# **REVENUE AND TAXATION**

GOVERNMENT OF GUAM

Gubetnamenton Guåhan

JOHN P. CAMACHO, Director MARIE M. BENITO, Deputy Director

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November 26, 2014

32-14-2314 Office of the Speaker Judith T. Won Pat. Ed.D

The Honorable Eddie Baza Calvo, Governor

Date: 12-05-14

The Honorable Members of the Thirty-Second Legislature of Guam Received By:

The Thirtieth Annual Report of the Banking Commissioner for the year 2013, is hereby respectfully submitted pursuant to the provisions of Title 11 of the Guam Code Annotated § 103114, Division 4, Banks and Banking. The report consists of a compilation of the annual reports of financial condition and income submitted by all financial institutions licensed to do business in Guam for the period ending December 31, 2013.

The Banking Division is charged with the responsibility of supervising and regulating the banking industry. As bank regulators, our division remains committed to continuously protect the interest of the depositors, creditors, and shareholders of the financial institutions that are authorized to conduct business in Guam. The licensed financial institutions in Guam year 2013 consist of one (1) National Bank, two (2) State Banks, two (2) Guam Chartered Banks, two (2) Foreign banks, one (1) Savings and Loan Association, three (3) Offshore Lending Facilities and eleven (11) Finance Companies. These institutions come under the supervision of the Banking and Insurance Commissioner. The mandates for the supervision of these financial institutions are:

- a) Banks and Foreign Exchange-Title 11, Guam Code Annotated, Division 4, Banks and Banking.
- b) Savings and Loan Association-Title 11, Guam Code Annotated, Division 4, Banks and Banking.
- c) Finance Companies-Uniform Consumer Credit Code, Title 14, Guam Code Annotated.

As of December 31, 2013, the combined total assets for all the financial institutions licensed to do business in Guam was 3.543 billion (\$3,543,760,000) an increase of \$146,278,000, compared to the year 2012 total assets of \$3.397 billion (\$3,397,482,000), a 4.30 % change.

The total deposit for the period ending 2013 was \$3.152 billion (\$3,152,496,000) an increase of \$136,876, 000, or 4.54% compared to the year 2012 of \$3.015 billion (\$3,015,620,000).

The total loans for the period ending 2013 was \$2.615 billion (\$2,615,635,000) an increase from the previous year's total loans of \$2.471 billion (\$2,471,391,000), an increase of \$144,244,000 or 5.84 %.

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This report also includes the directory of Guam Chartered, State, National, Foreign Banks and Finance Companies authorized to transact business in Guam.

Sincerely,

ARTÉMIO B. ILAGAN

Banking & Insurance Commissioner

RDT

JOHN P. CAMACHO, Director Direktot MARIE M. BENITO, Deputy Director

November 26, 2014

The Honorable Eddie Baza Calvo, Governor

The Honorable Members of the Thirty-Second Legislature of Guam

The Thirtieth Annual Banking Report of the Banking & Insurance Commissioner is hereby respectfully submitted pursuant to the provisions of Title11 of the Guam Code Annotated § 103114.

The Report consists of a compilation of the annual reports of financial condition and income submitted by all financial institutions licensed to do business in Guam for the period ending December 31, 2013.

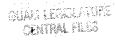
Sincerely,

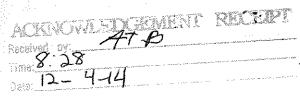
Ortenno Billan ARTEMIO B. ILAGAN

Banking & Insurance Commissioner

RDT

8-28 12-4-14





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# **YEAR 2013**

# THIRTIETH ANNUAL REPORT

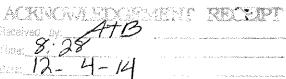
OF THE BANKING

**COMMISSIONER** 

#### OFFICE OF THE BANKING COMMISSIONER

The Banking Commissioner regulates and supervises banking activities under Title 11 of Guam Code Annotated. The primary responsibilities of his office are to ensure the safe conduct of banking business; to maintain public confidence in locally domiciled financial institutions and to protect the institutions; deposits, debtors, creditors and shareholders.

A strong program of supervision and regulation helps insure that these goals are met. The program includes on-site examinations, statistical monitoring and analysis as well as administrative assistance and support. Besides its supervisory and regulatory responsibilities, This office also answers consumer inquiries and complaints.



#### THE BANKING BOARD

On May 6, 2004 Governor Felix P. Camacho signed P.L. No. 27-88 law. This law created the office of the Banking and Insurance Commissioner.

This law created a Banking and Insurance Board consisting of (9) members pursuant to 11 GCA section 103103. The Governor shall appoint each member subject to the advice and consent of the legislature. The composition of the Board is as follows:

Three (3) members who are executive officers of entities chartered as banks and licensed to conduct business on Guam. At least one (1) member shall be an executive of a state bank.

Three (3) members are executive officers of insurance businesses licensed to do business on Guam.

Three (3) members who are not directors, trustees, officers, employees, or stockholders of any entity chartered as a bank or engaged in insurance business. One (1) member of this group must be an attorney admitted to practice law on Guam and only one (1) member must be a classified employee of the Government of Guam.

On May 17, 2011, Artemio B. Ilagan was appointed the Commissioner of Banking and Insurance. The current members of the Board whose term of office are six (6) years are as follows:

Antonita S. Camacho **	10/28/09 - 10/28/2015
Danilo Rapadas	03/04/11 - 03/14/2017
David Silva	03/04/11 - 03/04/2017
Edelfrida A. Ada	01/05/09 - 01/15/2015
Mark O. Fish	03/04/11 - 03/04/2017
Rosita T. Fejeran	09/11/09 - 09/11/2015
William W. Cassidy	03/04/11 - 03/04/2017
Cesar Garcia	02/25/10 - 02/25/2016
Note: ** to Comment of the contract of the con	

Note: \*\* Ms. Camacho retired from the Bank of Hawaii on September 4, 2013.

### Relative to banking, the Board may:

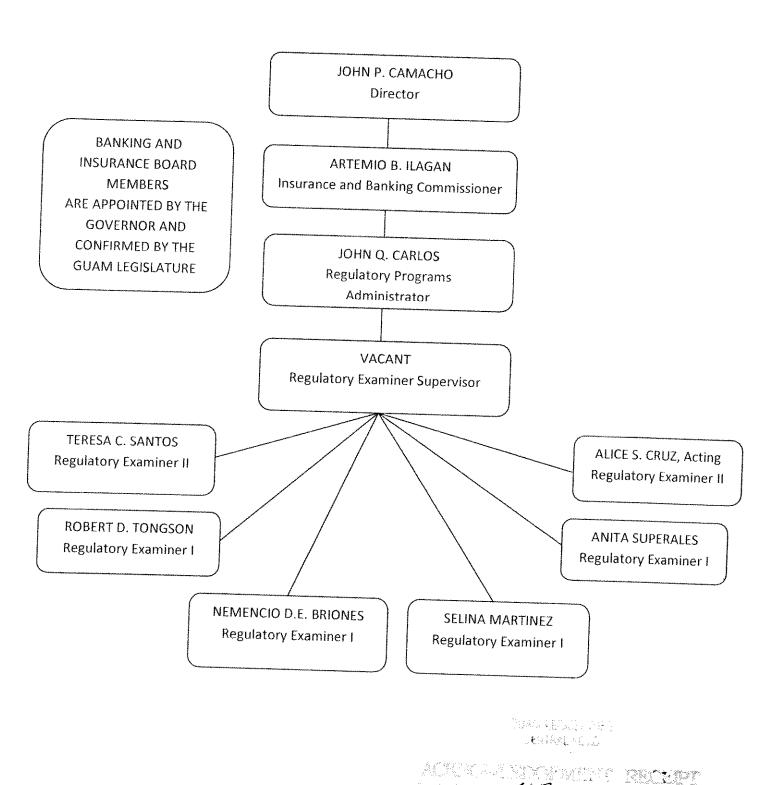
- 1. Restrict the withdrawal of deposits from all or one or more territorial banks for the protection of depositors in the affected institution.
- 2. Authorize a territorial bank to engage in any banking activity subject to the jurisdiction of the Federal Government.
- 3. Order the holder of shares in a territorial bank to refrain from voting said shares upon finding that such an order is necessary to protect the institution against reckless, incompetent or reckless management, safeguard the funds of depositors or prevent willful violation of the banking law.

- 4. Order any person to cease violation a provision of the banking law or a lawful regulation or to cease engaging in any unsound banking practice.
- 5. Review, approve or disapprove each application for the operation of an automated teller machine.

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# DEPARTMENT OF REVENUE AND TAXATION BANKING BRANCH YEAR 2013 ORGANIZATIONAL CHART



# REGULATION OF GUAM CHARTERED, STATE AND NATIONAL BANKS

The system of State and Federal Banking Regulations which the United States has adopted is known as the Dual Banking System. This system allows both States including Guam and the Federal Government to charter and regulate banks.

Federal regulators include the Federal Reserve which regulates banks and bank holding companies and the Office of the Comptroller of the (OCC) which characters and regulates National Banks. In addition to these regulators, the Federal Deposit Insurance Corporation (FDIC) serves as the insurer of both National and State-Chartered Banks.

On the State level, the individual State banking authority charters and regulates States Banks. In Guam, the Division of Banking, Department of Revenue and Taxation, acts as the regulatory agency for Guam Chartered banks and Foreign Banking Institutions. Although National Banks are automatically members of either institution of the Federal Reserve and must be insured by the FDIC, State banks are not required to be members of either institution. All state banks with branches on Guam are insured by the FDIC. The two Guam chartered Banks are also insured by the FDIC.

# ADDRESSES OF FEDERAL REGULATORS

FEDERAL RESERVE BANK OF SAN FRANCISCO P. O. Box 7702 San Francisco , California 94105

FEDERAL DEPOSIT INSURANCE CORPORATION 25 Ecker Street Suite 1300 San Francisco, California 94105

FEDERAL HOME LOAN BANK OF SEATTLE 1501 4<sup>th</sup> Avenue Suite 1900 Seattle, Washington 98101-9922 8.28 AB D-4-14

CHAINEGENER (TER)

# REGULATION OF SAVINGS AND LOAN ASSOCIATIONS

There is one (1) Savings and Loan Association domiciled on Guam. It is insured by the Federal Deposit Insurance Corporation (FDIC) and is jointly regulated and examined by the Office of Thrift Supervision (OTS) and the Division of Banking, Department of Revenue and Taxation.

## DIRECTORY OF NATIONAL, STATE AND GUAM CHARTERED BANKS

#### NATIONAL BANK

Citibank N.A.

402 East Marine Drive

Hagatna, Guam 96910

Phone: (671) 477-2484

Fax: (671) 477-9441

P.O. Box FF

Hagatna, Guam 96932

### **STATE BANKS**

Bank of Hawaii

134 Soledad Avenue

Hagatna, Guam 96910

Phone: (671) 479-3625

Fax: (671) 479-3676

P.O. Box BH

Hagatna, Guam 96932

#### First Hawaiian Bank

400 Route 8

Mongmong, Guam 96910

Phone: (671) 475-7888

Fax: (671) 475-7809

P.O. Box AD

Hagatna, Guam 96932

#### **GUAM CHARTERED COMMERCIAL BANKS**

Bank of Guam

111 Chalan Santo Papa

Hagatna, Guam 96910

Phone: (671) 472-5300

Fax: (671) 477-5454

P.O. Box BW

Hagatna, Guam 96932

ANZ Guam, Inc.

114 Julale Shopping Center

424 West O'Brien Drive

Hagatna, Guam 96910

Phone: (671) 479-9000

P.O. Box EQ

Hagatna, Guam 96932

# DIRECTORY OF SAVINGS AND LOAN ASSOCIATIONS

BankPacific 151 Aspinal Avenue Hagatna, Guam 96910 Phone: (671) 472-2882 P.O. Box 2888 Hagatna, Guam 96932

# **DIRECTORY OF FOREIGN BANKS**

Philippine National Bank 1088 West Marine Corps Drive 114 C Micronesia Mall Dededo, Guam 96929 Phone: (671) 646-9145 Fax: (671) 649-5002

First Commercial Bank 330 Hernan Cortes Avenue Hagatna, Guam 96910 Phone: (671) 472-6864

Fax: (671) 477-8921 P.O. Box 2461

Hagatna, Guam 96932

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### **DIRECTORY OF FINANCE COMPANIES**

Cap Guam Finance Company

P.O. Box 834

Hagatna, Guam 96932

424 W. O'Brien Drive, Suite 235

Julale Center

Hagatna, Guam 96910

Phone: (671) 477-3315

Orleans Pacific Plaza 825 South Marine Corps Drive

**Marianas Finance Corporation** 

Tamuning, Guam 96913 Phone: (671) 646-5011/22

Family Finance Company, Inc.

P.O. Box 1306

Hagatna, Guam 96932

200 South Route 4

Hagatna, Guam 96910

Personal Finance Center 126 Chalan San Antonio Tamuning, Guam 96913

Phone: (671) 647-6802

Finance Factors, Ltd.

339 Chalan San Antonio

Suite 100

Tamuning, Guam 96913

Phone: (671) 649-5751

**Progressive Finance Group** 

P.O. Box 6974

Tamuning, Guam 96931

Phone: 649-4663

Finance Pro

388 South Marine Corps Drive, Suite 400

Tamuning, Guam 96913

Phone: (671) 632-9130

Minerva Finance

172 Belmont Avenue, Jonestown

Tamuning, Guam 96913

Phone: (671) 646-2391

**Guam Financial Company** 

P.O. Box GN

Hagatna, Guam 96932

424 W. O'Brien Drive, Suite 232

Julale Shopping Center

Hagatna, Guam 96910

Phone: (671) 472-3320

Home Financial, Inc.

P.O. Box 216

Hagatna, Guam 96932

424 W. O'Brien Drive, Suite 102

Hagatna, Guam 96910

Phone: (671) 472-8613

**Express Financial** 

600 Harmon Loop Rd, Suite 107

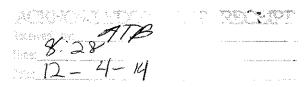
Dededo, Guam 96929

Phone: (671) 637-9834

# FINANCIAL INFORMATION

The financial information presented in this report is compiled from the Consolidated Reports of Condition and Income submitted to this office annually.

CONTRACTOR CONTRACTOR



# CONSOLIDATED REPORT OF CONDITION OF NATIONAL & STATE BANKS AS OF DECEMBER 31, 2013

(Reported in Thousands)

ASSETS			
Cash and cash items in process of collection		\$	42,763
Balances with U.S. Banks other than U.S. Parent			
Balances with foreign banks		\$	11,652
Securities			
Loans, overdrafts, discounts and leases:			
Secured by real estate \$	420,237		
To depository institutions			
To commercial and industrial loans \$	41,337		
To non-U.S. government & official institutions			
To all others \$	822,915		
Unearned discounted \$	(4,526)		
Total loans and leases, net		\$	1,277,655
Customers' liability on acceptances oustanding			
Premises and equipment		\$	25,452
Accrued interest receivable		\$	4,502
Net due from other foreign branches of these banks		\$	-
Net due from head office and U.S. Branches of these banks		\$	58,016
Net due from consolidated sudsidiaries of these banks			
Other assets		\$	93,772
TOTAL ASSETS		\$	1,513,812
LIABILITIES AND BRANCH EQUITIES			
Deposits of all banks in the U.S. & nonU.S. Branches		\$	105,895
Deposits of foreign banks			·
Other deposits		\$	1,387,378
Liabilities for borrowed money			,
Liabilities on acceptances executed and outstanding			
Accrued taxes and other expenses		\$	14,273
Due to other non-U.S. Branches of thess banks			
Net due to head office and U.S. branches of this bank			
Net due to consolidated subsidiaries of these banks			
Other liabilities		\$	6,798
TOTAL LIABILITIES		\$	1,514,344
BRANCH EQUITY			
Undivided profit (loss)			
TOTAL LIABILITIES AND BRANCH EQUITY		\$	1,513,812
MEMORANDA			
Standby letter of credit		\$	1,508
Commercial letters of credit outstanding		\$	
Total interest bearing deposits included in deposits of all banks		<del>ب</del>	7,832

# CONSOLIDATED REPORT OF CONDITION OF BANK OF GUAM

### AS OF DECEMBER 31, 2013

(Reported in thousands)

ASSETS	. To Good Haby				
Cash and cash due from banks				\$	27,142
Interest bearing deposits in other banks				\$	64,441
Federal funds sold				\$	5,000
Securities:				*	3,000
U. S. Treasuries					
U. S. government agencies					
Others		Ś	272,221		
Total investment securities		Ψ.		\$	272,221
Loans, overdrafts, discounts and leases:				7	4,4,424
Construction		\$	697		
Commercial			563,818		
Consumer			310,658		
Real Estate		7	-20,000		
Government					
Residential					
Others					
Less: Unearned disocunt/loan loss reserve		\$	(14,290)		
Loans, net		Ψ-	() - 0 0 )	\$	860,883
Custumers' liability on acceptances outstanding				٣	000,003
Premises and equipment, net				\$	18,249
Accrued interest receiveable				\$	4,013
Excess of cost over assets acquired				т	.,025
Other Assets				\$	31,059
TOTAL ASSETS				\$	1,283,008
LIABILITIES AND STOCKHOLDERS' EQUITY					
Non-interest bearing deposits				\$	321,408
Interest bearing deposits				\$	862,037
Federal funds purchased and securities sold under agre	ements to repurchase			7	002,007
Accrued interest payable	,			\$	164
FHLB advance				*	104
Other Liabilities				\$	5,544
TOTAL LIABLILITIES				\$	1,189,153
STOCKHOLDERS' EQUITY				Ψ.	1,100,100
Common stock				\$	1,550
Preferred stock				Ÿ	2,000
Paid in surplus				\$	15,435
Accumulated other comprehensive income				بع	la mons
Retained earnings	magnetic and the second			\$ ¢	(4,700)
TOTAL STOCKHOLDERS' EQUITY	0.000 (1.			\$	81,570
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	37 Mil 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	,	***	\$	93,855
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# CONSOLIDATED REPORT OF CONDITION OF ANZ GUAM, INC.

### AS OF DECEMBER 31, 2013

(REPORTED IN THOUSANDS)

ASSETS		
Cash and cash due from banks		\$ 8,466
Interest bearing deposits in other banks		\$ 162,788
Federal funds sold		
Securities		
U.S. Treasuries		
U. S. government agencies		
Others	\$ 763	
Total securities		\$ 763
Loans, overdrafts, discounts and leases:		
Construction		
Commercial	\$ 95,530	
Consumer	\$ 10,293	
Real Estate	\$ 47,480	
Government		
Residential		
Others		
Less: Unearned discount/Loan loss reserve	\$ (3,381)	
Total loans net		\$ 149,922
Customers' liability on acceptances outstanding		
Premises and equipment		\$ 2,850
Accrued interest receivable		\$ 1,079
Excess of cost over assets acquired		
Other assets		\$ 13,989
TOTAL ASSETS		\$ 339,857
LIABILITIES AND STOCKHOLDERS' EQUITY		
Non-interest bearing deposits		
Interest bearing deposits		\$ 289,019
Fed funds purchased & securities sold under agrrements to repurchase		
Accrued interest payable		\$ 180
FHLB Advance		\$ 1,341
Other liabilities		\$ 1,577
TOTAL LIABILITIES		\$ 292,117
STOCKHOLDERS' EQUITY		
Common stock		\$ 8,577
Preferred stock		
Paid in surplus		\$ 4
Treasury stock		
Accumulated other comprehensive income		
Retained Earnings		\$ 39,159
TOTAL STOCKHOLDERS' EQUITY		\$ 47,740
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY		\$ 339,857

# CONSOLIDATED STATEMENT OF INCOME NATIONAL, STATE & TERRITORIAL BANKS AS OF DECEMBER 31, 2013

(Reported in thousands)

Interest income	
Interest on loan and leases	
Interest on balances due from depository banks	\$
Interest on securities	\$ 656
Interest on trade accounts	\$ 4,934
Other	
Total interest income	\$ (62)
	\$ 146,991
Interest expense:	
Interest on deposits	
Interest on borrowed money	\$ 12,167
Other interest expense	\$ 3,015
Total interest expense	\$ 333
Net interest income	\$ 15,515
	\$ 131,476
Provision for loan losses	
	\$ 5,040
Non-interest income:	
	\$ 34,837
Non-interest expense:	
Salary and employee benefits	
Net occupancy expense	\$ 43,253
Other non-interest expense	\$ 14,550
Total non-interest expense	\$ 60,748
,	\$ 118,551
Income (Loss) before taxes	
	\$ 47,762

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# CONSOLIDATED REPORT OF CONDITION OF OFF-SHORE LENDING FACILITIES AS OF DECEMBER 31, 2013

(Reported in thousands)

### **ASSETS**

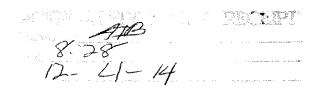
Loans to business industries	
Funds due from branches	-
Due from headquarters	380
Other assets & interest earned not collected	
TOTAL ASSETS	\$ 380
LIABILITIES and EQUITY CAPITAL	
Time deposits	~
Demend deposit	-
Due to head office	-
Equity capital	*
Due to branches	<b>-</b>
Other liabilities	~
TOTAL LIABILITIES	
Accumulated Profit and Loss - Previous Period	380
Profit and Loss - Current Period	_
TOTAL EQUITY	\$ 380
TOTAL LIABILITIES & EQUITY	\$ 380

# CONSOLIDATED STATEMENT OF INCOME OF OFF-SHORE LENDING FACILITIES AS OF DECEMBER 31, 2013

(Reported in thousands)

Interest income:	
Interest on loans and leases	
Interest on balances due from depository banks	
Interest on securities	-
Interest on trade accounts	-
Other	-
Total interest income	0
Interest expense:	
Interest on deposits	
Interest on borrowed money	**
Other interest expense	<u></u>
Total interest expense	-
Net interet income	0
Provision for loan losses	-
Non-interest income	-
Non-interest expense	
Salary and employee benefits	
Net occupancy expense	~
Other non-interest expense	w
Total non-interest expense	<u>-</u>
	0

Income (loss) before taxes



# CONSOLIDATED REPORT OF CONDITION OF SAVINGS AND LOAN ASSOCIATIONS AS OF DECEMBER 31, 2013

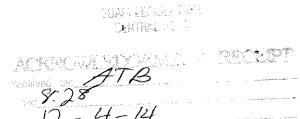
(Reported in thousands)

ASSETS				
Cash and cash due from banks			\$	2,819
Interest bearing deposits in other banks			\$ \$	12,786
Federal funds sold				
Securities:				
U. S. Treasuries				
U. S. government agencies				
Others	\$	2,282		
Total investment securities			\$	2,282
Loans, overdrafts, discounts and leases:				
Construction				
Commercial				
Consumer				
Real Estate				
Government				
Residential				
Others	\$	98,530		
Less: Unearned disocunt/loan loss reserve	\$	(444)		
Loans, net			\$	98,086
Custumers' liability on acceptances outstanding				
Premises and equipment, net			\$	4,242
Accrued interest receiveable			\$	381
Excess of cost over assets acquired				
Other Assets			\$	3,708
TOTAL ASSETS			\$	124,304
LIABILITIES AND STOCKHOLDERS' EQUITY				
Non-interest bearing deposits			\$	20,626
Interest bearing deposits			\$	87,838
Federal funds purchased and securities sold under agreements to	repur	chase		
Accrued interest payable				
FHLB advance				
Other Liabilities			\$	1,032
TOTAL LIABLILITIES			\$	109,496
STOCKHOLDERS' EQUITY				
Common stock			\$	640
Preferred stock				
Paid in surplus			\$	525
Accumulated other comprehensive income			\$	(356)
Retained earnings			\$	13,999
TOTAL STOCKHOLDERS' EQUITY			\$	14,808
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY			\$	124,304

# CONSOLIDATED STATEMENT OF INCOME SAVINGS AND LOAN ASSOCIATIONS AS OF DECEMBER 31, 2013

(Reported in thousands)

Interest income		
Interest on loan and leases		
Interest on balances due from depository banks	\$	4,765
Interest on securities	\$	18
Interest on trade accounts	\$	69
Other	\$ \$ \$	204
Total interest income	\$	1,132
- 130 Medical mediae	\$	6,188
Interest expense:		
Interest on deposits		
Interest on borrowed money	\$	53
Other interest expense	\$	240
Total interest expense		
Net Interest Income	\$	293
	\$	5,895
Provision for loan losses		
	\$	109
Non-interest income:		
	\$	2,561
Non-interest expense:		
Salary and employee benefits		
Net occupancy expense	\$	4,043
Other non-interest expense	\$	1,136
Total non-interest expense	\$	2,152
and onpende	\$	7,331
Income (Loss) before taxes	,	
	\$	1,016



# CONSOLIDATED REPORT OF CONDITION OF FINANCE COMPANIES AS OF DECEMBER 31, 2013

(Reported in Thousands)

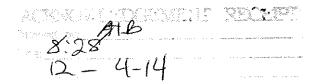
### **ASSETS**

Cash on hand & in banks	\$	9,979
Investments		2,095
Loans, net	\$ \$	82,016
Accrued interest receivable	\$	142
Insurance premium receivable	\$	1,025
Insurance commission receiveable		
Accounts receivable	\$	13,889
Fixed assets -net	\$	4,051
Other real estate owned	\$	1,476
Other assets	\$	13,615
TOTAL ASSETS	\$	128,288
	•	ŕ
LIABILITIES AND STOCKHOLDERS' EQUITY		
LIABILITIES		
Long-term debt	\$	16,397
Notes payable	\$	58,466
Corporate notes/debentures	\$ \$ \$ \$	10,170
Advances from parent company	\$	10,202
Accrued interest payable	\$	1,202
Accounts payable		1,464
Taxes payable	\$	161
Deferred income		
Other liabilities	\$	1,262
Insurance premium payable	\$	49
TOTAL LIABILITIES	\$	99,383
STOCKHOLDERS' EQUITY		
Common stock	\$	2,771
Preferred stock	\$	4,639
Retained Earnings	\$	21,618
TOTAL STOCKHOLDERS' EQUITY	\$	28,905
TOTAL LIABILITIES AND STOCKHOLDERS'S EQUITY	\$	128,288

# CONSOLIDATED STATEMENT OF INCOME OF FINANCE COMPANIES AS OF DECEMBER 31, 2013

(Reported in thousands)

Operating income:	
Interest on loans	\$ 14,421
Income from investments	\$ 1,055
Other income	\$ 2,018
Total operating income	\$ 17,494
Operating expenses:	
Salaries and employee benefits	\$ 7,162
Occupancy and office operations	\$ 696
Professional and outside services	\$ 503
Provisions for loan losses	\$ 1,990
Interest on borrowed money	\$ 1,865
All other expenses	\$ 2,379
Total operating expenses	\$ 14,595
Income (loss) before taxes, extraordinary items & other adjustments	\$ 2,899



# CONSOLIDATED REPORT OF CONDITION OF FOREIGN BANKS AS OF DECEMBER 31, 2013

(Reported in Thousands)

ASSETS		
Cash and cash due from banks	\$	10,613
Bank notes and securities	\$	2,409
Loans, overdrafts, discounts and leases:		
Commercial and industrial	\$	26,742
Consumer	\$	65
Real Estate	\$ \$ \$	26,190
Other loans	\$	87,592
Less: Unearned disocunt/Loan loss reserves		(6,538)
Total loans net	\$	147,073
Custmoers' liability on acceptances outstanding		
Due from head office		
Bank premises	\$ \$	64
Real estate owned	\$	143
Excess of cost over assets acquired	\$ \$	391
Other assets		6,440
TOTAL ASSETS	\$	154,111
LIABILITIES AND BRANCH EQUITY		
Demand deposits	\$	563
Time and savings deposits	\$	65,352
Deposits of commercial banks		
Deposits of state and political subdivisions	\$	12,380
Certified and cashier's checks		
Accepted executed and outstanding	\$	391
Other liabilities	\$	3,870
Due to HO/Branches/Affiliates	\$	57,441
TOTAL LIABILITIES	\$	139,997
BRANCH EQUITY		
Branch capital/preferred stock	\$	2,2 <b>2</b> 5
Surplus	\$	11,548
Undivided profits	\$ \$	341
TOTAL BRANCH EQUITY		14,114
TOTAL LIABILITIES AND BRANCH EQUITY	\$	154,111
MEMORANDA		
Standby letter of credit		

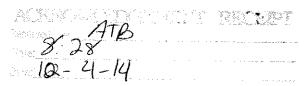
Commercial letters of credit outstanding Total interest bearing depostis included

# CONSOLIDATED REPORT OF INCOME OF FOREIGN BANKS AS OF DECEMBER 31, 2013

(Reported in Thousands)

Interest income:		
Interest on loan/leases	\$	5,037
Interest on balance due from depository institutions	\$ \$ \$	6
Interest on securities	\$	84
Interest on trade accounts		
Other income		
Total Interest income	\$	5,127
Interest expense:		
Interest on deposits	\$	366
Interest on borrowed money	\$	495
Other interest expense		
Total interest expense	\$	861
Net interest income	\$	5,988
Provisions for loan losses		
Non-interest income	\$	214
Non-interest expense:		
Salaries and employee benefits	\$	727
Net occupancy expense	\$ \$ \$	314
Other non- interest expense	\$	197
Total non-interest expense	\$	1,238
Income (loss) before taxes	\$	3,242





#### **COMPARATIVE INFORMATION**

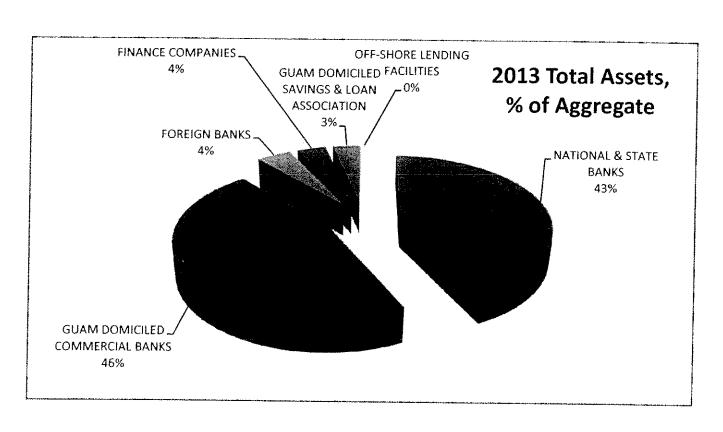
There is one (1) National Bank, two (2) State Banks, two (2) Guam Chartered Commercial Banks, one (1) Guam Chartered Savings and Loan Association, two (2) Foreign Banks, three (3) Off-Shore Lending Facilities and eleven (11) Finance Companies that are licensed in Guam. The combined total asset of all financial institutions on Guam as of December 31, 2013 is over \$3.543 billion. The combined assets increased by \$146.3 million compared to the previous year.

The deposits in the National Banks, State, and Guam domiciled Commercial Banks and Savings and Loan Associations in Guam are insured by the Federal Deposit Insurance Corporation (FDIC). This corporation is an agency of the United States Federal Government and insures deposits up to an amount of \$250,000 per account. The Banking Law of Guam prohibits Foreign Banks from accepting deposits from residents of Guam unless depositor has an existing reciprocal loan account with foreign bank.

Please note that all the financial data on the following pages are reported in thousands of dollars.

2013 SUMMARY FINANCIAL INSTITUTIONS

FINANCIAL INSTITUTIONS	TOTAL ASSETS 2013	TOTAL ASSETS 2012	CHANGES, +/-	CHANGE,%
NATIONAL & STATE BANKS	1,513,812	1,498,987	14,825	0.99%
GUAM DOMICILED COMMERCIAL BANKS	1,622,865	1,535,230	87,635	5.71%
FOREIGN BANKS	154,111	144,055	10,056	6.98%
FINANCE COMPANIES	128,288	103,844	24,444	23.54%
GUAM DOMICILED SAVINGS & LOAN ASSOCIATION	124,304	114,986	9,318	8.10%
OFF-SHORE LENDING FACILITIES	380	380		0.00%
TOTAL	3,543,760	3,397,482	146,278	4.31%

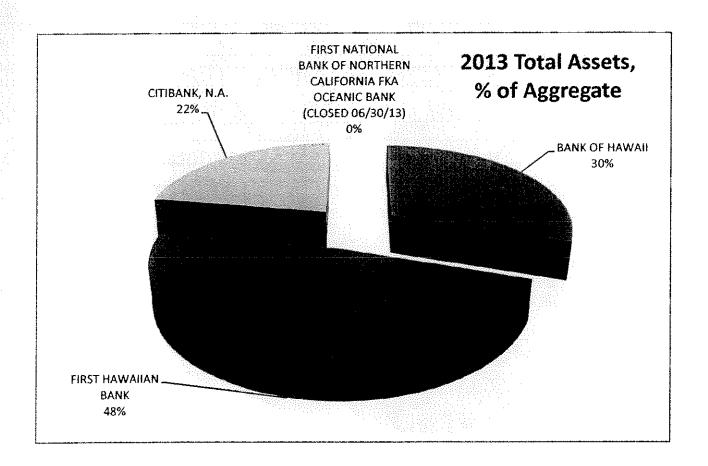


# 2013 FINANCIAL INSTITUTION RANKED BY TOTAL ASSETS NATIONAL AND STATES BANKS

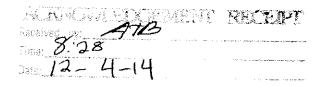
	FINANCIAL INSTITUTIONS	TOTAL	<u>RANKED</u> 2013	<u>RANKED</u> 2012	<u>RANKED</u> 2011	
	FINANCIAL INSTITUTIONS	ASSETS	2013	2012	2011	
	BANK OF HAWAII	455,714	2	2	2	
: 4	FIRST HAWAIIAN BANK	72 <b>0,817</b>	1	1	1	
	CITIBANK, N.A.	33 <b>7</b> ,281	3	3	3	
	NAL BANK OF NORTHERN CALIFORNIA FKA EANIC BANK (CLOSED 06/30/13)	*		4	4	

TOTAL

1,513,812

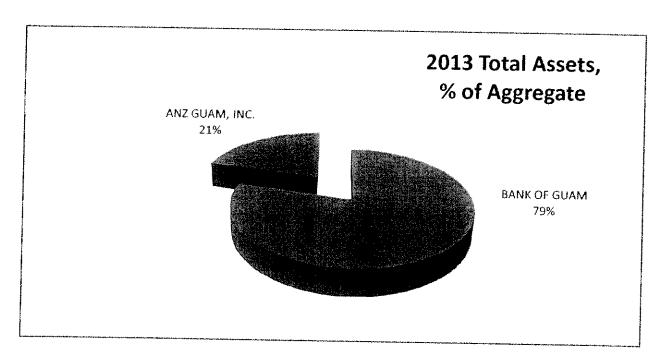


GUAN CENTURY CENTRAL PLES



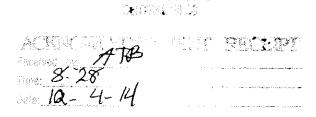
# 2013 GUAM DOMICILED COMMERCIAL BANKS

FINANCIAL INSTITUTIONS	TOTAL ASSETS	RANKED 2013	RANKED 2012	RANKED 2011
BANK OF GUAM	1,283,008	1	1	1
ANZ GUAM, INC.	339,857	2	2	2
TOTAL	1,622,865			



# **GUAM DOMICILED SAVINGS AND LOAN ASSOCIATION**

FINANCIAL INSTITUTIONS	TOTAL ASSETS	RANKED 2013	RANKED 2012	RANKED 2011
BANKPACIFIC, LTD	\$ 124,304	1	1	1



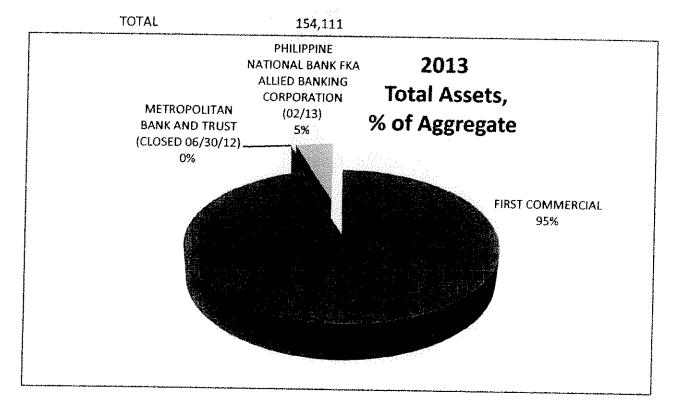
MIAM REGISTATURE

# 2012 OFF-SHORE LENDING FACILITIES IN GUAM

FINANCIAL INSTITUTIONS	TOTAL ASSETS	RANKED 2012	RANKED 2011	RANKED 2010
CITIBANK, N.A.	N/A			
FIRST COMMERCIAL BANK	380	1	1	1
TOTAL	380			

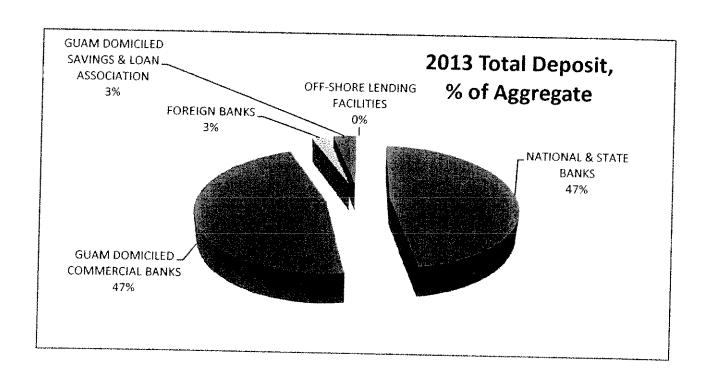
# 2013 FINANCIAL INSTITUTION RANKED BY TOTAL ASSETS TOTAL FOREIGN BANKS

FINANCIAL INSTITUTIONS	TOTAL ASSETS	RANKED 2013	<u>RANKED 2012</u>	RANKED 2011
FIRST COMMERCIAL	146,656	1	1	1
METROPOLITAN BANK AND TRUST (CLOSED 06/30/12)	0		2	2
PHILIPPINE NATIONAL BANK FKA ALLIED BANKING CORPORATION (02/13)	7,455	2	3	3



## FINANCIAL INSTITUTIONS DEPOSITS

FINANCIAL INSTITUTION	TOTAL DEPOSITS 2013	TOTAL DEPOSITS 2012	CHANGES, +/-	CHANGE,%
NATIONAL & STATE BANKS	1,493,273	1,471,716	21,557	1.46%
GUAM DOMICILED COMMERCIAL BANKS	1,472,464	1,373,689	98,775	7.19%
FOREIGN BANKS	78,29S	<b>7</b> 1,765	6,530	9.10%
GUAM DOMICILED SAVINGS & LOAN ASSOCIATION	108,464	98,450	10,014	10.17%
OFF-SHORE LENDING FACILITIES	-	-	-	0.00%
TOTAL	3,152,496	3,015,620	136,876	4.54%

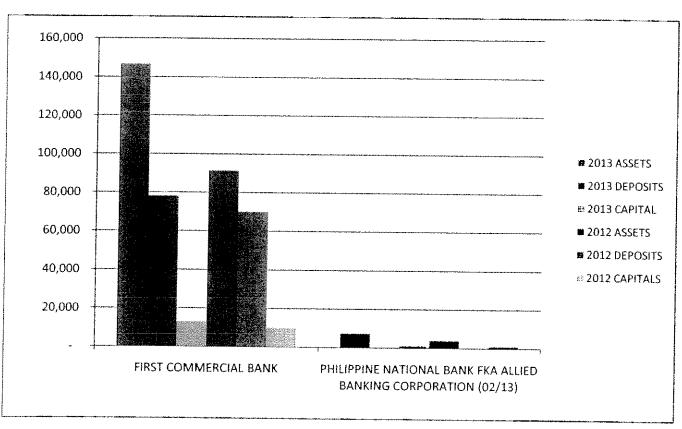


# 2013/2012 TOTAL ASSETS AND TOTAL DEPOSITS NATIONAL, STATE, GUAM DOMICILED COMMERCIAL BANKS & SAVINGS & LOAN ASSOCIATION

FINANCIAL	<u>2013</u>	PER CENT	<u>2012</u>	PER CENT	2013	PER CENT	2012	PER CENT
INSTITUTION	ASSETS	OF TOTAL	ASSETS	OF TOTAL	DEPOSIT	OF TOTAL	DEPOSITS	OF TOTAL
BANK OF GUAM	1,283,008	39.34%	1,139,964	37.37%	1,183,445	38.50%	1,038,339	36.12%
BANK OF HAWAII	455,714	13.97%	412,492	13.52%	455,684	14.82%	412,311	14.34%
FIRST HAWAIIAN BANK	720,817	22.10%	631,717	20.71%	718,666	23.38%	628,508	21.86%
CITIBANK, N.A.	337,281	10.34%	453,631	14.87%	318,923	10.37%	438,668	15.26%
ANZ GUAM, INC.	339,857	10.42%	285,187	9.35%	289,019	9.40%	246,038	8.56%
BANKPACIFIC	124,304	3.81%	109,950	3.60%	108,464	3.53%	94,408	3.28%
FIRST NATIONAL BANK	~	0.00%	17,274	0.57%	-	0.00%	16,620	0.58%
OF NORTHERN CALIFORNIA FKA OCEANIC BANK (CLOSED 06/30/13)								
TOTAL	3,260,981	100%	3,050,215	100%	3,074,201	100%	2,874,892	100.00%
1,400,000 1,200,000 1,000,000 800,000 400,000 200,000	The Character of the Anna Market Character of the Charact	Alan Bank	Bank N.A.	ZIAN, INC.	WE ACHE WATE	Wal Bank	= 2013 A = 2012 A = 2013 C = 2012 C	\SSETS
	LIRS				FIRS			

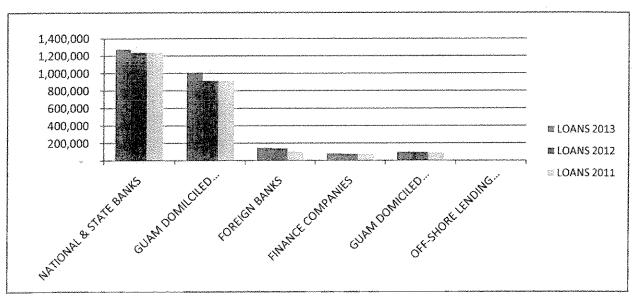
# 2013/2012 TOTAL ASSETS, DEPOSITS AND CAPITAL FOREIGN BANKS

FOREIGN BANK	<u>2013</u> <u>ASSETS</u>	2013 DEPOSITS	<u>2013</u> CAPITAL	<u>2012</u> <u>A5SETS</u>	2012 DEPOSITS	2012 CAPITALS
FIRST COMMERCIAL BANK	146,656	78,295	13,114	91,487	70,191	10,036
PHILIPPINE NATIONAL BANK FKA ALLIED BANKING CORPORATION	\$ 7,455	\$ -	\$ 1,000	\$ 3,996	\$ 1	\$ 1,000
TOTAL	154,111	78,295	14,114	95,483	70,192	11,036



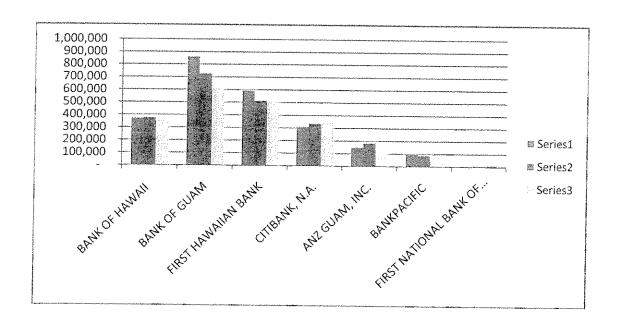
# 2013/2012/2011 LOANS FINANCIAL INSTITUTIONS

			<b>CHANGES</b>				
<u>FINANCIAL</u>			INCREASE/	PER CENT	<u>LOANS</u>		PER CENT
INSTITUTIONS	LOANS 2013	<b>LOANS 2012</b>	(DECREASE)	<u>CHANGE</u>	<u> 2011</u>	<u>CHANGES</u>	<u>CHANGE</u>
NATIONAL & STATE BANKS	1,277,655	1,238,043	39,612	3.20%	1,235,601	2,442	0.20%
GUAM DOMILCILED	4.56	•				******** *******	
COMMERCIAL BANKS	1,010,805	917,081	93,724	10.22%	914,118	2,963	0.32%
FOREIGN BANKS	147,073	141,121	5,952	4.22%	99,360	41,761	42.03%
FINANCE COMPANIES	82,016	77,693	4,323	5.56%	71,291	6,402	8.98%
GUAM DOMICILED SAVINGS & LOAN ASSOCIATION	98,086	97,453	633	0.65%	88,782	8,671	9.77%
OFF-SHORE LENDING FACILITIES	~		re	0.00%	-	~	0.00%
TOTAL	2,615,635	2,471,391	144,244	5.84%	2,409,152	62,239	2.58%



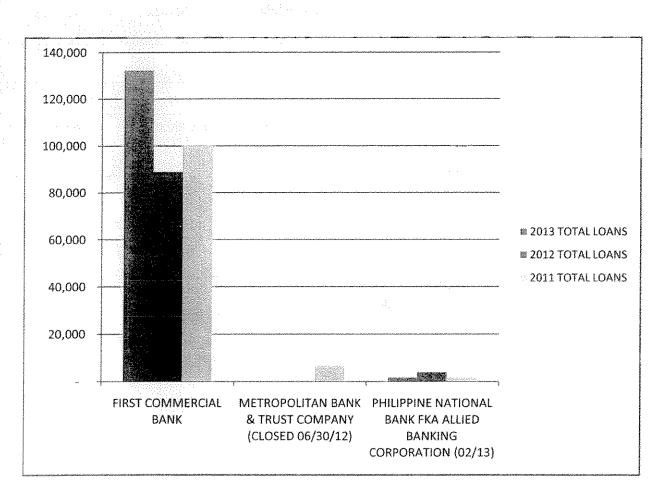
# 2013/2012/2011 NATIONAL, STATE, GUAM DOMICILED COMMERCIAL BANKS & SAVINGS & LOAN ASSOCIATION TOTAL LOANS

FINANCIAL INSTITUTION	2013 TOTAL LOANS	2012 TOTAL LOANS	2011 TOTAL LOANS
BANK OF HAWAII	372,993	376,118	354,946
BANK OF GUAM	860,883	728,198	611,139
FIRST HAWAIIAN BANK	594,298	513,494	506,678
CITIBANK, N.A.	310,364	335,340	343,157
ANZ GUAM, INC.	149,922	183,722	127,365
BANKPACIFIC	98,086	88,782	42,355
FIRST NATIONAL BANK OF NORTHEN CALIFORNIA FKA OCEANIC BANK (CLOSED 06/30/13)	-	10,649	10,040
TOTAL	2,386,546	2,236,303	1,995,680



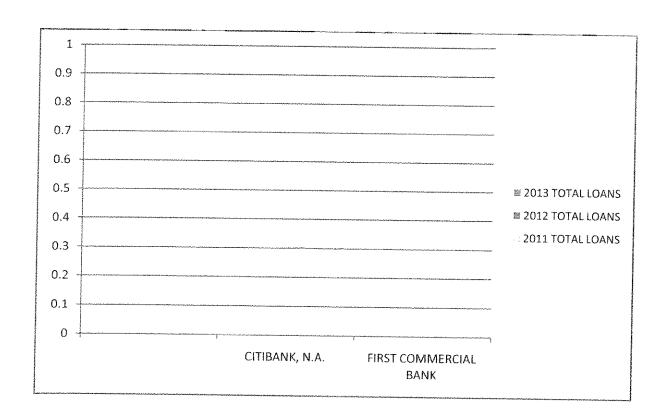
### 2013/2012/2011 FOREIGN BANKS TOTAL LOANS

FINANCIAL INSTITUTION	2013 TOTAL LOANS	2012 TOTAL LOANS	2011 TOTAL LOANS
FIRST COMMERCIAL BANK	132,288	88,999	99,969
METROPOLITAN BANK & TRUST COMPANY (CLOSED 06/30/12)	-	12	6,694
PHILIPPINE NATIONAL BANK FKA ALLIED BANKING CORPORATION (02/13)	1 *7.6.2	4.025	1 013
TOTAL	1,763 134,051	4,035 93,046	1,813 108,476



# 2013/2012/2011 OFF-SHORE LENDING FACILITIES IN GUAM RANKED BY TOTAL LOANS

FINANCIAL INSTITUTION	2013 TOTAL LOANS	2012 TOTAL LOANS	2011 TOTAL LOANS	•
CITIBANK, N.A.	-	•	-	
FIRST COMMERCIAL BANK	<u>.</u>		<u>-</u>	
TOTAL				



### REVENUE PRODUCING SERVICES

### NATIONAL, STATE & TERRITORIAL BANKS

FINANCIAL INSTITUTION	CITIBANK,N.A. (NATIONAL BANK)	BANK OF HAWAII (STATE BANK)	FIRST HAWAIIAN BANK(STATE BANK)	BANK OF GUAM (TERRITORIAL	ANZ GUAM, INC.
TRAVELERS CHECKS	V	~	<b>Y</b>	<b>V</b>	<b>V</b>
MONEY ORDER	<b>V</b>		<b>V</b>		<b>Y</b>
CREDIT CARDS		<b>V</b>	<u> </u>	<b>V</b>	<b>V</b>
CREDIT LIFE INSURANCE	<b>V</b>	<b>V</b>	<b>∀</b>	V	<b>V</b>
MORTGAGE ORIGINATION	V	<b>V</b>	<b>V</b>	<b>V</b>	<b>V</b>
SHARED ATM NETWORK	<b>V</b>	<b>V</b>	V	Y	
SECURITIES BROKERAGE	<b>V</b>		V		
PERMANENT MORTGAGE		<b>V</b>	<b>V</b>	V	V
MORTGAGE BROKERAGE				<b>V</b>	
TRUST SERVICES		V	~	~	
MORTGAGE SERVICING	<b>V</b>	~	<b>V</b>	<b>V</b>	
CHECK GUARANTEE	V	<b>Y</b>			V
WIRE TRANSFER	<b>V</b>	V	<b>V</b>	<b>V</b>	V
COLLECTIONS	~	V	V	V	V

### REVENUE PRODUCING SERVICES

### NATIONAL, STATE & TERRITORIAL BANKS

FINANCIAL	CITIBANK,N.A.	BANK OF HAWAII	FIRST HAWAIIAN	BANK OF GUAM	<del></del>
INSTITUTION	(NATIONAL BANK)	(STATE BANK)	BANK(STATE BANK)	(TERRITORIAL	ANZ GUAM, INC
GENERAL		<b>4</b>		115,1101511111	
INSURANCE					
REMITTANCE	Safe .		. 4		_
BANKING	······································	<b>Y</b>	<b>V</b>	<b>~</b>	✓
BUSINESS PERSONAL		<b>✓</b>	. 4		
PROPERTY LEASING		<b>V</b>	<u> </u>		<b>V</b>
LETTERS OF CREDIT	<b>V</b>	<b>~</b>	<b>V</b>	V	V
NIGHT DEPOSITORY	<b>~</b>	V	V	<b>V</b>	V
SAFE DEPOSIT BOXES	<b>V</b>	~	V	<b>V</b>	
MERCHANT BANKCARD SERVICE	<b>V</b>	V	V	<i>V</i>	J
IMPORT COLLECTION	V	V	<b>V</b>	<b>V</b>	<u> </u>
FOREIGN EXCHANGE	<b>V</b>	<b>V</b>	<b>V</b>	V	V
EXPORT BILL		4			
NEGOTIATIONS		<b>~</b>	<b>V</b>	<b>W</b>	$\checkmark$
FAX SERVICE	<b>V</b>	<b>V</b>	<b>V</b>	<b>V</b>	V
NOTARY SERVICE	~	<b>V</b>	~	<b>V</b>	<b>V</b>
AUTOMATED	J	<b>.</b>			4
BANKING SERVICE	···········	W	<b>V</b>	<b>V</b>	<b>V</b>

#### REVENUE PRODUCING SERVICES

### FOREIGN BANKS

FINANCIAL INSTITUTION	PHILIPPINE NATIONAL BANK FKA ALLIED BANKING CORPORATION (02/13)	FIRST COMMERCIAL BANK
TRAVELERS CHECKS		
MONEY ORDER		
CREDIT CARDS		
CREDIT LIFE INSURANCE BROKERAGE		
MORTGAGE ORIGINATION		V
SHARED ATM NETWORK		
SECURITIES BROKERAGE		
PERMANENT MORTGAGE LENDING		
MORTGAGE BROKERAGE		
TRUST SERVICES		
MORTGAGE SERVICING		
WIRE TRANSFER	<b>V</b>	<b>V</b>
COLLECTIONS		;

# REVENUE PRODUCING SERVICES

### FOREIGN BANKS

FINANCIAL INSTITUTION	PHILIPPINE NATIONAL BANK FKA ALLIED BANKING CORPORATION (02/13)	FIRST COMMERCIAL BANK
GENERAL INSURANCE BROKERAGE		
REMITTANCE BANKING		<b>V</b>
BUSINESS PERSONAL PROPERTY LEASING		
LETTERS OF CREDIT		V
NIGHT DEPOSITORY		
SAFE DEPOSIT BOXES		
MERCHANT BANKCARD SERVICE		
IMPORT COLLECTION	V	<b>V</b>
FOREIGN EXCHANGE		
EXPORT BILL NEGOTIATIONS	V	
FAX SERVICE		
NOTARY SERVICE		
AUTOMATED BANKING SERVICE		VIII.

