basis and as such are classified as short-term leases.

The Company has elected not to recognize right-of-use assets and lease liabilities for lease that are considered short-term leases. The Company recognizes the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

3. SIGNIFICANT ACCOUNTING POLICIES

(a) Property, plant and equipment

All property, plant and equipment held for use in the production or supply of goods or services, or for administrative purposes, except for motor cars which are carried at fair value, are recorded at historical or deemed cost, less any subsequent accumulated depreciation and subsequent accumulated impairment losses.

Valuations are performed frequently enough to ensure that the fair value of a revalued motor cars does not significantly differ from its carrying amount. The increase of the carrying amount of a motor car as a result of revaluation is credited directly to equity (under the heading "revaluation surplus"). A revaluation decrease should be charged directly against any related revaluation surplus, with any excess being recognized as an expense in the statement of comprehensive income.

Cost includes expenditure that are directly attributable to the acquisition of the asset. The cost of replacing part of an item of property, plant and equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits embodied in the part will flow to the Company and its cost can be reliably measured.

The cost of day-to-day servicing of property, plant and equipment is recognized in the statement of comprehensive income as incurred.

With the exception of freehold land, on which no depreciation is provided, property, plant and equipment are depreciated on the straight-line basis over the estimated useful lives of such assets. The rates of depreciation in use are:

Leasehold Improvements	20%
Furniture and Equipment	10%
Computer Software & Equipment	20%
Motor Cars	20%
Motor Bikes	20%

(b) Loans and other receivables

Loans

Loans are carried at original contract amounts less expected credit loss provisions.

Other receivables

Other receivables are carried at amortized cost less provisions for doubtful amounts and impairment losses.

(c) Interest income

Interest income is recognized based on the consideration specified in loan agreements with customers.

Interest income is recognized on the accrual basis, by reference to the principal outstanding and the interest rate applicable. Interest income is calculated on the simple interest basis. Nature and timing of satisfaction of performance obligations of loans offered to the general public are on disbursement of loans to customers.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

3. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(d) Accounts and other payables

Accounts and other payables are stated at amortized cost.

(e) Taxation

Income tax expense represents the sum of tax currently payable and deferred tax.

(i) Current income tax

Current income tax is the expected tax payable on the taxable income for the year, using tax rates enacted at the reporting date, and any adjustments to income tax payable in respect of previous years.

(ii) Deferred income tax

Deferred income tax is provided using the statement of financial position liability method, providing or temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilized.

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

(f) Foreign currencies

The financial statements are presented in the currency of the primary economic environment in which the Company operates (its functional currency).

In preparing the financial statements of the Company, transactions in currencies other than the Company's functional currency, the Jamaican dollar, are recorded at the rates of exchange prevailing on the dates of the transactions. At each reporting date, monetary items denominated in foreign currencies are retranslated at the rates prevailing on the statement of financial position date. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences arising on the settlement of monetary items and on the retranslation of monetary items, are included in profit or loss for the period.

(g) Cash and cash equivalents

Cash comprises cash in hand and demand and call deposits with banks. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash, are subject to an insignificant risk of changes in value, and are held for the purpose of meeting short-term cash commitments rather than for investment or other purposes.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

3. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(h) Leases

Policy applicable from January 1, 2019

The Company assesses at contract inception whether a contract is, or contains, a lease. That is, if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

The Company applies the short-term lease recognition exemption to its short-term leases (that is, those leases that have a lease term of 12 months or less from the commencement date and do not contain a purchase option). Lease payments on short-term leases are recognized as expense on a straight-line basis over the lease term.

The Company has elected not to recognize right-of-use assets and lease liabilities for lease that are considered short-term leases.

Policy applicable before January 1, 2019

Leases are classified as finance leases whenever the terms of the leases transfer substantially all the risks and rewards of ownership to the lessees. All other leases are classified as operating leases.

Rentals payable under operating leases are charged to the statement of comprehensive income on a straight-line basis over the terms of the relevant lease.

(i) Financial instruments

Financial instruments include transactions that give rise to both financial assets and financial liabilities.

Financial assets and liabilities are recognized on the Company's statement of financial position when the Company becomes a party to the contractual provisions of the instrument. Financial assets and financial liabilities are initially measured at fair value. Transactions costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities are added to or deducted from the fair value of the financial assets or financial liabilities (except for financial assets and financial liabilities at fair value through profit or loss where such costs are recognized immediately in profit or loss), as appropriate, on initial recognition.

In these financial statements, financial assets comprise cash and cash equivalents, loan receivables, other receivables, deposits and related party receivables. Financial liabilities comprise accounts payable, bonds and notes payable.

Financial assets

Initial recognition and measurement

Financial assets are classified, at initial recognition, as subsequently measured at amortized cost, fair value through other comprehensive income (OCI), and fair value through profit or loss.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

3. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(i) Financial instruments (cont'd)

Financial assets (cont'd)

Initial recognition and measurement (cont'd)

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Company's business model for managing them. The Company initially measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs.

In order for a financial asset to be classified and measured at amortized cost or fair value through OCI, it needs to give rise to cash flows that are 'solely payments of principal and interest (SPPI)' on the principal amount outstanding. This assessment is referred to as the SPPI test and is performed at an instrument level.

The Company's business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. That is, whether the Company's objective is solely to collect the contractual cash flows from the assets or is to collect both the contractual cash flows and cashflows arising from the sale of assets. If neither of these is applicable (e.g. financial assets are held for trading purposes), then the financial assets are classified as part of 'other' business model and measured at FVTPL.

Subsequent measurement

Financial assets at amortized cost are subsequently measured using the effective interest (EIR) method and are subject to impairment. Gains and losses are recognized in profit or loss when the asset is derecognized, modified or impaired.

The Company's financial assets at amortized cost includes loan and other receivables, due from related parties and cash and bank balances.

Derecognition

A financial asset (or, where applicable, a part of a financial asset or part of a Company of similar financial assets) is primarily derecognized (i.e., removed from the Company's statement of financial position) when:

- The rights to receive cash flows from the asset have expired or
- The Company has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the company has transferred substantially all the risks and rewards of the asset, or (b) the company has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset

When the Company has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if, and to what extent, it has retained the risks and rewards of ownership.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

3. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(i) Financial instruments (cont'd)

Financial assets (cont'd)

Impairment

The Company recognizes an allowance for expected credit losses (ECLs) on the financial instruments measured at amortized cost. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Company expects to receive, discounted at an approximation of the original effective interest rate.

ECLs are recognized in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

For loan receivables, the ECL is determined by projecting the PD, LGD and EAD for each future month and for each individual exposure. These three components are multiplied together and adjusted for the likelihood of survival (i.e., the exposure has not prepaid or defaulted in an earlier month). This effectively calculates an ECL for each future month, which is then discounted back to the reporting date and summed. The discount rate used in the ECL calculation is the original effective interest rate or an approximation thereof.

For other financial assets, the Company applies a simplified approach in calculating ECLs. Therefore, the Company does not track changes in credit risk, but instead recognizes a loss allowance based on lifetime ECLs at each reporting date. The Company has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

The Company considers a financial asset in default when contractual payments are 360 days past due. However, in certain cases, the Company may also consider a financial asset to be in default when internal or external information indicates that the Company is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Company. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

Financial liabilities

Initial recognition and measurement

The Company's financial liabilities, comprising loans and accounts payable, are initially measured at fair value, net of transaction costs, and are subsequently measured at amortized cost using the effective interest method.

Gains and losses are recognized in profit or loss when the liabilities are derecognized as well as through the EIR amortization process. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortization is included as finance costs in the statement of profit or loss.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

3. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

(j) Provisions

Provisions are recognized when the Company has a present legal or constructive obligation as a result of past events and it is probable that an outflow of resources will be required to settle the obligation. Provisions are measured at the directors' best estimate of the expenditure required to settle the obligation at the reporting date and are discounted to present value where the effect is material.

(k) Related party identification

A party is related to the Company if:

- (i) directly or indirectly the party:
 - controls, is controlled by, or is under common control with the Company;
 - has an interest in the Company that gives it significant influence over the Company; or
 - has joint control over the Company.
- (ii) the party is an associate of the Company
- (iii) the party is a joint venture in which the Company is a venturer;
- (iv) the party is a member of the key management personnel of the Company
- (v) the party is a close member of the family of an individual referred to in (i) or (iv) above
- (vi) the party is an entity that is controlled, jointly controlled or significantly influenced by, or for which significant costing power in such entity resides with, directly or indirectly, any individual referred to in (iv) or (v) above.
- (vii) the party is a post-employment benefit plan for the benefit of employees of the Company, or of any company that is a related party of the Company.

A related party transaction is a transfer of resources, services or obligations between related parties, parties, regardless of whether a price is charged.

(l) Impairment of non-financial assets

The carrying amounts of the Company's assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, an asset's recoverable amount is estimated. An impairment loss is recognized whenever the carrying amount of an asset, or Company of operating assets, exceeds its recoverable amount. Impairment losses are recognized in profit or loss.

(m) Segment reporting

An operating segment is a component of the Company that engages in business activities from which it may earn and incur expenses whose operating results are regularly reviewed by the Company's Chief Operating Decision Maker ("CODM") who decides about the resources to be allocated to the segment and assess its performance; and for which discrete financial information is available.

Based on the information presented to and reviewed by the CODM, the operations of the Company are considered as one operating segment.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

4. CASH AND CASH EQUIVALENTS

	2019	2018
	\$	\$
Cash at bank and cash in hand	<u>22,813,071</u>	<u>16,483,905</u>

5. LOANS, NET OF PROVISIONS FOR CREDIT LOSSES

	2019	2018
	\$	\$
Loans receivables	<u>627,262,191</u>	<u>551,096,009</u>

(a) Loans consist of unsecured notes due from the Company's clients. The notes bear stated interest rate ranging from 50% - 65% for the years ended December 31, 2019 and 2018.

	2019	2018
	\$	\$
Loans	786,612,714	673,354,532
Less:		
Provision for credit losses	<u>(159,350,523)</u>	<u>(122,258,523)</u>
	<u>627,262,191</u>	<u>551,096,009</u>

(b) Analysis of loans are as follows:

	2019	2018
	\$	\$
Personal loans	<u>601,085,611</u>	<u>507,132,188</u>
Business loans:		
Agriculture	1,111,887	24,550
Services	128,579,198	161,455,763
Trading	55,651,268	3,534,851
Manufacturing	<u>184,750</u>	<u>1,207,180</u>
	<u>185,527,103</u>	<u>166,222,344</u>
	<u>786,612,714</u>	<u>673,354,532</u>

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

5. LOANS, NET OF PROVISIONS FOR CREDIT LOSSES (CONT'D)

Loans are comprised of, and mature as follows:

Remaining term of maturity

	2019	2018
	\$	\$
Due in 1 month	272,407,685	245,599,591
1 - 3 months	109,530,354	82,767,223
3 - 12 months	375,204,346	330,268,938
over 12 months	29,470,329	14,718,780
	<u>786,612,714</u>	<u>673,354,532</u>
Less: Provision for credit losses	<u>(159,350,523)</u>	<u>(122,258,523)</u>
	<u><u>627,262,191</u></u>	<u><u>551,096,009</u></u>

Impairment losses on loans and advances

The ageing of loans and advances and the related impairment allowances at the reporting date were as follows:

	2019	
	Gross	Impairment
	\$	\$
Current	407,863,946	750,938
1 to 3 months past due	55,411,470	2,946,523
3 to 12 months past due	119,928,254	21,794,250
over 12 months past due	203,409,044	133,858,812
	<u>786,612,714</u>	<u>159,350,523</u>

	2018	
	Gross	Impairment
	\$	\$
Current	366,593,335	687,161
1 to 3 months past due	62,029,215	2,525,145
3 to 12 months past due	102,580,289	25,409,219
over 12 months past due	142,151,693	93,636,998
	<u>673,354,532</u>	<u>122,258,523</u>

6. OTHER RECEIVABLES

	2019	2018
	\$	\$
Other receivables	59,190	10,681,615
Prepaid expenses	1,705,643	1,230,719
Staff advances	229,000	153,600
Withholding tax	454,482	455,459
Other	443,686	486,233
	<u><u>2,892,001</u></u>	<u><u>13,007,626</u></u>

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

7. DUE FROM RELATED PARTIES

	2019	2018
	\$	\$
Due from related parties (i)	<u>5,011,159</u>	<u>5,017,700</u>
Due from director (ii)	<u>-</u>	<u>1,032,379</u>

(i) This represents amounts advanced by the Company to related parties. These amounts are unsecured, interest free with no fixed repayment terms.

(ii) This represents amounts advanced by the Company on behalf of a director.

8. DEFERRED TAX LIABILITIES

Certain deferred tax liabilities and assets have been offset in accordance with the Company's accounting policy. The following is the analysis of the deferred tax balances (after offset) for the purposes of this statement of financial position:

	2019	2018
	\$	\$
Deferred tax liabilities	<u>(1,075,849)</u>	<u>(895,768)</u>
Deferred tax liabilities and assets are attributable to the following:		
	2019	2018
	\$	\$
Depreciation and capital allowances	(1,064,242)	(746,496)
Accrued interest	-	(18,493)
Foreign exchange gain	<u>(11,607)</u>	<u>(130,779)</u>
	<u>(1,075,849)</u>	<u>(895,768)</u>

The movement during the year in the Company's deferred tax position was as follows:

	2019	2018
	\$	\$
Balance at the beginning of the year	(895,768)	1,571,369
Movement during the year	<u>(180,081)</u>	<u>(2,467,137)</u>
Balance at the end of the year	<u>(1,075,849)</u>	<u>(895,768)</u>

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

9. PROPERTY, PLANT AND EQUIPMENT

	<u>Leasehold Improvements</u>	<u>Furniture and Equipment</u>	<u>Motor Cars</u>	<u>Computer Software & Equipment</u>	<u>Fixed Assets work in progress</u>	<u>Total</u>
At Cost/Valuation:						
Balance at December 31, 2017	18,718,498	11,922,430	11,453,740	28,851,244	-	70,945,912
Additions	-	691,032	2,488,740	3,173,986	5,823,269	12,177,027
Revaluation	-	-	666,815	-	-	666,815
Balance at December 31, 2018	18,718,498	12,613,462	14,609,295	32,025,230	5,823,269	83,789,754
Additions	-	921,387	-	657,225	2,850,936	4,429,548
Balance at December 31, 2019	18,718,498	13,534,849	14,609,295	32,682,455	8,674,205	88,219,302
Accumulated Depreciation:						
Balance at December 31, 2017	18,134,107	6,309,919	2,603,742	25,826,846	-	52,874,614
Charge for year	174,136	1,201,998	2,445,555	1,583,233	-	5,404,922
Balance at December 31, 2018	18,308,243	7,511,917	5,049,297	27,410,079	-	58,279,536
Charge for year	161,539	1,092,875	2,497,404	1,464,513	-	5,216,331
Balance at December 31, 2019	18,469,782	8,604,792	7,546,701	28,874,592	-	63,495,867
Net Book Value						
Balance at December 31, 2017	584,391	5,612,511	8,849,998	3,024,398	-	18,071,298
Balance at December 31, 2018	410,255	5,101,545	9,559,998	4,615,151	-	25,510,218
Balance at December 31, 2019	248,716	4,930,057	7,062,594	3,807,863	8,674,205	24,723,435

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

10. ACCOUNTS AND OTHER PAYABLES

	2019	2018
	\$	\$
Interest accrued	942,565	1,629,303
Statutory liabilities	2,884,645	2,804,552
Accounts payable	1,673,330	1,924,331
Other payables	27,189,580	6,727,663
Other accruals	3,638,950	4,180,989
GCT payable	42,169	305,509
	<u>36,371,238</u>	<u>17,572,347</u>

11. SECURED BOND AND PROMISSORY NOTE

	2019	2018
	\$	\$
10% Corporate bond at par value (i)	-	150,000,000
12-13% Secured promissory note (ii)	-	75,000,000
9.5% Secured promissory note (iii)	232,000,000	-
9.5% Secured promissory note (iv)	30,000,000	-
Less: Deferred bond issue costs	<u>(6,429,366)</u>	<u>(5,615,047)</u>
	<u>255,570,634</u>	<u>219,384,953</u>

- (i) During the year ended December 31, 2016, the Company issued a secured bond. The bond attracts an interest rate of 10% per annum. Interest is paid on a quarterly basis. The bond matures on September 20, 2019. The bond is secured by the fixed and floating assets of the Company.
- (ii) This represented a medium term note from Sygnus Credit Investments Limited with interest rates of 12% for the first year 2018 and 13% per annum thereafter. The note is secured by all fixed and floating assets of the Company. The note was repaid during 2019.
- (iii) This represented a medium term note from Victoria Mutual Wealth Management Limited with interest rates of 9.5% per annum. The note is secured by all fixed and floating assets of the Company. The note matures September 30, 2022.
- (iv) This represented a short term note from Victoria Mutual Wealth Investment Limited with interest rates of 9.5% per annum. The note is secured by all fixed and floating assets of the Company. The note matures December 19, 2020.

Interest expense charged on these loans during the current year totaled \$24,552,726 (2018 - \$17,139,094).

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

12. NOTES PAYABLE

	2019 \$	2018 \$
Unsecured loans	<u><u>46,846,381</u></u>	<u><u>54,298,181</u></u>

The unsecured notes bear interest ranging from 11% - 13% for the years ended December 31, 2019 and 2018. The Company exercised the option to extend the maturity date of the notes to June 2020 and the notes continue to have a renewable option.

	2019 \$	2018 \$
Balances at the beginning of year	54,298,181	63,439,432
Repayments	<u><u>(7,451,800)</u></u>	<u><u>(9,141,251)</u></u>
Balances at the end	<u><u>46,846,381</u></u>	<u><u>54,298,181</u></u>

Interest expense charged on these loans during the current year totaled \$6,954,428.71 (2018 - \$7,439,913). At year end, interest expense accrued totaled \$942,565.33 (2018 - \$1,061,153).

13. SHARE CAPITAL

	2019 \$ <u>Number ('000)</u>	2018 \$ <u>Number ('000)</u>
<u>Authorized share capital:</u>		
Ordinary shares [a (i)]	<u><u>105,000</u></u>	<u><u>105,000</u></u>
<u>Issued and fully paid:</u>		
5,000,000 Ordinary shares at \$1 per share	5,000,000	5,000,000
51,017,500 Ordinary shares at \$2 per share [a (i)]	102,035,000	102,035,000
48,982,500 Ordinary shares at \$2 per share [a (ii)]	97,965,000	97,965,000
Less: Share issue costs	<u><u>(9,096,872)</u></u>	<u><u>(9,096,872)</u></u>
	<u><u>195,903,128</u></u>	<u><u>195,903,128</u></u>

- (a) (i) On February 11, 2016, by an ordinary resolution, the authorized share capital of the Company was increased from 5,000,000 to 105,000,000 ordinary shares to rank pari passu in all respects with the existing shares of the Company.

On February 11, 2016 - 51,017,500 ordinary shares at \$2 per share were issued to the chief executive officer which was to satisfy the \$102,035,000 debt owed to him by a related entity of the Company.

- (ii) On March 22, 2016, the Company raised additional capital of \$97,965,000 from its initial public offering of 48,982,500 shares for its enlistment on the Jamaica Stock Exchange Junior Market. Transaction costs of \$9,096,872 were incurred for the initial public offering. All ordinary shares carry the same voting rights.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

13. SHARE CAPITAL (CONT'D)**(b) Earnings per share**

Earnings per share is computed as the net profit for the year divided by the weighted average number of ordinary shares in issue for the year as at the reporting date.

	2019	2018
Net profit for the year	<u>22,942,766</u>	<u>43,625,424</u>
Weighted average number of shares	<u>105,000,000</u>	<u>105,000,000</u>
Earnings per share (\$)	<u><u>0.22</u></u>	<u><u>0.42</u></u>

14. REVALUATION SURPLUS

	2019	2018
	<u>\$</u>	<u>\$</u>
Revaluation surplus on motor cars	<u><u>11,052,413</u></u>	<u><u>11,052,413</u></u>

This represents surplus on motor cars acquired that were revalued in 2018. (see note 9).

15. STAFF COSTS

The number of employees at the end of the year was as follows:

	2019	2018
Permanent	<u><u>40</u></u>	<u><u>40</u></u>

The aggregate payroll costs for these persons were as follows:

	2019	2018
	<u>\$</u>	<u>\$</u>
Salaries and profit related pay	<u>107,864,067</u>	<u>101,464,572</u>
Statutory payroll contributions	<u>8,741,745</u>	<u>8,100,004</u>
Other staff benefits	<u><u>5,448,976</u></u>	<u><u>4,540,783</u></u>
	<u><u>122,054,788</u></u>	<u><u>114,105,359</u></u>

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

16. OTHER OPERATING EXPENSES

	2019	2018
	\$	\$
Directors' fees	1,440,000	1,840,000
Bank charges	9,904,189	9,500,223
Amortization of bond issue costs	6,199,535	3,939,950
Consulting fees	10,299,999	7,520,000
Building rental	12,562,291	12,005,447
Telephone	6,427,544	5,565,815
Electricity	3,068,913	2,531,413
Water	439,292	427,317
Computer expenses	4,217,407	4,522,100
Audit fees	1,620,000	1,430,000
Printing, stationery and postage	1,454,155	1,187,409
Repairs and maintenance	2,751,735	1,242,040
Professional and legal fees	3,344,550	2,720,697
Legal fees	234,987	1,523,574
Trustee fees	1,857,348	1,517,210
Travelling and transportation	1,103,292	1,723,667
Motor vehicle expenses	3,835,571	4,727,377
Donation	300,000	86,500
Office expenses	3,315,603	4,067,544
Security	2,462,387	1,793,771
Cleaning and sanitation	880,332	489,313
Subscriptions and dues	667,554	393,824
Advertising and promotion	5,505,107	4,267,774
Insurance	640,608	626,977
Entertainment	9,136,257	2,453,256
JSE listing fees	1,339,750	1,339,750
Assets tax and annual returns	57,000	230,740
	<u>95,065,406</u>	<u>79,673,688</u>

17. PROFIT BEFORE TAXATION

Stated after charging the following:	2019	2018
	\$	\$
	<u>23,122,847</u>	<u>46,152,561</u>
 Auditor's remuneration	 <u>1,620,000</u>	 <u>1,430,000</u>

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

18. TAXATION CHARGE

- (a) Income tax is computed at 25% (2018: 25%) of the pre-tax profit for the year, as adjusted for taxation purposes. Deferred taxation is computed at 25% for the financial year (2018: 25%) based on the applicable income tax rate for unregulated companies with effective date from January 1, 2013. The taxation charge is made up as follows:

	2019	2018
	\$	\$
Current:		
Minimum business tax expense	-	60,000
Deferred:		
Origination and reversal of temporary differences	<u>180,081</u>	<u>2,467,137</u>
	<u>180,081</u>	<u>2,527,137</u>

- (b) Reconciliation of effective tax rate and charge:

	2019		2018	
	\$	%	\$	%
Profit before taxation	<u>23,122,847</u>		<u>46,152,561</u>	
Computed tax charge	5,780,712	25%	11,538,140	25%
Employment tax credit	(8,050,837)	-35%	(7,617,097)	-17%
Minimum business tax	-	0%	60,000	0%
Taxation differences between profit for financial statements and tax reporting purposes on:				
Depreciation and capital allowances	2,364,220	10%	2,020,033	4%
Remission of income taxes	(21,730,045)	-94%	(18,364,316)	-40%
Other Adjustments	<u>21,816,031</u>	94%	<u>14,890,377</u>	32%
Actual charge rate	<u>180,081</u>	0%	<u>2,527,137</u>	5%

Remission of income tax:

On March 30, 2016, the Company's shares were listed on the Jamaica Stock Exchange Junior Market. Consequently, the Company is entitled to full remission of income tax for the first five (5) years and fifty percent (50%) remission for the following 5 years, providing that the Company remains listed on the Jamaica Stock Exchange Junior Market during this period in order to benefit from the tax exemptions.

The financial statements have been prepared on the basis that the Company will have the full benefit of the tax remissions. Subject to agreement with the Ministry of Finance and Planning, the income tax payable for which remission will be sought is \$21,730,045 (2018: \$18,364,316).

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

19. PROFIT BEFORE INTEREST AND TAXATION

	2019	2018
	\$	\$
Net profit for the year	22,942,766	43,625,424
Current year taxation charge [see note 18(a)]	<u>-</u>	<u>60,000</u>
Profit before interest	22,942,766	43,685,424
Interest expense	<u>31,507,155</u>	<u>24,579,008</u>
Profit before interest and taxation	<u>54,449,921</u>	<u>68,264,432</u>

20. RELATED PARTY TRANSACTIONS

The following related party balances are shown separately in the Company's statement of financial position:

	2019	2018
	\$	\$
Due from director	<u>-</u>	<u>1,032,379</u>
Due from related party	<u>5,011,159</u>	<u>5,017,700</u>
Loans receivables	<u>-</u>	<u>15,709,344</u>

The Company's statement of comprehensive income includes the following transactions, undertaken with related parties in the ordinary course of business:

	2019	2018
	\$	\$
Transactions with key management personnel:		
- Interest income	-	924,905
- Directors' remuneration	18,622,500	18,622,500
- Directors' fees	1,440,000	1,840,000
- Consultancy fees	4,800,000	3,000,000
- Rental building	<u>4,560,000</u>	<u>4,180,000</u>

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS

(a) Financial risk management:

The Company has exposure to the following risks from its use of financial instruments:

- (i) Credit risk
- (ii) Liquidity risk
- (iii) Market risk

The Board of Directors, together with senior management, has overall responsibility for the establishment and oversight of the Company's risk management framework. The Company's risk management policies are established to identify and analyze the risks faced by the Company to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and Company's activities.

(i) Credit risk:

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss.

The Company monitors its credit risk by evaluating applicants for credit before disbursement and reviewing its loan portfolio with a view to controlling its credit risks. Collateral is obtained for certain loans and most personal loans are collected through salary deductions by employers of the borrowers. Cash and cash equivalents are held with substantial financial institutions, which are considered to present minimal risk of default.

The carrying amount of financial assets represents the maximum credit exposure. The Company has some degree of credit risk concentration associated with loans receivable, as the Company loan portfolio includes mainly personal loans. There are no significant balances with any single entity or group of entities. There was no individual loan balance that exceeded 5% of the total loans owing to the Company at reporting date.

The Company applies the 'three stage' model under IFRS 9 in measuring the expected credit losses on loans receivable and makes estimation about likelihood of defaults occurring, associated loss ratios, changes in market conditions and the expected future cash flows. This is measured using the probability of default (PD), Exposure at Default (EAD) and the loss given default (LGD) for a portfolio of likelihood assets.

- Probability of Default (PD) –this represents the likelihood of a borrower defaulting on its obligation either over the next 12 months (12 months PD), or over the remaining lifetime (Lifetime PD) of the obligation.
- Exposure at Default (EAD) – This represents the expected balance at default, taking into account the repayment of principal and interest from the statement of financial position date to the default event together with any expected drawdowns of committed facilities.
- Loss Given Default (LGD)- The LGD represents expected losses on the EAD given the event of default, taking into account the mitigating effect of collateral value at the time it is expected to be realized and the time value of money.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS (CONT'D)

(a) Financial risk management (cont'd):

(i) Credit risk (cont'd):

The 'three stage' model is used to categorize financial assets according to credit quality as follows:

- Stage 1 - financial assets that are not credit impaired on initial recognition or are deemed to have low credit risk. These assets generally abide by the contractual credit terms. The ECL is measured using the 12-month PD, which represents the probability that the financial asset will default within the next 12 months.
- Stage 2 – financial assets with a significant increase in credit (SICR) since initial recognition, but are not credit impaired. ECL is measured using a lifetime PD.
- Stage 3- credit impaired financial assets. ECL is measured using a lifetime PD.

Significant increase in Credit Risk (SICR)

The Company considers a financial asset to have experienced a significant increase in credit risk when one or more of the following qualitative or backstop criteria have been met:

Qualitative Criteria

- Borrower enters into a scheme of arrangement
- Actual or expected restructuring
- Expected significant adverse change in earnings of the borrower
- Early signs of cash flow/liquidity problems
- Significant adverse changes in the business, financial and or economic conditions in which the borrower operates.

The assessment of SICR is performed for individual loans, taking into consideration the grouping of the individual exposures and incorporates forward –looking information. The assessment is performed on a quarterly basis.

Irrespective of the above qualitative assessment, the Company presumes that the credit risk on a financial asset has increased significantly since initial recognition when contractual payments are more than 30 days past due.

Measuring the ECL – Inputs, Assumptions and Estimation Techniques

The ECL is determined by projecting the PD, LGD and EAD, which are multiplied together and discounted back to the reporting date. The discount rate used in the ECL calculation is the original effective interest rate or an approximation thereof.

The 12-month PD is calculated by observing the rate of historical default within the first year of a portfolio of loans, and adjusted for the expected impact of forward-looking economic information.

The life time PD is calculated by observing the rate of historical default over the life of the portfolio of loans receivable and adjusted for the impact of forward-looking economic information.

The EAD for amortizing and bullet repayment loans on the contractual repayments over a 12 month or lifetime basis

The 12 month and lifetime LGDs are determined based on the factors which impact the recoveries made post default. For secured products, this is primarily based on the collateral type and projected collateral values, historical discounts to market/book values due to forced sales, time to repossession and recovery costs observed.

Forward looking economic information is also included in determining the 12-month and lifetime EAD and LGD.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS (CONT'D)

(a) Financial risk management (cont'd):

(i) Credit risk (cont'd):

Forward Looking Information

The assessment of SICR and the calculation of ECL both incorporate forward looking information that is available without undue cost effort. The Company uses external information including economic data and the forecast published by governmental bodies and the central bank. The information published however does not cover the company's credit risk exposure period and judgement was applied when incorporating these forecasts into our model. These economic variables and their associated impact on the PD, EAD and LGD vary by financial asset. Forecasts of these economic variables are reviewed on a quarterly.

Portfolio Segmentation

Expected credit loss provisions are modelled on a collective basis, by grouping exposures on the basis of shared risk characteristics, such that risk exposures within the group are homogeneous. Exposures are grouped by loan types and payment method. The appropriateness of the groupings is monitored and reviewed on periodic basis.

Stage 3 loans are assessed on an individual basis for impairment.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS (CONT'D)

(a) Financial risk management (cont'd):

(i) Credit risk (cont'd):

Maximum Exposure to Credit Risk

The Company measures ECL considering the risk of default over the maximum contractual period (including extension) over which it is exposed to credit risk and not a longer period, even if contract extension or renewal is common business practice.

The gross carrying amount of financial assets below also represents the Company's maximum exposure of credit risk on these assets.

The following table contains an analysis of the credit risk exposure of financial instruments for which an ECL allowance is recognized. The gross carrying amount of financial assets below also represents the Company's maximum exposure to credit on these assets

	2019 Stage 1 12-month ECL \$	2019 Stage 2 Lifetime ECL \$	2019 Stage 3 Lifetime ECL \$	Total \$	2018 Total \$
Standard risk	407,863,946	30,279,408	1,521,232	439,664,586	369,539,230
Past due	-	42,524,474	51,287,986	93,812,460	148,934,379
Credit impaired	-	80,299,898	172,835,770	253,135,668	154,880,923
Gross carrying amount	407,863,946	153,103,780	225,644,988	786,612,714	673,354,532
Loss allowance	(2,502,459)	(51,359,513)	(105,488,551)	(159,350,523)	(122,258,523)
Carrying amount	<u>405,361,487</u>	<u>101,744,267</u>	<u>120,156,437</u>	<u>627,262,191</u>	<u>551,096,009</u>

ISP FINANCE SERVICES LIMITED
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YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS (CONT'D)

(a) Financial risk management (cont'd):

(i) Credit risk (cont'd):

Collateral and other credit enhancement

The Company employs a range of policies and practices to mitigate credit risk. The most common of these is accepting collateral for funds. The principal collateral types for loans receivables are:

- Mortgages over residential and/or commercial properties
- Charges over business assets
- Liens over motor vehicles
- Personal guarantees

The policies regarding obtaining collateral have not changed during the reporting period and there has been no significant change in the overall quality of the collateral held by the Company since prior period.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS (CONT'D)

(a) Financial risk management (cont'd):

(i) Credit risk (cont'd):

Loss Allowance

The following table explain the changes in loss allowance between the beginning and the end of the annual period:

	2019 Stage 1 12-month ECL \$	2019 Stage 2 Lifetime ECL \$	2019 Stage 3 Lifetime ECL \$	Total \$
As at 31 December 2018	<u>687,161</u>	<u>840,741</u>	<u>120,730,621</u>	<u>122,258,523</u>
Changes in PDs/LGDs/EADs	1,349,076	10,265,739	-	11,614,815
New financial assets originated	<u>466,222</u>	<u>619,761</u>	<u>28,387,816</u>	<u>29,473,799</u>
	1,815,298	10,885,500	28,387,816	41,088,614
Write offs	<u>-</u>	<u>-</u>	<u>(3,996,614)</u>	<u>(3,996,614)</u>
	<u>1,815,298</u>	<u>10,885,500</u>	<u>24,391,202</u>	<u>37,092,000</u>
As at 31 December 2019	<u>2,502,459</u>	<u>11,726,241</u>	<u>145,121,823</u>	<u>159,350,523</u>

(ii) Liquidity risk:

Liquidity risk, also referred to as funding risk, is the risk that the Company will encounter difficulty in raising funds to meet commitments associated with financial instruments. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liability when due under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company reputation. Prudent liquidity risk management implies maintaining sufficient cash resources and the availability of funding through an adequate amount of committed facilities.

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS (CONT'D)

(a) Financial risk management (cont'd):

(ii) Liquidity risk (cont'd):

The following are the contractual maturities of financial liabilities, including interest payments:

		2019				
		Within 3 Months	3 to 12 Months	1 to 2 Years	2 to 5 Years	Over 5 Years
		\$	\$	\$	\$	\$
Secured bond and						
promissory note		6,200,000	18,600,000	57,555,214	197,494,630	-
Notes payable		2,250,000	2,250,000	47,967,947	-	-
		8,450,000	20,850,000	105,523,161	197,494,630	-
						332,317,791

		2018				
		Within 3 Months	3 to 12 Months	1 to 2 Years	2 to 5 Years	Over 5 Years
		\$	\$	\$	\$	\$
Secured bond and						
promissory note		5,637,238	159,417,219	9,375,000	76,132,550	-
Notes payable		13,750,973	27,501,947	20,626,462	-	-
		19,388,211	186,919,166	30,001,462	76,132,550	-
						312,441,389

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS (CONT'D)

(a) Financial risk management (cont'd):

(iii) Market risk:

Market risk is the risk that changes in market prices, such as foreign exchange rates, and interest rates will affect the Company's income or the value of its holding of financial instruments. Market risk arises from fluctuations in the value of liabilities and on certain of its financial assets. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

Interest rate risk:

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. Interest rate risk is affected where there is a mismatch between interest earning assets and interest-bearing liabilities, which are subject to interest rate adjustment within a specified period. The Company manages this risk by maintaining a portfolio of interest earning assets that exceeds interest-bearing liabilities. Loans are advanced for relatively short period.

At the reporting date the interest profile of the Company's interest-bearing financial instruments was:

	2019	2018
	\$	\$
Financial assets	658,475,022	587,032,619
Financial liabilities	<u>(338,788,254)</u>	<u>(291,255,481)</u>
	<u>319,686,768</u>	<u>295,777,138</u>

ISP FINANCE SERVICES LIMITED
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2019

21. FINANCIAL INSTRUMENTS (cont'd)

(a) Financial risk management (cont'd):

(iii) Market risk (cont'd):

Fair value sensitivity analysis for fixed rate instruments

The Company does not account for any fixed rate financial assets and liabilities at fair value and all its financial instruments are carried at amortized cost. Therefore, a change in interest rates at the reporting date would not affect profit for the year or equity.

Cash flow sensitivity of variable rate financial instruments

The Company does not hold any variable rate instruments that are subject to material changes in interest rate. Therefore, a change in market interest rates at the reporting date would not affect profit or equity.

Foreign currency risk:

Foreign currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Company is exposed to significant foreign currency risk, primarily on notes payable that are denominated in a currency other than the Jamaica dollar. Such exposures comprise the monetary assets and liabilities of the Company that are denominated in that currency. The main foreign currency risks of the Company are denominated in United States dollars (US\$), which is the principal intervening currency for the Company. The Company jointly manages foreign exchange exposure by maintaining adequate liquid resources in appropriate currencies and by managing the timing of payments on foreign currency liabilities.

(b) Capital management

The Company's objectives when managing capital are to comply with capital requirements, safeguard the Company's ability to continue as a going concern and to maintain strong capital base to support the development of its business. The Company achieves this by retaining earnings from past profits and by managing the returns on borrowed funds to protect against losses on its core business.

22. SUBSEQUENT EVENT

Subsequent to the reporting date, the World Health Organization declared the Coronavirus (COVID-19) outbreak a pandemic due to its rapid spread across the globe. Jamaica has been affected by the outbreak, which resulted in the Government of Jamaica undertaking a variety of measures to reduce the spread of the virus amongst the population. These measures have been disruptive to various businesses and have resulted in increased economic uncertainty. As a result, the Company's business activities and financial performance may be impacted by declines in revenue, operating cash flows and the collection of outstanding receivables; however, an overall estimate of the financial impact cannot be made at this time.