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2008 ANNUAL REPORT



# *Latin American Agribusiness Development Corp. S.A.*

*LAAD is a private investment and development company.*

*Its shareholders are 12 leading agribusiness and financial corporations.*

*LAAD finances and develops private agribusiness projects in Latin America and the Caribbean involving all phases of production, processing, storage, services, technology and marketing in the fields of agriculture, livestock, forestry and fishing.*



## **LAAD Financial Highlights Consolidated Data October 31,**

	2008	2007	2006	2005	2004
<b>FOR THE YEAR</b>					
Operating Income ('000)	<b>\$8,684</b>	\$8,049	\$8,087	\$7,703	\$6,826
Net Income ('000)	<b>\$7,203</b>	\$6,474	\$6,931	\$6,931	\$6,026
Basic Earnings per Share of Common Stock*	<b>\$15,007</b>	\$13,487	\$14,440	\$13,549	\$12,554
<b>FINANCIAL RATIOS</b>					
Return on Average Net Worth	<b>10.0%</b>	9.5%	10.9%	11.2%	11.5%
Return on Average Total Assets	<b>2.8%</b>	2.9%	3.2%	3.3%	3.6%
Total Debt to Net Worth	<b>2.8:1</b>	2.3:1	2.1:1	2.5:1	2.2:1
Operating Expenses to Gross Profit**	<b>50.9%</b>	49.1%	46.3%	44.8%	44.9%
Operating Expenses to Average Total Assets	<b>3.5%</b>	3.5%	3.3%	3.1%	3.6%
Reserve to Portfolio	<b>3.5%</b>	4.0%	4.4%	4.7%	5.6%
<b>AT YEAR END</b>					
Agribusiness Loans ('000)	<b>\$265,145</b>	\$219,248	\$193,036	\$184,836	\$154,441
Assets ('000)	<b>\$288,029</b>	\$232,229	\$210,466	\$218,289	\$178,615
Net Worth ('000)	<b>\$74,236</b>	\$70,256	\$66,310	\$61,211	\$55,024

\*Based on the weighted average number of shares of Common Stock outstanding during the year

\*\*Gross Profit = Total Income - Interest Expense

## *Letter* TO SHAREHOLDERS

*We are pleased to report another very positive year for your Company. We achieved record operational and financial results despite having to confront the most unpredictable and turbulent global financial and economic crisis in living memory. Our loan disbursements increased to nearly US\$100 million and our net earnings surpassed US\$7 million, both record amounts.*

Our strong operational performance was helped by continued strength in global agricultural prices. As expected, agricultural commodity prices remained firm for the first three quarters of the year, but began to weaken in the fourth quarter of 2008. High volatility makes it difficult to predict prices in the coming year, but they are generally expected to remain at historically high levels. Prices for the many horticultural products financed by LAAD continue to fluctuate in response to short-term changes in the supply and demand for perishable crops.

Although the current financial and economic crisis did not originate in Latin America, it has clearly spread across Latin America. Our region has turned in six years of strong growth fueled by sustained world demand and rising prices for agricultural crops and natural resources. However, everyone anticipates a more challenging economic environment in 2009. Economic growth rates are expected to fall markedly in the coming year for the region as a whole and may go into negative territory in a number of countries. Fortunately, external debt levels of many Latin American countries have generally been kept

within manageable levels and a number of countries have accumulated substantial international reserves.

We are cautiously more optimistic about the near-term prospects of Latin America's agricultural export sector and expect that it will perform better than most other economic activities in the region.

This year, LAAD encountered a strong demand for term financing from its clients, many of whom began to encounter difficulties obtaining funding from their traditional sources. This demand caused our agribusiness portfolio to grow at a record pace of 21% close to US\$270\* million by the end of the year. We expect international liquidity to tighten in 2009 leading to even stronger demand for our services from the region. In anticipation of this growing demand, we have decided to give first priority to our existing clients to help see them through to better times. While recognizing the severity of the current situation, LAAD fully intends to sustain its mission of supporting Latin American agribusiness entrepreneurs as it has in previous crises. The amount of funding available for new clients in 2009 will depend on



*El Rocío and Avo Peru S.A.C. are companies that belong to the Quevedo business group. They are located in the Trujillo Valley, 650 kilometers north of Lima, Peru. This project was the first co-financing achieved between LAAD S.A. and Rabobank to develop 300 hectares of avocado.*

\* Including real estate owned and equity investments.



*Fondo de los Ajos: Cattle ranch for beef export*

*located in Rocha, in the eastern part of Uruguay.*

the price at which LAAD is able to borrow. In today's turbulent markets, we are finding it increasingly difficult to borrow from commercial banks willing to provide loans at terms acceptable to LAAD. Consequently, we are shifting our funding strategy to various Development Financial Institutions.

Continuing our strategy of the past three decades, we lent mainly to farms serving the global export markets. We financed a total of 152 projects in 13 Latin American countries during the year. We expect that these businesses will generate an unusually high economic impact by creating over 16,000 new, mostly rural, jobs and generating over US\$120 million in additional foreign exchange earnings.

Among the more innovative projects this year, we would like to highlight a US\$3 million loan to finance Uruguay's first plant to produce milk whey powder, a key ingredient in food products such as infant formulas, bakery items, ice creams, and yogurts. The new plant will process liquid whey, a byproduct from a local cheese producer and casein processing facility. The disposal of liquid whey had previously been regarded as environmentally unacceptable. The company will export to world markets and also sell locally.

We made a US\$600,000 loan to a Peruvian producer of wax flowers. This novel company produces a line of different colored desert flowers from shrubs belonging to the myrtle family. The flowers are exported to the United States and Europe. Our money was used to rebuild a packing plant damaged in a strong earthquake in 2007 and for working capital to sustain continued growth. This company also packs and exports static, hydrangea and other flowers from neighboring independent growers.

Faced with unprecedented challenges brought on by the global financial crisis, it is essential that LAAD maintain its traditionally strong financial ratios. The recent surge in demand for term financing created a record level of disbursements. Consequently, our

debt/equity ratio rose by over 20% during the year to 2.8:1, the highest level in LAAD's history. Although high in terms of our 40-year history, this ratio is still considered low given our positive current ratio, strong cash flow and low level of write-offs. During the year, our non-performing assets as a percentage of the agribusiness portfolio fell by 9% to a level below the average of the past two decades. Our write-offs this year amounted to a little over one half of one percent of the portfolio, a level even lower than our historical average of 0.6% annual write-off.

We do not want to underestimate the challenges LAAD will face in the coming year, but we ended this year on a note of record high revenue and record net earnings, with fewer problem loans than the previous year. This allows us to look ahead from a position of strength.

We would once again like to extend our sincere appreciation to our many clients for giving us the opportunity to work with them. We congratulate them on their many successes at expanding their business, even in challenging times. LAAD wants to assure them that we intend to continue supporting them through the difficult times to come. We also want to thank our Directors for their time, support and guidance in good times and bad. In particular, we want to recognize LAAD's management and staff for their outstanding performance, loyalty and hard work. We will need help from all of our key players as we navigate the uncharted waters of this generation's unprecedented financial crisis.



Benjamin Fernandez  
President



Colleen K. Nissl  
Chairperson





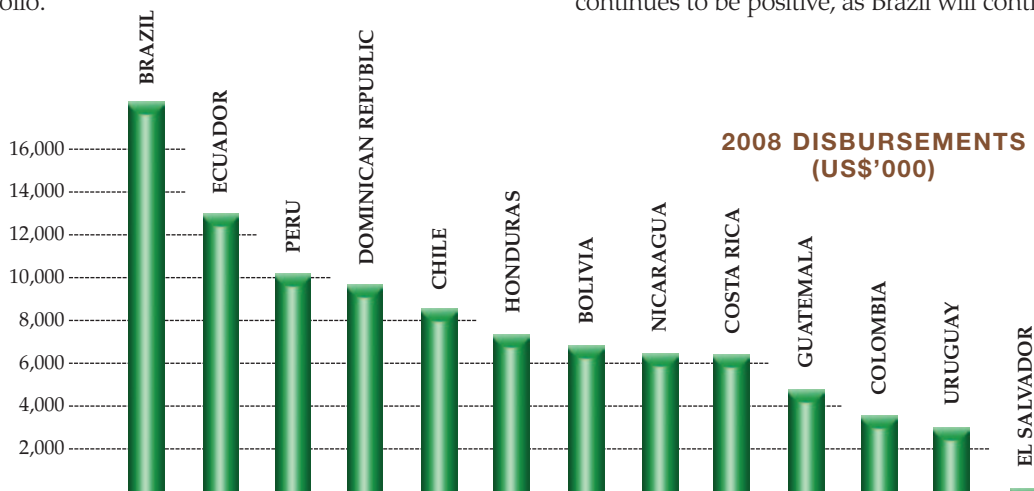
*La Portada S.A.C. is a company that belongs to the Masias-Málaga family group. This project is located in the Ica Valley (350 kilometers south of Lima, Peru), which has an excellent climate for table grape production, allowing an earlier harvest.*

## *Agribusiness* OPERATIONS

*LAAD obtained record operational results for the fiscal year ending October 31, 2008. The Company disbursed a record US\$98.7 million to 152 projects in 15 countries, exceeding last year's disbursement results by 14.7%. The agribusiness portfolio stood at US\$269.6 million at the end of fiscal year 2008. LAAD expanded its portfolio by 21% as compared with 2007, thanks to record-setting disbursements. The projects financed by LAAD in 2008 created a total of 16,200 new jobs and should generate an additional US\$120 million per year in foreign exchange for the region.*

LAAD's greatest portfolio growth in absolute terms occurred in South America, which rose by 25.4% in 2008 to a total of US\$168.8 million. At year's end, the South American portfolio accounted for 62.2% of LAAD's total portfolio. In Central America the portfolio increased by 23.8% to US\$71.8 million. Central America represents 26.4% of the total portfolio. The Company maintained its level of operations in the Caribbean region at US\$30.9 million, remaining basically the same as in 2006 and 2007, and contributing 11.4% to the 2008 total portfolio.

In Brazil, LAAD disbursed a record of US\$17.5 million to 14 projects related to soybean, cotton, cattle, corn, seed, and table grapes, located in the states of Goiás, Mato Grosso and Pernambuco. As a result, our Brazilian portfolio increased by 45% to US\$45.2 million and, for the first time, became the largest single market. These projects should generate over 1,300 new full-time positions, 920 part-time positions, and US\$32 million in additional exports. Despite the current global uncertainty in the markets, LAAD's outlook for the next fiscal year continues to be positive, as Brazil will continue to be one



of the natural food suppliers for the world market. LAAD will continue its diversification program by emphasizing products such as natural rubber and sugarcane.

In March 2008, our country manager in Uruguay, Mr. Sergio Prosper, regrettably passed away. Sergio was an experienced, well-educated and humble professional man. We will always miss him. In May, the Company hired a young professional to take charge of the office in Uruguay. During 2008, LAAD disbursed US\$3.3 million to five projects, mainly related to the dairy and cattle business, creating 32 full-time and 150 part-time jobs. These projects should generate additional exports of around US\$5 million per year. During the year the only existing non-accrual loan was positively resolved, ending the year with a very healthy portfolio. For 2009, LAAD sees good business opportunities in projects related to beef, leather, rice, grain, citrus, and dairy operations.

projects. These projects should generate close to US\$7.05 million in hard currency and create 24 permanent job positions as well as 12 part-time jobs. Next year, the Company sees new opportunities in organic bananas, flowers, plantains, palm oil, and wood processing, making this country a key market for LAAD.

LAAD's position in Venezuela remains unchanged with respect to the previous year, with a total exposure of US\$3.6 million after write-offs. However, during 2009 LAAD expects to conclude negotiations to collect three loans that should reduce our exposure in that country.

In Central America, as has been in the past, the large flow of migrant remittances continued to encourage stronger competition from local financial institutions at below-market rates. LAAD still managed to compete, however, and disbursed US\$26 million to 47 projects in the region. Honduras, Nicaragua and Costa Rica

  
**INVONALDO  
GOMES  
DA SILVA**



*Invonaldo Gomes da Silva, located in Petrolina, Pernambuco State, Brazil (São Francisco Valley).  
This project produces table grapes and organic bananas for export.*

In Chile, LAAD disbursed US\$8.4 million to 15 projects involved in the production of table grapes, apples, berries, pears, and kiwis. These projects should generate additional exports of US\$3 million per year and create 102 new full-time jobs and 600 new part-time employment positions. Despite the fact that the Chilean Office was unable to reach its disbursement goal for the fiscal year, the portfolio increased by 34% as the historical high prepayments usually experienced did not occur this past year. The Company will continue supporting both traditional and non-traditional products to increase and diversify its portfolio.

In Colombia, the revaluation of the peso against the U.S. dollar negatively affected our growth in that country, as several approved loans were not disbursed. Despite this setback, LAAD disbursed US\$3.8 million to a fresh-cut flower project and two organic banana

contributed the most to this major growth. These projects will generate an average of US\$39 million per year in foreign exchange during the upcoming years, as well as generate over 1,453 new full-time jobs and 8,934 part-time positions.

LAAD had a slow start in Costa Rica yet improved in the last two quarters of the fiscal year, disbursing US\$6.5 million to nine projects involving banana, ornamental plants, coffee, pineapple, flowers, and fern production. These projects should create approximately 3,860 permanent positions and 284 part-time jobs, and also generate over US\$6.2 million per year in foreign currency. The Company continues with its strategy to develop a very diversified and healthy loan portfolio in Costa Rica. For fiscal year 2009, LAAD will focus on increasing its portfolio in this market by financing tropical flowers, specialty coffee, pineapples, and bananas.





*Fernando Martinez's project, Finca Florana, is located in Tabacundo, Pichincha. He produces roses for the export market. Seventy percent of his production is organic.*

In Nicaragua, a record level of disbursements was achieved; US\$6.6 million was disbursed to nine projects. Despite political uncertainties and an economic slowdown, LAAD continued to build its portfolio in 2008, diversifying from the successful supervised peanut crop financing program with selected growers established there by LAAD in previous years. In addition to peanuts, this past year LAAD financed new projects in the coffee and cattle industries; farming activities that are enjoying good times in the country. The Company decided to have a permanent presence in the country and opened an office at the beginning of the year. An experienced young executive was transferred to Nicaragua to manage the new office and extend its business network and opportunities. The projects financed by LAAD in 2008 created close to 5,167 new full-time jobs and will bring in over US\$6.4 million per year in foreign currency. For next year a very promising pipeline has already been developed in different industries such as peanuts, coffee, cattle, plantains, and rice.

Honduras contributed with the major disbursement growth in the region. LAAD disbursed US\$7.4 million to five projects involved in sugarcane, grapefruit, coffee, and dairy production. These projects should generate over US\$1.43 million in foreign exchange per year and create over 127 full-time and 1,043 part-time jobs during the high season.



**SOCIEDAD AGRÍCOLA  
Y GANADERA  
PAROT Y BARROS**



*Sociedad Agrícola y Ganadera Parot y Barros, located in San Clemente, Talca, Chile. This project produces apples, kiwis and cherries.*

LAAD managed to solve and collect the entire amount of US\$284,000 from a long-standing non-performing asset involved in grapefruit production. For the 2009 fiscal year, LAAD sees some financing opportunities in the shrimp, wood, and vegetable industries, and will also concentrate efforts on solving some major existing portfolio problems.

In Guatemala, LAAD faced growing competition from local financial institutions, as has happened sometimes before. Management emphasized diversifying the Company's lending operations and also focused on improving the quality of the portfolio with very good results. The Company disbursed over US\$4.8 million to 12 projects involved in leather leaf fern, ornamental plants, gourmet coffee, mangoes, and mini vegetables projects, generating over 278 permanent positions and 1,043 part-time jobs, as well as US\$3.8 million in hard currency per year. LAAD successfully sold a foreclosed coffee farm to a local government institution, thus reducing its non-performing assets in the country. Management considers Guatemala a significant player in the specialty coffee business over the long-term and LAAD will continue to support quality growers in this important sector of Guatemala's export-oriented economy.

In El Salvador, where LAAD has traditionally maintained a small portfolio, the Company disbursed two loans for a

total of US\$650,000, to a tilapia export venture and a leather leaf project, creating 12 full-time jobs and generating over US\$1 million in foreign exchange per year.

The Dominican Republic remained a good market for LAAD, with disbursements close to US\$9.8 million to 24 projects involved in organic bananas, cocoa, avocados, mangoes, plantains, pigeon peas, and bell peppers. These projects should generate nearly US\$18 million in hard currency per year. In addition, they will create 215 new permanent and 29 part-time jobs. The country continues to secure its place as an important player in the organic banana business and LAAD has an important role in this growth. The Company maintains a favorable outlook for the Dominican Republic in

LAAD took advantage of a very favorable business environment in Peru and grew its portfolio significantly in the country. The Company disbursed 18 loans for a total of US\$10.1 million to projects involved in asparagus, avocado, citrus, egg, marigold, olive, paprika, table grapes, and wax flower production. As a result of these operations, LAAD's portfolio in Peru increased to US\$16.7 million. These new operations created over 244 new full-time jobs in the country, as well as 1,025 part-time jobs. In addition, LAAD-funded projects helped its clients generate over US\$18.1 million in foreign currency. LAAD continues to have a positive outlook for Peru and intends to expand our portfolio in that country during 2009. For this reason, we have hired a country manager with over 15 years experience in banking in Peru and have established a fully-staffed office in Lima.



**FINCA PYNGANFLOR**



**SAN JOSÉ  
DE LAS MINAS  
ECUADOR**

*Finca Pynganflor, located in San José de Minas, Pichincha.  
This project is one of the most important gypsophila flower producers in Ecuador.*

2009 and expects that its new free trade agreement with the United States will lead to new agricultural investments.

Ecuador continued to be an important market for LAAD. The Company maintained an excellent disbursement level throughout the year, disbursing a total of US\$13.2 million to 26 projects involved in the production of bananas, flowers, plant plugs, and nursery plants. These projects will generate US\$19.6 million in additional exports per year and will create 1,105 new full-time jobs and 100 part-time jobs. LAAD's portfolio in Ecuador reached US\$35 million at the end of the year, and despite some uncertainty on the political front, the Company intends to continue supporting solid projects, primarily those involved in crops such as roses, bananas, cut flowers, and tropical fruits.

We feel the strengthening of LAAD's presence in Peru will enable the Company to continue increasing our portfolio there in a solid and sustainable manner.

As expected, the political turmoil in Bolivia warranted a more conservative position for LAAD's operations in that country. In spite of this, LAAD continued providing support to existing clients where the risks were considered minor. The Company disbursed a total of US\$6.6 million to 21 projects involved in soybean, rice, sugarcane, and cattle production. These projects are projected to increase the country's exports by US\$5 million and create 164 new full-time and 15 part-time job positions. For 2009, LAAD intends to further restrict its Bolivian operations, limiting our financing activities primarily to already-committed revolving lines.

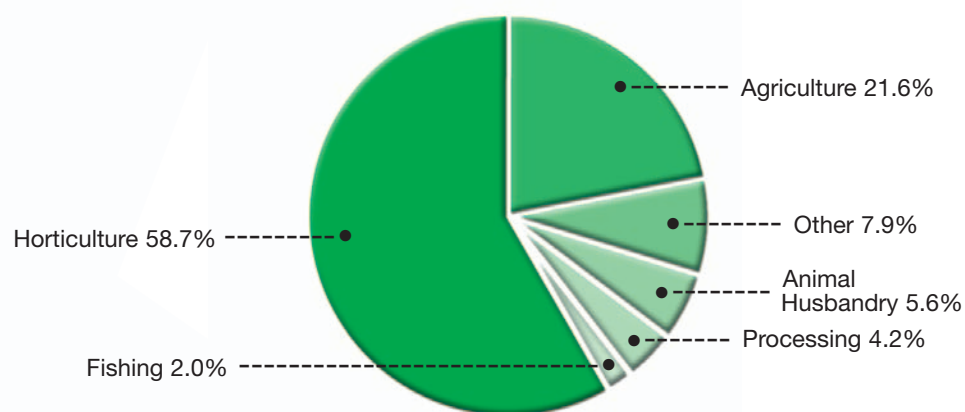


# Agribusiness Portfolio by Industry

US\$'000

Purpose of Loan	No. of Projects	Disbursed	Present Holding	Percentage of Holding
Fruits and Vegetables	795	287,908	117,289	43.7
Grains	353	132,619	42,004	15.7
Cut Flowers	314	118,107	40,360	15.0
Agriculture	158	49,471	16,012	5.9
Cattle	157	45,819	15,215	5.6
Food Processing	276	111,338	11,285	4.2
Miscellaneous	100	29,156	7,034	2.6
Wood Products	86	25,402	5,715	2.1
Dairy	20	7,700	5,628	2.1
Fishing	77	29,395	5,315	2.0
Agro-technology	8	2,899	935	0.4
Vegetable Oils	34	14,722	765	0.3
Hogs & Poultry	47	19,094	709	0.3
Farm Equipment	23	7,581	170	0.1
Marketing Services	31	5,502	0	0.0
<b>TOTAL</b>	<b>2,479</b>	<b>886,713</b>	<b>268,436</b>	<b>100.0</b>

Industrial Distribution  
US\$'000,000

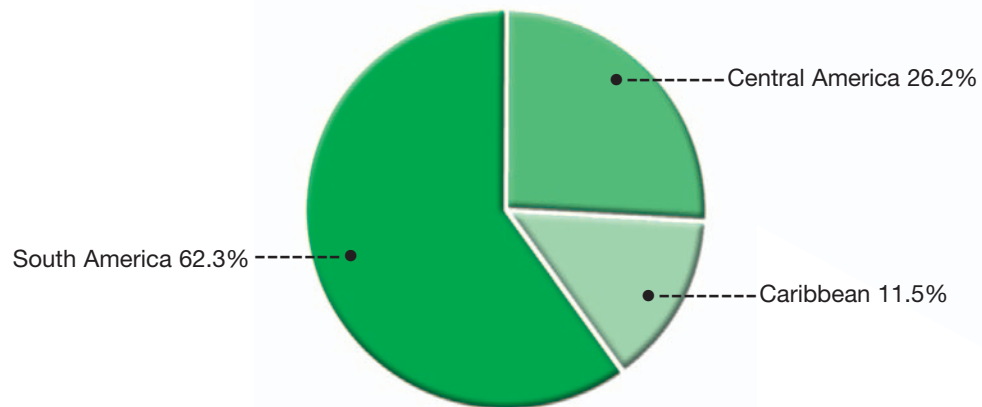


# Agribusiness Portfolio by Country

US\$'000

Country	No. of Projects	Disbursed	Present Holding	Percentage of Holding
Brazil	50	52,410	45,224	16.9
Ecuador	198	97,472	34,797	13.0
Dominican Republic	328	90,415	30,950	11.5
Chile	203	69,371	28,625	10.7
Honduras	191	75,781	19,936	7.4
Costa Rica	229	76,096	19,898	7.4
Bolivia	322	87,104	17,158	6.4
Guatemala	342	100,753	17,020	6.3
Peru	93	50,988	16,680	6.2
Uruguay	33	19,196	11,656	4.4
Colombia	40	22,410	8,993	3.4
Nicaragua	126	59,534	7,599	2.8
Venezuela	34	13,648	3,601	1.3
Belize	61	22,978	3,306	1.2
El Salvador	63	16,683	2,993	1.1
Others	166	31,874	0	0.0
<b>TOTAL</b>	<b>2,479</b>	<b>886,713</b>	<b>268,436</b>	<b>100.0</b>

## Geographic Distribution



# Financial RESULTS

*The Company reported a net income of US\$7.2 million for the fiscal year ending October 31, 2008—11.3% above last year. Return on average equity and earnings per share were 10% and US\$15,006.66, respectively. The return on average total assets decreased slightly to 2.8% from 2.9% last year.*

  
**SAMUEL  
CORREA**



ROMERAL  
CHILE



*Samuel Correa's farm produces cherries, kiwis and raspberries. It is located in Romeral, Curicó, Chile.*



**PAULO FRANZ FARM**



LUCAS DO  
RIO VERDE  
BRAZIL



*Paulo Franz's farm is located in Lucas do Rio Verde, Mato Grosso, Brazil. This project has a diversified project mix, including cattle, swine, chicken, soybeans, corn, sorghum and cotton.*

Interest income from agribusiness loans was up by 12.3% to US\$25.9 million. During the year, the Company disbursed a record US\$98.7 million in loans, which helped push the agribusiness loan portfolio up by 20.9% to US\$265.1 million. Interest expense of US\$10.2 million was 5.4% higher due to an increase in the average outstanding debt during the year to fund portfolio growth, partially offset by declining LIBOR rates.

Salaries, General & Administration expenses increased by 15.8% for the year to US\$9 million, mainly due to higher personnel costs, and consulting fees associated with the implementation of SAP software. Operating expenses represented 34.6% of total interest income in 2008 and 33.4% in 2007.

Total assets at fiscal year-end October 31, 2008, net of loan loss reserves, reached US\$288 million—25% higher than the previous year, mainly due to the growth of the agribusiness loan portfolio. Non-performing loans of US\$9.9 million represented 3.7% of loan portfolio, slightly up from 3.4% of loan portfolio last year. During the year, the Company wrote off US\$1.6 million against 23 clients in eight countries, or 0.6% of the total portfolio including OREOs, and slightly higher than the equivalent 0.5% of total portfolio written off last year. Reserve for possible losses was equivalent to 3.5% of the agribusiness loan portfolio.

Early in the year, the Company drew down the remaining US\$16 million unused portion of the US\$100 million syndicated bank loan and procured additional loans in the amount of US\$35 million which were used to fund the agribusiness portfolio growth in fiscal year 2008. As compared to last year-end, total consolidated debt grew by US\$51.8 million to US\$209.3 million, as mentioned above, resulting in higher leverage, as evidenced by the rise in the debt-to-equity ratio from 2.3:1 to 2.8:1. In spite of the increase in leverage, LAAD's capital structure remains conservative.

The Company paid cash dividends on common stock of US\$1.6 million, or US\$3,372.00 per share, representing 25% of fiscal year 2007 net earnings.

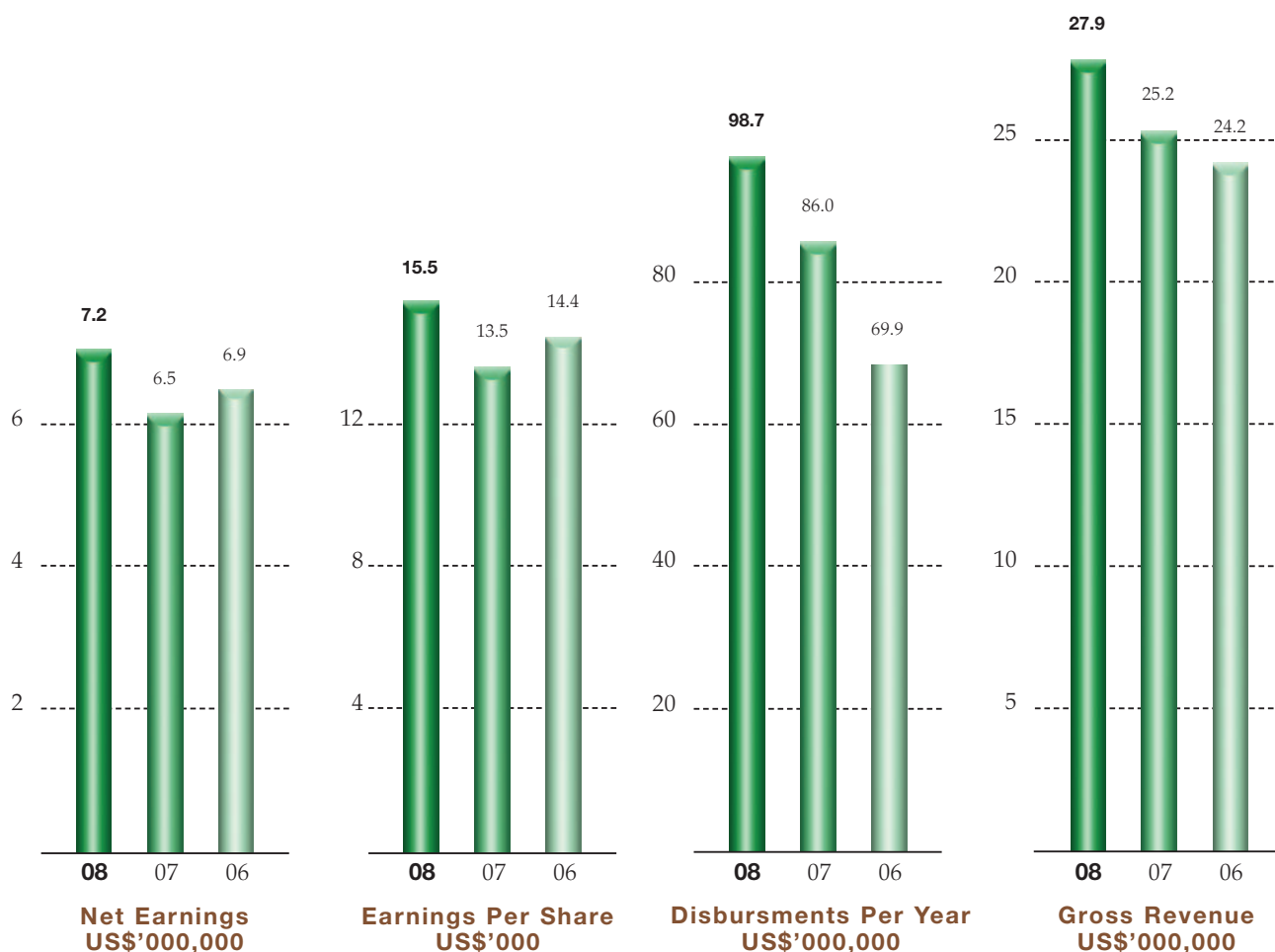




INVERSIONES INTERNACIONALES



*Inversiones Internacionales, S.A. (Intersa) is a Nicaraguan company dedicated to the production of coffee. The company owns three farms totaling 1,300 hectares. This is a picture of the plantations on the Santa Clara farm, located in Jinotega, approximately 250 kilometers northeast of Managua. The small picture is of an elementary school on the Buenos Aires farm, located in Jinotega. The school has over 90 children attending from pre-kindergarten through 6th grade. All expenses are covered by Intersa.*



## Consolidated Balance Sheets

Latin American Agribusiness Development Corporation S.A. and subsidiaries

	October 31,	
	2008	2007
<b>Assets</b>		
Cash and cash equivalents	\$ 17,675,724	\$ 6,767,252
Investment securities, held-to-maturity, at amortized cost	1,281,882	1,006,281
	<u>18,957,606</u>	<u>7,773,533</u>
Loans, including \$45,882,000 and \$44,964,000 maturing within one year in 2008 and 2007, respectively	265,145,338	219,248,449
Less: Allowance for loan losses	(9,442,868)	(9,375,789)
Net loans	<u>255,702,470</u>	<u>209,872,660</u>
Accrued interest receivable	6,965,244	6,819,888
Interest rate swap agreements	—	339,792
Fixed assets, net	1,391,514	750,975
Other assets	5,012,257	4,800,789
	<u>13,369,015</u>	<u>12,711,444</u>
	<u>\$ 288,029,091</u>	<u>\$ 230,357,637</u>
<b>Liabilities and Stockholders' Equity</b>		
Accrued interest payable and other liabilities	\$ 2,709,530	\$ 2,463,444
Interest rate swap agreements	1,819,919	279,955
Borrowings	209,263,222	157,473,978
Total liabilities	<u>213,792,671</u>	<u>160,217,377</u>
Commitments (Notes 6 and 10)		
Stockholders' equity		
Common stock, \$5,000 par value, 2,000 shares authorized, 640 shares issued, 480 shares outstanding	3,200,000	3,200,000
Treasury stock, 160 shares, at cost	(2,422,496)	(2,422,496)
Capital in excess of par value	39,382	39,382
Retained earnings	74,963,752	69,378,987
Accumulated other comprehensive loss	(1,544,218)	(55,613)
Total stockholders' equity	<u>74,236,420</u>	<u>70,140,260</u>
	<u>\$ 288,029,091</u>	<u>\$ 230,357,637</u>

The accompanying notes are an integral part of these consolidated financial statements.

## Consolidated Statements of Operations

Latin American Agribusiness Development Corporation S.A. and subsidiaries

	For the years ended October 31,	
	2008	2007
<b>Interest income</b>		
Loans	\$ 25,923,198	\$ 23,077,014
Investment securities and deposits	89,200	200,977
Total interest income	26,012,398	23,277,991
<b>Interest expense</b>	10,220,627	9,695,331
Net interest income	15,791,771	13,582,660
<b>Provision for loan losses</b>	1,481,000	1,575,296
Net interest income after provision for loan losses	14,310,771	12,007,364
<b>Other income (expenses)</b>		
Other income	1,850,875	1,901,706
Gain on sale of assets	37,366	331,245
Salaries and employee benefits	(4,614,596)	(4,016,678)
General and administrative	(4,381,219)	(3,749,911)
Total other income (expense)	(7,107,574)	(5,533,638)
<b>Net income</b>	\$ 7,203,197	\$ 6,473,726
Basic and fully diluted earnings per share	\$ 15,006.66	\$ 13,486.93

The accompanying notes are an integral part of these consolidated financial statements.



## Consolidated Statements of Comprehensive Income

Latin American Agribusiness Development Corporation S.A. and subsidiaries

	For the years ended October 31,	
	2008	2007
<b>Net income</b>	<b>\$ 7,203,197</b>	<b>\$ 6,473,726</b>
Net change in fair value of derivative instruments	<b>(1,488,605)</b>	<b>(804,125)</b>
<b>Comprehensive income</b>	<b>\$ 5,714,592</b>	<b>\$ 5,669,601</b>

## Consolidated Statements of Stockholders' Equity

Latin American Agribusiness Development Corporation S.A. and subsidiaries

	Common Stock		Treasury Stock		Capital in	Retained	Accumulated	Total
	Shares	Amount	Shares	Amount	Excess of	Earnings	Other	Stockholders'
					Par Value		Comprehensive	Equity
							Income (Loss)	
Balance, October 31, 2006	640	\$ 3,200,000	160	\$ (2,422,496)	\$ 39,382	\$ 64,638,542	\$ 748,512	\$ 66,203,940
Dividend	—	—	—	—	—	(1,733,281)	—	(1,733,281)
Net income	—	—	—	—	—	6,473,726	—	6,473,726
Net change in fair value of derivative instruments	—	—	—	—	—	—	(804,125)	(804,125)
Balance, October 31, 2007	640	3,200,000	160	(2,422,496)	39,382	69,378,987	(55,613)	70,140,260
Dividends	—	—	—	—	—	(1,618,432)	—	(1,618,432)
Net income	—	—	—	—	—	7,203,197	—	7,203,197
Net change in fair value of derivative instruments	—	—	—	—	—	—	(1,488,605)	(1,488,605)
Balance, October 31, 2008	<b>640</b>	<b>\$3,200,000</b>	<b>160</b>	<b>\$ (2,422,496)</b>	<b>\$ 39,382</b>	<b>\$ 74,963,752</b>	<b>\$ 1,544,218</b>	<b>\$ 74,236,420</b>

The accompanying notes are an integral part of these consolidated financial statements.

## Consolidated Statements of Cash Flows

Latin American Agribusiness Development Corporation S.A. and subsidiaries

	For the years ended October 31,	
	2008	2007
<b>Cash flows from operating activities</b>		
Net income	\$ 7,203,197	\$ 6,473,726
Adjustments to reconcile net income to net cash provided by operating activities		
Provision for loan losses	1,481,000	1,575,296
Amortization of debt discounts	623,774	728,082
Change in fair value of derivatives recognized in earnings	391,151	(8,980)
Depreciation	388,824	298,788
Impairment on real estate owned	90,000	141,583
Gain on sale of assets	(37,366)	(331,245)
Net amortization on investment securities	4,015	1,101
Changes in assets and liabilities:		
Accrued interest receivable	(145,356)	(938,013)
Other assets	(332,293)	(216,900)
Accrued interest payable and other liabilities	246,086	1,623
Net cash provided by operating activities	9,913,032	7,725,061
<b>Cash flows from investing activities</b>		
Loan disbursements	(98,702,545)	(86,025,104)
Principal collected on loans	50,097,173	59,246,000
Proceeds from sale of real estate and equity investments	1,043,191	1,084,930
Proceeds from sale of loans	—	89,963
Investments in real estate owned	—	(56,249)
Maturities of investments securities	39,946	—
Purchases of fixes assets	(1,029,363)	(162,450)
Net cash used in investing activities	(48,551,598)	(25,822,910)
<b>Cash flows from financing activities</b>		
Proceeds from bank term debt	51,000,000	68,000,000
Repayments of bank term debt	(1,142,905)	(69,471,378)
Net borrowings under bank revolving line of credit	8,050,000	27,250,000
Repayments to multilateral institutions	(6,666,668)	(8,233,797)
Payment of borrowing costs to lenders	(74,957)	(958,429)
Cash dividends paid	(1,618,432)	(1,733,281)
Net cash provided by financing activities	49,547,038	14,853,115
Net increase (decrease) in cash and cash equivalents	10,908,472	(3,244,734)
<b>Cash and cash equivalents</b>		
Beginning of the year	6,767,252	10,011,986
End of the year	\$ 17,675,724	\$ 6,767,252
<b>Supplemental disclosure of cash activity</b>		
Interest paid	\$ 9,338,215	\$ 8,597,304
<b>Supplemental disclosure of non-cash transactions</b>		
Unrealized loss on derivative instruments	\$ 1,879,756	\$ 795,145
Loans charged-off	\$ 1,533,016	\$ 796,507
Assets received upon foreclosure	\$ 975,000	\$ 400,000
Reclassification from loans to investment securities	\$ 319,562	\$ —
Financing of disposition of real estate owned	\$ —	\$ 680,000

The accompanying notes are an integral part of these consolidated financial statements.

## Notes to Consolidated Financial Statements October 31, 2008 and 2007

### NOTE 1 – NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Latin American Agribusiness Development Corporation S.A. and its wholly-owned subsidiaries (the “Company”) principally extend medium-term loans to agribusiness private enterprises located in Central and South America, and the Caribbean. The objective of the Company’s loan portfolio is to improve the production, distribution, and marketing of agricultural-based products and encourage the development of private enterprise in the region.

The following is a description of the significant accounting policies and practices followed by the Company in the preparation of the accompanying consolidated financial statements. These policies conform with accounting principles generally accepted in the United States of America.

#### Principles of consolidation

The consolidated financial statements include the accounts of Latin American Agribusiness Development Corporation S.A. (LAAD) and its wholly-owned subsidiaries, LAAD Americas N.V., LAAD de Centroamerica S.A., LAAD Caribe S.A., LAAD Panama S.A. and LAAD Agro Services S.A. All the above entities are incorporated in the Republic of Panama, except for LAAD Americas N.V. which is incorporated in the Netherlands Antilles. All material intercompany balances and transactions have been eliminated in consolidation.

#### Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of income and expenses during the reporting period. Actual results could differ from those estimates. Estimates that are susceptible to change in the short-term relate mostly to the allowance for loan losses and the valuation of equity investments.

#### Income recognition

Interest income on loans is recognized on the accrual basis using the interest method. Consideration is given to accrued but unpaid interest in the determination of the allowance for loan losses.

Front-end fees and incremental direct costs associated with the origination of each loan are recognized currently in other income (expenses), rather than deferred and amortized as interest adjustments over the life of the loan. Any non-refundable loan origination fees in excess or deficiency of loan origination costs are considered immaterial for the financial statements.

#### Cash and cash equivalents

The Company has defined as cash equivalents those highly liquid investments with original maturities of 90 days or less.

#### Investment securities, held to maturity

Investment securities, which are intended to be held to maturity, consist of international corporate bonds and sovereign debt and are carried at amortized cost, adjusted for amortization of premiums or accretion of discounts using a method that approximates the level yield method, which is recognized as an adjustment to interest income. Investment securities are denominated in United States dollars.

Gains or losses from the redemption of investment securities are determined using the specific identification method.

#### Loans

Loans are stated at the amount of unpaid principal, reduced by an allowance for loan losses. Accrual of interest is discontinued on a loan when management believes, after considering economic and business conditions and collection efforts, that the borrower’s financial condition is such that collection of interest is doubtful. When a loan is placed in non-accrual status, any interest accrued during the period is reversed against interest income. Collection of interest while the loan is on non-accrual status is recognized as income on a cash basis, unless collection of principal is doubtful, in which case cash collections are applied to unpaid principal. All loans made by the Company are payable in United States dollars.

#### Equity Investments

The Company’s investments in the common stock of privately held companies are carried at cost, adjusted for permanent impairment and included in other assets. In the opinion of management, the net recorded value for these investments approximates estimated fair value.

#### Allowance for loan losses

The Company provides for probable loan losses through charges to current operations sufficient to maintain the allowance for loan losses at an adequate level based on factors which, in management’s judgment, deserve current recognition in estimating probable loan losses. Such factors include changes in prevailing economic conditions, historical experience, current delinquency data, changes in the character and size of the loan portfolio, the overall credit worthiness of the borrowers and subjective management qualitative or environmental factors likely to cause estimated credit losses different from historical loss experience. Changes in these factors could result in material adjustments to the allowance for loan losses and provision for loan losses. The losses the Company may ultimately incur could differ materially in the near term from the amounts assumed in arriving at the allowance for loan losses.

Loans are charged against the allowance for loan losses at such time as management considers them uncollectible in the normal course of business. Recoveries of amounts previously charged off are credited to the allowance for loan losses.

Management, considering current information and events regarding the borrowers’ ability to repay their obligations, considers a loan to be impaired when it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan. When a loan is considered to be impaired, the amount of the impairment is measured based on the present value of expected future cash flows discounted at the loan’s effective interest rate, or the fair value of the collateral, if the loan is collateral dependent. Impairment losses are included in the allowance for loan losses through a charge to the provision.

#### Disclosure of significant concentrations of credit risk

Concentrations of credit risk arise when a number of customers are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic or other conditions.

Substantially all of the Company’s business activity is conducted with customers located in Latin America. Loans outstanding represent transactions with Latin American customers secured by assets located in the customers’ country of origin.



## Fixed assets

Fixed assets are carried at cost, less accumulated depreciation and amortization. Depreciation expense is calculated using the straight line method over the estimated useful lives of the assets (ranging from 3 to 15 years). Leasehold improvements are amortized over the shorter of the lease term or the estimated useful lives of the improvements.

## Other real estate owned

Other real estate owned consists of real estate acquired through foreclosure, and is initially recorded at the lower of the fair value of the property less estimated selling costs or the balance of the loan at the date of foreclosure. Subsequent decreases in estimated fair value less estimated selling costs below net carrying value are recorded as impairments and included in general and administrative expenses. Upon the Company's disposition of the property, realized gains or losses are recorded based on the difference between the net proceeds received and the net carrying value of the assets.

## Interest rate swap agreements

Interest rate swap agreements are recognized on the balance sheet at fair value. On the date the derivative contract is entered into, the Company designates the derivative as a hedge of the variability of cash flows to be paid on certain variable rate debt ("cash flow hedge"). Changes in the fair value of those derivatives that are designated and qualify as cash flow hedges are recorded in accumulated other comprehensive income (loss). Management considers that the derivatives are highly effective in offsetting the variability in cash flows on the variable rate debt that they hedge. Amounts recognized in accumulated other comprehensive income (loss) are indirectly recognized in earnings as periodic settlements of the interest rate swap agreements occur over the period of hedged cash flows and the fair value of the derivative declines to zero.

## Income taxes

The Company is a foreign corporation for income tax purposes in the United States of America. Under the provisions of the Internal Revenue Code, the Company is subject to Federal income tax solely on income derived from sources in the United States of America and on that portion of its foreign income attributable to the conduct of its business in the United States of America. During the years ended October 31, 2008 and 2007, the Company had no taxable income in the United States of America. The Company also provides, where applicable, for income taxes of the foreign countries in which it operates.

When applicable, the Company records income taxes using the liability method.

## Basic and fully diluted earnings per share

Basic and fully diluted earnings per share are based on the weighted average number of shares of common stock outstanding during the year (480 shares in 2008 and 2007).

## Reclassifications

Certain reclassifications have been made to the Company's October 31, 2007 financial statements to conform to current year presentation.

## New Accounting Pronouncements

In September 2006, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standard ("SFAS") No. 157, "Fair Value Measurements". This Statement defines fair value, establishes a framework for measuring fair value in accordance with generally accepted accounting

principles (GAAP), and expands disclosures about fair value measurements. This Statement applies under other accounting pronouncements that require or permit fair value measurements, the Board having previously concluded in those accounting pronouncements that fair value is the relevant measurement attribute. Accordingly, this Statement does not require any new fair value measurements. The Statement applies to financial statements issued for fiscal years beginning after November 15, 2007 with early application encouraged. The Company is required to implement this Statement on November 1, 2008. Management is currently evaluating the impact this Statement will have on the Company's consolidated financial statements.

In February 2007, the FASB issued SFAS No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities", which permits entities to choose to measure many financial instruments and certain other assets and liabilities at fair value on an instrument by instrument basis (the fair value option). The objective is to improve financial reporting by providing entities with the opportunity to mitigate volatility in reported earnings caused by measuring related assets and liabilities differently without having to apply complex hedge accounting provisions. SFAS No. 159 also establishes presentation and disclosure requirements designed to facilitate comparisons between entities that choose different measurement attributes for similar types of assets and liabilities. SFAS No. 159 is effective for fiscal years beginning after November 15, 2007, with early adoption permitted. Management is currently in the process of assessing the impact this Statement will have on the Company's consolidated financial statements.

In March 2008, the FASB issued SFAS No. 161, "Disclosures about Derivative Instruments and Hedging Activities". SFAS 161 requires additional disclosures for derivatives and hedging by amending certain existing standards. Required disclosures include how and why an entity uses derivative instruments and how derivative instruments and related hedged items are accounted for and their affect on the entity's financial position, financial performance and cash flows. At initial adoption, SFAS 161 encourages but does not require disclosures for earlier periods presented for comparative purposes. In years thereafter, SFAS 161 requires comparative disclosures. The Statement applies to financial statements issued for fiscal years beginning after November 15, 2008 with early application encouraged. The Company is required to implement this Statement on November 1, 2009. Management is currently evaluating the impact this Statement will have on the Company's consolidated financial statements.

## NOTE 2 – INVESTMENT SECURITIES

Investment securities had an estimated fair value of approximately \$1,280,000 and \$1,011,000 and an amortized cost basis of approximately \$1,282,000 and \$1,006,000 at October 31, 2008 and 2007, respectively.

Investment securities at October 31, 2008, mature as follows (dollars in thousands):

Year	Face Amount
2009	\$ 1,040
2010	40
2011	40
2012	40
2013	40
Thereafter	80
	<u>\$ 1,280</u>

**NOTE 3 – LOANS**

Loans by country are as follows (dollars in thousands):

	<b>October 31,</b>	
	<b>2008</b>	<b>2007</b>
Brazil	\$ 45,224	\$ 31,212
Ecuador	34,797	31,456
Dominican Republic	28,741	24,315
Chile	28,167	21,010
Honduras	19,936	14,702
Costa Rica	19,898	18,116
Bolivia	17,159	18,430
Guatemala	16,970	14,399
Peru	16,680	10,823
Uruguay	11,656	10,438
Other	25,917	24,347
	<u>\$ 265,145</u>	<u>\$ 219,248</u>

Loans by industry are as follows (dollars in thousands):

	<b>October 31,</b>	
	<b>2008</b>	<b>2007</b>
Fruits and vegetables	\$ 114,737	\$ 91,927
Grains	41,854	33,466
Cut flowers	39,936	38,150
Agriculture	16,012	8,827
Cattle	15,165	7,874
Food processing	11,205	13,424
Other	26,236	25,580
	<u>\$ 265,145</u>	<u>\$ 219,248</u>

The majority of the outstanding loans will mature within three to five years based on current terms.

Non-accrual loans aggregated approximately \$9,861,000 and \$7,538,000 at October 31, 2008 and 2007, respectively. Had non-accrual loans been performing, additional interest income of approximately \$1,479,000 and \$996,000 for fiscal 2008 and 2007, respectively, would have been recorded.

The Company may agree to reschedule or restructure loans meeting certain criteria. Loan reschedules consist of principal loan repayment deferment to a later date within a loan's existing period. Restructures consist of more significant changes in a loan's terms such as changes in rates charged, loan period, timing of payment and collateral. During fiscal 2008 and 2007, the Company rescheduled approximately \$4,126,000 and \$2,795,000 in principal installments on loans with outstanding principal balances of approximately \$23,499,000 and \$20,268,000, respectively. Additionally, during fiscal 2008 and 2007, the Company restructured terms on loans with outstanding principal balances of approximately \$14,665,000 and \$14,680,000, respectively. Management evaluates the collectibility of the loans prior to granting a rescheduling or restructuring. An allowance for loan loss is established when management believes that the loan has been impaired and a loss is probable.

**NOTE 4 – OTHER ASSETS**

Included in other assets is approximately \$1,663,000 and \$1,277,000 at October 31, 2008 and 2007, respectively, in other real estate owned, consisting of properties foreclosed by the Company which are held for sale. Properties held at October 31, 2008 are located in Chile, Colombia, Dominican Republic, Guatemala and Venezuela. Management estimates that the net carrying amounts of these properties do not exceed their fair value less estimated selling costs. Also included in other assets is approximately \$1,630,000 and \$2,082,000 at October 31, 2008 and 2007, respectively, representing the Company's equity investments in operating farms. At October 31, 2008, the Company owned an investment in one farm in the Dominican Republic. During 2008 and 2007, the Company sold other real estate owned for approximately \$591,000 and \$325,000 and equity investments for approximately \$452,000 and \$760,000, resulting in total gains of approximately \$34,000 and \$291,000, respectively.

**NOTE 5 – ALLOWANCE FOR LOAN LOSSES**

The table below summarizes the changes in the Company's allowance for loan losses during 2008 and 2007 (dollars in thousands):

Balance, October 31, 2006	\$ 8,597
Provision for losses	1,575
Charge-offs	<u>(796)</u>
Balance, October 31, 2007	9,376
Provision for losses	1,481
Charge-offs	<u>(1,533)</u>
Recoveries	<u>119</u>
Balance, October 31, 2008	<u>\$ 9,443</u>

The following is a summary of investments in impaired loans as of and for the years ended October 31, 2008 and 2007 (dollars in thousands):

	<b>October 31,</b>	
	<b>2008</b>	<b>2007</b>
Gross investment in impaired loans	\$ 43,405	\$ 40,261
Valuation allowance on impaired loans	3,714	3,580
Average recorded investment in impaired loans	41,216	39,193
Interest income recognized on impaired loans	3,261	3,910

## NOTE 6 – BORROWINGS

Borrowings are summarized as follows  
(dollars in thousands):

	<b>October 31,</b>	
	<b>2008</b>	<b>2007</b>
<b>Banks:</b>		
Unsecured term loans including \$14,668 and \$15,732 with stockholders, respectively, variable interest rates tied to LIBOR due on various dates from 2010 to 2011 (4.19% to 4.62% at October 31, 2008)	<b>\$ 70,285</b>	\$ 71,429
Unsecured revolving lines of credit including \$59,537 and \$18,368 from stockholders, respectively, variable interest rates tied to LIBOR due on various dates from 2009 to 2010 (3.18% to 4.58% at October 31, 2008)	<b>90,300</b>	31,250
	<b>160,585</b>	102,679
<b>Multilateral Institutions:</b>		
Unsecured term loans with the International Finance Corporation (“IFC”) repayable in semiannual equal installments through 2014, variable interest rate tied to LIBOR (4.60% at October 31, 2008)	<b>30,000</b>	30,000
Unsecured syndicated term loan with the Deutsche Investitions — und Entwicklungsgesellschaft mbH (“DEG”), a stockholder at October 31, 2008, repayable in equal semiannual installments through 2012, \$6,667 at variable interest rate tied to LIBOR (4.25% at October 31, 2008), \$13,333 at a fixed rate (5.95% at October 31, 2008)	<b>20,000</b>	26,666
	<b>50,000</b>	56,666
	<b>210,585</b>	159,345
Unamortized discounts	<b>(1,322)</b>	(1,871)
	<b>\$ 209,263</b>	\$ 157,474

Principal maturities of borrowings are as follows  
(dollars in thousands):

<b>Year</b>	<b>Amount</b>
2009	\$ 12,810
2010	116,909
2011	38,033
2012	27,833
2013	7,500
Thereafter	<u>7,500</u>
	<u>\$ 210,585</u>

In December 2006, the Company entered into an unsecured loan agreement with a consortium of banks, including a stockholder bank, to borrow \$100,000,000 to refinance certain existing debt and for general purposes, including making new loans. The agreement consists of a \$68,000,000 five-year term loan, with semi annual principal payments commencing in December 2009 and a \$32,000,000 three-year revolving credit facility which was fully utilized at October 31, 2008.

Additionally, at October 31, 2008 the Company had \$60,000,000 in unsecured revolving lines of credit from various banks, including \$55,000,000 from a stockholder bank, of which \$1,700,000 was unused and available. The lines of credit mature on dates through March 2010 and charge interest on any principal amounts drawn at variable rates based on LIBOR.

The Company incurred interest expense of approximately \$3,549,000 and \$1,882,000 in 2008 and 2007, respectively, on loans from stockholders.

No one creditor of the Company holds a superior position to any other under current terms of the borrowing agreements.

Certain borrowing agreements required the Company to comply with stated financial covenants and contain restrictions on uses which can be made of loan proceeds.

At October 31, 2008, the Company was not in compliance with all applicable covenants. However, an amendment to the respective borrowing agreements, dated February 13, 2009, waived compliance with the failed covenants as of October 31, 2008.



#### NOTE 7 – DERIVATIVE INSTRUMENTS

LAAD has entered into interest rate swap agreements with two stockholder banks for the purpose of fixing the interest rate on a certain portion floating rate debt. Under the contracts, LAAD is required to pay a fixed rate of interest on the notional amounts outstanding in exchange for a floating rate of interest, determined as the six-month LIBOR (3.12% at October 31, 2008). At October 31, 2008, LAAD had five contracts outstanding with related parties with aggregate notional balances outstanding of approximately \$53,000,000 which matched a portion of the principal balance outstanding on the hedged floating rate debt. The notional amounts on the contracts are reduced periodically to match the principal reductions of the variable rate debt to which these contracts hedge.

Derivative instrument summary information at October 31, 2008 follows (dollars in thousands):

<b>Maturity</b>	<b>Notional Amount</b>	<b>Fixed Interest Rate</b>	<b>Fair Value</b>
December 2009	\$ 10,000	2.96%	\$ (62)
February 2010	5,000	2.83%	(4)
September 2010	8,000	4.48%	(169)
December 2011	15,000	4.99%	(805)
December 2011	15,000	4.95%	(780)
	<u>\$ 53,000</u>		<u>\$ (1,820)</u>

The Company is exposed to credit loss in the event of nonperformance by the other parties to the interest rate swap agreements. However, the Company does not anticipate nonperformance based upon the financial strength of the counterparties. As of October 31, 2008, approximately \$645,000 of the deferred losses on derivative instruments accumulated in other comprehensive income (loss) are expected to be charged to interest expense during the next 12 months. During 2008 and 2007, the Company's interest expense was increased by approximately \$203,000 and \$568,000, respectively, as a result of the interest rate swap agreements.

#### NOTE 8 – STOCKHOLDERS' EQUITY

The Board of Directors declared and paid cash dividends of \$3,372 and \$3,611 per share of common stock in 2008 and 2007, respectively.

#### NOTE 9 – EMPLOYEE BENEFIT PLANS

The Company has a defined contribution pension plan covering substantially all employees. Annual pension costs are accrued in the fiscal year incurred and funded in the subsequent fiscal year. At October 31, 2008 and 2007, accrued pension costs totaled approximately \$359,000 and \$324,000, respectively, and are included in other liabilities.

In addition, certain key employees of the Company participate in a deferred compensation plan (the Plan). Expenses in connection with the Plan aggregated approximately \$589,000 and \$448,000 in 2008 and 2007, respectively.

Other liabilities at October 31, 2008 and 2007 include approximately \$456,000 and \$304,000, respectively, of deferred compensation accrued in connection with the Plan.

#### NOTE 10 – COMMITMENTS

The Company is committed under a non-cancelable operating lease for its principal offices expiring in March 2012. Future minimum lease payments are as follows (dollars in thousands):

<b>Year</b>	<b>Approximate Amount</b>
2009	\$ 211
2010	217
2011	110
	<u>\$ 538</u>

During the years ended October 31, 2008 and 2007, rental expense related to operating leases amounted to approximately \$481,000 and \$474,000, respectively.

At October 31, 2008, the Company had loan commitments of approximately \$19,251,000. This amount is not recorded on the balance sheet and represents the maximum credit loss from these commitments. Management believes that no significant losses will be sustained as a result of these loan commitments.

## NOTE 11 – FAIR VALUE OF FINANCIAL INSTRUMENTS

The Company discloses fair value information about financial instruments, whether or not recognized in the balance sheets. Quoted market prices, if available, are utilized as estimates of the fair value of the financial instruments. For financial instruments where quoted market prices are not available, the fair values have been derived based on management's assumptions with respect to future economic conditions, the amount and timing of future cash flows and estimated discount rates. Different assumptions could significantly affect these estimates.

Accordingly, the estimated fair values may not represent actual values that could have been realized or that will be realized in the future.

The following methods and assumptions were used to estimate fair value of each class of financial instrument for which it is practicable to estimate fair value:

- The carrying value of cash and cash equivalents is deemed to approximate fair value because of the short maturity of those instruments.
- The fair value of investment securities held-to-maturity are based on quoted market prices or are estimated by discounting expected future cash flows using current quoted rates for similar securities.
- The carrying value of loans with floating interest rates is deemed to approximate fair value. Fair values of fixed rate loans are estimated by discounting the expected future cash flows using current rates at which loans with comparable credit ratings and terms would be issued.
- Fair value of interest rate swap agreements is based on the estimated replacement cost of the instruments.
- The carrying value of borrowings with floating interest rates is deemed to approximate fair value. Fair values of fixed rate borrowings are estimated by discounting the future cash flows at the Company's incremental rate of borrowing for similar debt.

The estimated fair values of the Company's financial instruments are as follows (dollars in thousands):

<u>October 31, 2008</u>	<u>Book Value</u>	<u>Estimated Fair Value</u>
Cash and cash equivalents	\$ 17,676	\$ 17,676
Investment securities	1,282	1,280
Net loans	255,702	259,079
Equity Investments	1,630	1,630
Net interest rate swap liabilities	1,820	1,820
Borrowings	209,263	209,317

### October 31, 2007

Cash and cash equivalents	\$ 6,767	\$ 6,767
Investment securities	1,006	1,011
Net loans	209,873	210,853
Equity Investments	2,082	2,082
Net interest rate swap assets	60	60
Borrowings	157,474	159,940

## NOTE 12 – SUBSEQUENT EVENT

In November 2008, the Company entered into an agreement with a stockholder bank to borrow \$15,000,000 under a one-year unsecured revolving line of credit.

## Report of Independent Certified Public Accountants

To the Board of Directors and Stockholders of  
Latin American Agribusiness Development Corporation S.A.

In our opinion, the accompanying consolidated balance sheets and the related consolidated statements of operations, of comprehensive income, of stockholders' equity and of cash flows present fairly, in all material respects, the financial position of Latin American Agribusiness Development Corporation S.A. and its subsidiaries at October 31, 2008 and 2007, and the results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.



February 18, 2009