

**PROFILE OF
THE HAND-IN-HAND GROUP
ESTABLISHED 1865**



Hand-in-Hand is pleased to present to you this brief profile of our Group of Companies. We are proud to be one of the most developed insurance and financial groups in Guyana, offering the most comprehensive range of products. We are a constantly growing organisation. You will see that our management team represents a collection of competencies that would ensure nothing but the best in customer service, technology and corporate governance. Our ten interlinked locations ensure the best in customer service wherever you may be.

THE HAND-IN-HAND GROUP

THE
HAND IN HAND
GROUP OF COMPANIES

Hand in Hand Trust
Corporation Inc.

Hand in Hand Mutual Life
Assurance Co. Limited

GCIS Incorporated

Hand in Hand Mutual Fire
Insurance Co. Ltd

Hand in Hand Mutual Fire Insurance Co. Ltd (HIHF) is the oldest property insurer in Guyana. It is a mutual company (meaning that it is owned by its policyholders) established in 1865, and is the founding member of the Hand in Hand Group, which comprises:

- Hand in Hand Mutual Fire Insurance Co. Limited
- Hand in Hand Mutual Life Assurance Company Limited (a Life company, incorporated: 1966)
- GCIS Inc. -a proprietary composite (Property/ Life) insurance company (acquired 1998)
- Hand-in-Hand Trust Corporation Inc. – the largest trust company in Guyana – that also has government permission to become a commercial bank (acquired 2002).



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VALUES AND VISION

Core Purpose

Semper Securus- to provide peace of mind by contributing to the economic well being of the region.

Motto: - *Semper Securus* (Always Secure)

Vision Statement HIH Group

To establish an internationally strong financial group capable of meeting 21st century challenges; one that contributes significantly to the growth and development of the nation and the region.

Mission HIH Group

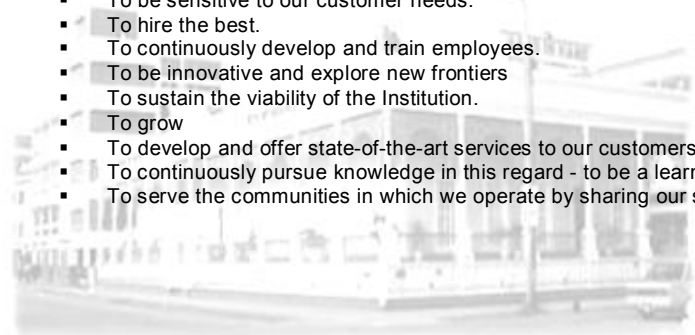
A financially secure group of companies united under one banner, which provides a spectrum of financial services for the financial security and growth of the stakeholders of the Hand-in -Hand Group and the citizens of the Region.

Mission Statement –HIH Group

We provide efficient, adequate, modern, friendly and affordable financial services to the region and we pursue these objectives through development of our human, technical and financial resources and our Investment policies.

Goals –HIH

- To meet and exceed customer expectations in terms of range and affordability of our products.
- To develop and introduce monetary instruments for the creation of wealth both individually and nationally.
- To constantly increase the number of customers.
- To be sensitive to our customer needs.
- To hire the best.
- To continuously develop and train employees.
- To be innovative and explore new frontiers
- To sustain the viability of the Institution.
- To grow
- To develop and offer state-of-the-art services to our customers.
- To continuously pursue knowledge in this regard - to be a learning organisation.
- To serve the communities in which we operate by sharing our successes



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THE HAND-IN-HAND COMPANIES

Hand-in-Hand Mutual Fire Insurance Co. Ltd. (HIHF)

HIH Fire was established in 1865 as the first indigenous insurance company, and holds the distinction of being the most dominant Property Insurer in Guyana.

HIH has grown rapidly as a group. In 1995, it sought to develop synergies towards becoming a fully-fledged financial services provider by acquiring a 15% stake in Citizens Bank Guyana Inc. Hand in Hand has also expanded its local presence through its acquisition of 67% of GCIS in 1998. This investment gave rise to a strong relationship with Citizens Bank with mutual rewards that persist today. In 2002, with this serving objective in mind, Hand in Hand acquired 90% of the shareholding of GNCB Trust Corporation (now renamed Hand in Hand Trust Corporation Inc).

Hand-in-Hand Fire offers a complete range of Property, Accident, Marine, Liability and Motor Insurance including performance and bid bonds.

Hand-in-Hand Mutual Life Assurance Co. Ltd. (HIHL)

HIH Life was established in 1966, coinciding with Guyana's Independence. The Life Company, prior to 1991 concentrated on mostly Individual Life business. In 1991, attention was directed towards the development of another line of business, Group Insurance (Life, Medical, Pension). This line of business grew rapidly. Resources were directed towards enhancing the capabilities of this new section.

HIHL is now a leading provider of Group Insurance in Guyana. Of recent HIH Life has been making big strides in the Individual Life market as well. HIHL offers a complete range of Life Insurance, savings, investment type, whole of Life and Endowment policies, and pension administration

GCIS Inc.

Hand-In-Hand viewed the 1998 acquisition of 67% of the ownership of GCIS as beneficial for two reasons; first, as a move in pursuance of its corporate objective of providing efficient, adequate, modern and affordable insurance service. Second, the GCIS acquisition made HIH by far the biggest provider of Motor insurance in Guyana enabling the Group to translate its economies of scale into superior customer service and price advantages. GCIS is now a premier name in Motor and Property Insurance.

Hand in Hand Trust Corporation Inc. (HIHT)

In December 2002, HIH acquired 90% of the shareholding of GNCBT from the Government of Guyana and renamed it 'The Hand-in-Hand Trust Corporation Inc.' HIH viewed this acquisition as a key move in pursuance of its corporate objective of providing a total package of financial services. It saw the acquisition of the shares of GNCBT as the basis of synergy between this trust company and the other members of the Hand-in-Hand Group.

HIHT has been modernized and shows strong growth and profitability. HIHT offers a comprehensive range of trust services, savings accounts, pension administration, property management, mortgage financing, commercial loans, cambio and safety deposit boxes.

The Mutual Principle – The Hand-in-Hand mutual companies are owned by their Participating Policyholders, a large cross-section of Guyanese. Anyone can become a mutual policyholder simply by taking out a Participating Policy (one that qualifies for a share of the ownership and profits of the company). There are no other proprietary interests. The Board of Directors that manages each company is elected from amongst its Participating Policyholders.

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THE HAND-IN-HAND TEAM

Hand-in-Hand is committed to hiring the best and is proud to present the most professional team in the Guyanese insurance industry today.

Board of Directors:

Chairman:

Mr. John G Carpenter, BSc.,

With over forty years senior management experience, former General Manager and Chairman of Sterling Products, Mr. Carpenter currently sits of the Board of Directors of Republic Bank (Guyana) Inc.

Vice Chairman:

Mr. Wilfred A Lee AA, BSc., BSoc. Sc. Sc. Dip Mktng., BSM;

Former Chairman of Guyana Pharmaceutical Corporation, GCIS and many state boards, Mr. Lee holds the Golden Arrow of Achievement, National Honour.

Directors:

Dr. Ian A Mc Donald, AA, MA. (Hons.) (Cantab.) FRSL, Hon. D. Litt. (UWI)

Renowned sports personality, retired Marketing Director of Guysuco and Chairman of the Sugar Producers Association of the Caribbean, Dr. Mc Donald is also one of Guyana's leading literary experts, newspaper columnist and author of the Caribbean literary standard, 'The Hummingbird Tree'. Dr. Mc Donald sits of the Commission for the Development of West Indian Cricket. Dr. Mc Donald holds the Golden Arrow of Achievement, National Honour

Mr. T Alan. Paris, BA (Econs.) MA (Econs and Ed.)

Recently retired Managing Director of Citizens Bank Inc. Mr. Parris brings several decades of top executive competence in management, banking and finance.

Mr. Charles R. Quintin

Retired Managing Director of Demerara Tobacco Company, Mr. Quintin is considered an authority in management, particularly in the area of Human Resource Development.

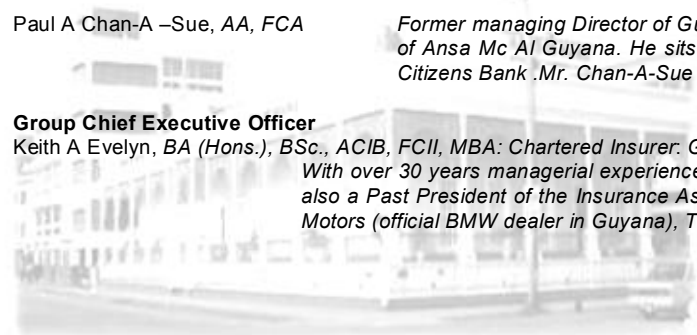
Paul A Chan-A -Sue, AA, FCA

Former managing Director of Guyana Stores Ltd and sports personality, Mr. Chan A Sue is the Chairman and Managing Director of Ansa Mc Al Guyana. He sits on many corporate and charitable Boards including stints on the Boards of NBIC (Guyana) and Citizens Bank .Mr. Chan-A-Sue is also the holder of the Golden Arrow of Achievement.

Group Chief Executive Officer

Keith A Evelyn, BA (Hons.), BSc., ACIB, FCII, MBA: Chartered Insurer. Group CEO, Director: The Hand-in-Hand Group.

With over 30 years managerial experience and fifteen years as CEO, his entire working life has been spent in the insurance industry. He is also a Past President of the Insurance Association of Guyana, Chairman of the Small Business Council and holds directorship of Prestige Motors (official BMW dealer in Guyana), The Berbice Bridge Company Inc., and E-Networks (Guyana's only Triple-Play provider)



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Senior Management Team (Insurance Operations)

Howard Cox, ACII, Chartered Insurer: Manager/ Director- Hand-in-Hand Mutual Fire Insurance Co. Ltd.(HIHF)

Howard is a Chartered Insurer with over 35 years experience in Insurance and management. He has served as the President of the Insurance Association of Guyana on several occasions.

Clive Harrison, ACII, Chartered Insurer: Manager/ Director: Hand-in-Hand Mutual Life Assurance Co. Ltd. (HIHL)

With over thirty-five years in the insurance industry, Clive is considered a leading expert in insurance in the country. Clive is also a director of Guyana National Printers Ltd.

Shaheed Essack, MAAT, ACIS, MCIM: Finance Controller/ Company Secretary: HIHF & HIHL

A Chartered Secretary, Shaheed offers over thirty years experience in the insurance industry specializing in accounting and corporate governance.

Omadatt Singh, BSc(Hons.) FCCA, CGA, MBA: Internal Auditor/ Compliance Officer: HIHF & HIHL

Omadatt is responsible for ensuring that the Hand-in-Hand is compliant with Best Practices and Regulatory Authorities. He ensures that the most advanced systems are maintained in the company.

Compton Ramnarine, MAAT, AICB, ACCA: Accountant: HIHF & HIHL

With over twenty-five years in the industry, Compton ensures that the financial reporting and accounting systems of Hand-in-Hand are managed and maintained at the highest standards, observing all relevant IFRS (International Financial Reporting Standards)

Mary Nagasar: Asst. Manager : HIHF

Mary has over twenty-five years experience in insurance underwriting making her one of the most knowledgeable and experienced underwriters in the industry. She specializes in Property and Liability Insurance.

Zaida Joaquin Dip. PM, FLMI, ACS, ARA: Human Resources and Admin Officer: HIHF & HIHL

Zaida is an experienced Life underwriter and Human Resources Manager. She offers over twenty years experience in the industry.

Lalita Sukhram, ACS, ARA, FLMI: Asst. Manager: HIHL

With over twenty years' experience as a Life underwriter, Lalita brings a professional approach to customer service, specializing in Life Underwriting, Pensions and Medical Insurance.



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Senior Management- Hand-in-Hand Trust Corporation Inc.

Hewley Nelson, BSc: General Manager/Director: Hand-in-Hand Trust Corporation Inc.

Over 35 years of experience in Trust operations; participated in several overseas training programmes in Credit Analysis, Pension Plan Administration, Portfolio Management, Investment Analysis, Risk Management, Estate Management, Financial Management and Brokerage. He has also been on attachment to several International Trust Companies, Investment and Actuarial Firms. He has also served on the Directorate of several state and private companies and is currently a Director of the Georgetown Club.

Maurice John, BSc, Deputy General Manage/Corporate Secretary Hand-in-Hand Trust Corporation Inc.

Over 25 years of experience in the operations of the Trust Corporation and participated in training programs both locally and overseas. He is also a Director of two Private Companies

Tagnarine Parmesar, ACMA, MAAT: Finance Controller: Hand-in-Hand Trust Corporation Inc.

With over 29 years working experience (23 years managerial) in the field of finance and Administration: Over 18 of the years are at Senior management levels both in the Private Sector and the Public Sector; positions held includes Finance Director/Company Secretary; Group Finance Controller, Chief Financial Controller, etc. Industries worked in at Senior Management levels includes Hotel & Tourism (Guyana & the Caribbean) Trusteeship and Banking; Airline Industry, Commercial, Industrial Trading, Manufacturing and Information Technology (Neal & Massy Group): Insurance Industry and Public Utility company (Guyana Water Inc.) Also assisted with part time lecturing in ACCA Professional Exams for the Institute of Chartered Accountants of Guyana (ICAG) for over seven years; is also a Director on the Board of Blue Skies Travel Agency & Tours Inc.



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Locations and Technology

The Hand-in-Hand Group boasts ten locations throughout Guyana, from Corriverton to Anna Regina in the Essequibo all linked by the latest in real-time customer service Information Technology.

Regulatory Authority:

Hand-in-Hand is licensed to operate under the Insurance Act 1998 by the Commissioner of Insurance whose office exercises oversight into all practices of the company. Hand-in-Hand Mutual Life Assurance Company Ltd. is proud to be the first company in Guyana to be registered under the recently passed Insurance Act.

Auditors:

*Deloitte
Chartered Accountants
Solomon and Parmessar
Chartered Accountants*

Bankers:

*Republic Bank Guyana Inc.
Guyana Bank for Trade and Industry
Ltd.
Bank of Nova Scotia*

*Citizens Bank Inc.
Demerara Bank Ltd.
Lloyds Private Banking Ltd. (UK)
RBC Dominion Securities (Toronto)*

Attorneys-at-Law

*Cameron and Shepherd
Hughes, Fields and Stoby*

Medical Advisor

Dr. Janice Imhoff

Consulting Actuaries

Apex Consulting Ltd.

Reinsurers:

*USA, London and Lloyds premier
rated underwriters*

Thank you

We sincerely appreciate that you took the time to view our profile.

Please call, or visit us at the Hand-in-Hand website: <http://www.hihgy.com/> , or email us at info@hihgy.com.

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