

BUTTERFIELD BANK BAHAMAS

LENDING SERVICES



Butterfield Bank

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BUTTERFIELD BANK GROUP

*Specialist Offshore
Financial Services Group*

IN 1758, NATHANIEL T. BUTTERFIELD founded a merchant trading firm which, in 1858, became The Bank of N.T. Butterfield & Son, Bermuda's first Bank. By the late 1800s, the Bank was supporting a budding tourism industry by lending money to innkeepers, retailers and companies building the island's infrastructure. In 1904, with the equivalent of about USD120,000 in assets, the Bank was incorporated by an Act of Parliament.

Since that time, the Bank has grown and evolved, not only to become a leading domestic bank in Bermuda, but also to be well regarded as a specialist offshore financial services group.

The Bank is regulated by the Bermuda Monetary Authority (BMA), which operates in accordance with Basle principles and maintains close contact with regulators in all other jurisdictions where the Bank has offices. Butterfield Bank shares are widely held and trade on the Bermuda Stock Exchange with a secondary listing on the Cayman Island Stock Exchange. In addition to Bermuda and The Bahamas, the Group has offices in the United Kingdom, Cayman Islands, Guernsey and Barbados.

The Bank's logo, based on the Butterfield family crest, is a sea dragon rising from the ocean: a guardian of treasure and steady competitor moving forward on strong wings.

THE BAHAMAS DIVISION

*Expert Solutions &
A Personal Touch*

Butterfield Bank (Bahamas) Limited was established in 2003 with the acquisition and merger of two noted and reputable financial service providers in The Bahamas. The Bank is a wholly owned subsidiary of The Bank of N.T. Butterfield & Son Limited, Bermuda.

Our focus is to offer clients a first class service, creating solutions tailored to their individual global wealth management needs within our services of Banking, Fiduciary, Investments, Custody and Lending. Institutional clients benefit from our extensive experience in Third Party Fund Administration and Administered Banking.

Professional, well-trained individuals work as a team so as to understand, address and manage client needs and relationships. Key to our success is our recognition that quality and consistency of service are primary considerations in a client's choice of a Private Bank. In an increasingly automated world, we try whenever possible to meet clients and their advisors in person, thereby enhancing our knowledge and understanding of their current and future requirements.

The Bank is licensed and regulated by The Central Bank of The Bahamas and Securities Commission of The Bahamas pursuant to the Banks and Trust Companies Regulation Act, 2000 and Securities Industry Act, 1999 respectively.



*The Bahamas maintains the longest running
parliamentary democracy in the western hemisphere.*

LENDING SERVICES

WE OFFER A RANGE OF FACILITIES ever aware that the needs and sophistication of our clientele are increasing. All facilities are considered on a case-by-case basis, and tailored to meet the specific client need.

Facilities available include:

- Residential Mortgage and Construction Financing;
- Cash and/or Investment Portfolio Backed Facilities;
- Leveraging Facilities;
- Credit Card Services.

Additional services are available and we would be pleased to receive and consider your enquiry.

RESIDENTIAL MORTGAGE & CONSTRUCTION FINANCING

OUR PROFESSIONAL AND KNOWLEDGEABLE staff will guide you through the application, steering you to your objective. Our aim is to provide you with a hassle free experience, working closely with associated, experienced and professional parties as required.

Our US Dollar mortgage offering assists clients with the following:

- Purchase of Completed Residences, whether for owner occupied or investment purposes;
- Purchase of Vacant Land;
- Residential Construction Financing.

WHERE DO WE LEND?

Mortgage financing is available for the purchase or construction of residential property in all the major islands of The Bahamas including:

- New Providence
- Grand Bahama
- Exuma
- Paradise Island
- Abaco
- Eleuthera (including Spanish Wells & Harbour Island)

Islands not mentioned may also be considered.

WHAT DO WE CHARGE?

Our rates, terms and fees are very competitive within the local market, each application being considered on its individual merits. An indication of the terms offered for each type of loan facility is included at the back of this brochure.

WHAT DO WE NEED?

In order to truly understand an applicant's needs and financial status, we ask that the enclosed "Loan Application" and "Asset & Liabilities Statement" is completed and returned to us along with documentation noted within the Loan Application.

HOW LONG DOES THE PROCESS TAKE?

The process usually takes two weeks from receipt of the application and necessary documentation, assuming the same has been prepared to our satisfaction.

WHAT DO YOU GET?

As our client, you will be provided with a first class, personalized service. We understand that time is of the essence, and aim to work with you and your advisors to fulfill your expectations.



Butterfield Bank provides first class service & tailored solutions for global wealth management.

CASH BACKED / INVESTMENT PORTFOLIO LOAN FACILITIES

CLIENTS IN A NUMBER OF SITUATIONS find it advantageous to provide Cash Deposits or Investment Portfolios in support of borrowings.

This can be driven by tax advice or simply by market conditions and timing not being favourable in which to liquidate an existing Investment Portfolio. Once the structuring is understood, borrowing can be arranged.

LEVERAGING FACILITIES

LEVERAGED LOANS AGAINST Investment Portfolios are available to support borrowings for the purchase of additional investments, maximizing investment returns.

This facility is offered only to those clients who can fully demonstrate their understanding of the higher risks involved in leveraging of this nature. The Bank will need to be appointed custodian of the assets to enable leveraging.



*Extensive knowledge and experience
ensures your needs are taken care of.*

ACCESSIBILITY THROUGH THE BAHAMAS DIVISION

ALL OF THE LENDING SERVICES described within this brochure are available through the Bahamas Division of the Butterfield Group. We will work diligently with you to find the most efficient and effective solution meeting your goals.

As well as these services, we also offer the following:

BANKING

We offer a personal service to clients through a well trained, dedicated team. Either instant access accounts or fixed term deposit accounts may be established in most major currencies. Interest¹ is calculated daily and will be credited to your instant access account monthly. Fixed Term Deposit accounts are ideal when you are ready to commit funds for a specific term. These contracts are attractive as rates are closely linked to the prevailing rates in the world money markets.

We operate a tiered rate structure for both the instant access and fixed term deposit accounts, awarding higher rates for higher value deposits.

For access to funds, we can issue bank drafts or provide full International Payment services. Through our bank correspondent network, we have the ability to pay funds on your behalf around the world quickly & securely.

Statements are produced on a quarterly basis or more frequently if required. Where a fixed term deposit exists, we also forward a contract on each maturity date.

FIDUCIARY SERVICES – TRUST SERVICES & ADMINISTRATION

We offer full fiduciary services and take care of all business involved in setting up and managing trusts which are required for a multitude of reasons, including Succession Planning, Effective Tax Planning/Mitigation and Simplification of Affairs to name a few. Services include:

- Introducing experienced lawyers to prepare trust deeds;
- Provide a full trust accounting service;
- Provide executor services;
- Act as trustee of a Bahamas trust;

Relationship Management will be an important part of your decision process in employing a fiduciary service provider. Recognizing this we employ a number of experienced individuals from a range of disciplines in key client relationship roles.

Their objective is to identify and satisfy your demands, having due regard for the requirements of the structures in place and the environment in which the structures operate.

FIDUCIARY SERVICES - THE PRIVATE TRUST COMPANY

The Private Trust Company (“PTC”) offers an alternative to high net worth families when determining how to structure and manage their assets for the future. Rather than engaging a Professional Trustee direct, a PTC can be established to act as Trustee of associated Trusts, in effect forming the basis for a family office.

Structurally, the PTC’s board of directors can consist of trusted family advisors and confidants. This provides the family a high level of comfort knowing the board is empathetic to the family’s needs and requirements. In addition, Butterfield’s trust expertise can be utilized whereby Directorship services are provided to the PTC, thus satisfying a statutory requirement of the PTC.

Services in this area can include:

- Provision of a Director;
- Provision of a Corporate Secretary;
- Acting as Bahamas Agent;
- Full accounting Services;
- Trust and Corporate administration and advisory services.

FIDUCIARY SERVICES – CORPORATE ADMINISTRATION

Services in this area include:

- Preparing all incorporation documents;
- Offering Nominee Services;
- Providing company directors and a company secretary;
- Providing a registered office;
- Supplying secretarial and administrative support.

FIDUCIARY SERVICES – FOUNDATIONS

Brought into being by the Foundations Act, 2004, the Bahamas Foundation preserves confidentiality whilst providing clients an alternative vehicle through which to successfully plan for the future.

Some benefits of a Bahamas Foundation include:

- Broad legal recognition by Europeans and Latin Americans;
- Statutorily declared to be a legal entity domiciled in The Bahamas;
- May be used for Private, Commercial or Charitable Purposes;
- Does not recognize “Forced Heirship”; Founder may reserve powers over the

- Officers of the Foundation;
- No reporting requirements;
- Exempt from Bahamian Tax;
- Low capital requirements (US\$10,000 minimum);
- Dispositions to the Bahamian Foundation benefit from provisions within the Fraudulent Dispositions Act, 1991;
- No Perpetuity Period allowing continual, unending succession.

Butterfield Bank’s services aim to make the establishment and maintenance of a Foundation an effortless task for the client and includes:

- Preparation of the Foundation’s Charter and Articles;
- Provision of Registered Office;
- Provision of the Foundations Secretary and other Officers;
- Provision of Foundation Council Members;
- Provision of full accounting services

FIDUCIARY SERVICES – OTHER

Through our extensive group offering, we have the ability to offer a wide range of fiduciary services to meet individual needs identified through tax, legal and accounting advice. Such solutions are provided on a case by case basis and we will be more than happy to discuss your individual requirements as necessary.

INVESTMENT SERVICES

AS YOU WILL SEE WE OFFER a wide variety of investment options built to offer tailored solutions to clients, who we recognize have individual requirements. Options include:

1. Discretionary Investment Management for Private & Corporate Clients;
2. Non-Discretionary Services, including arranging the sale and purchase of international stocks, shares & other classes of investments, including funds;
3. Global Custody Services;
4. Wide range of Butterfield Family of Funds investing in a wide range of assets, dependent on the clients risk appetite;
5. Closely working with Third Party Investment Managers of the clients choice. When working with clients through our Fiduciary Services, we are happy to work with the clients’ advisors and with third party investment management houses in the offerings they bring to meet the clients investment objectives. Often, Fiduciary business will come hand in hand with some form of existing investment relationship and no bias towards Butterfield solutions is demanded, although in a number of cases value can be added presenting our capabilities.

¹Interest is paid gross on all accounts for non-residents of the Islands. A tax liability however may arise in your country of residence/domicile/incorporation.

INSTITUTIONAL SERVICES

INVESTMENT FUND ADMINISTRATION

Through our sister company, Butterfield Fund Services (Bahamas) Limited, we offer investment professionals all the advantages of an offshore fund jurisdiction and full administration support without the need for them to maintain a local presence. Our work is supported by state-of-the-art technology and delivered on a timely basis by a highly experienced team of administration specialists who are dedicated to helping you meet your funds' objectives.

Because we recognize and appreciate your unique needs, we offer our services individually, or as a package. We will review and discuss your plans, prepare a proposal based on your exact requirements, and, if requested, introduce you to other local professionals - such as lawyers and auditors - who can advise on all aspects of your offshore fund.

Services include:

- Full Fund Administration;
- Shareholder Services;
- Corporate Services;
- Specialized services regarding the structuring and licensing of the fund.

Whether it is during the start-up phase or after launch of your fund, providing you with exceptional service is always our primary concern.

ADMINISTERED BANKS & TRUST COMPANIES

We can help international banks and trust companies establish an offshore presence easily and economically by providing a registered office and administrative services. Our senior team members will act as a link between the offshore center and the onshore coordinator, ensuring effective communication at all times.

Important Legal Information

Butterfield Bank (Bahamas) Limited ("the Bank") is licenced and regulated by The Central Bank of the Bahamas under the Banks & Trust Companies Regulation Act 2000.

This brochure is for information purposes only and does not constitute an offer or solicitation of products or services where prohibited by Law. The Bank is not licenced to conduct banking business in the United States or Canada. Our investment products and services are not available in the United States, The United Kingdom or other jurisdictions where we are not authorized to sell the same. The Bank's investment vehicles and services have not been registered or licenced under any United States Securities Legislation, and are not being offered directly or indirectly in the United States or in any of its territories or possessions or areas subject to its jurisdiction or to its citizens or persons thereof. "United States" is herein defined meaning the United States of America (including the States and District of Colombia) its territories, its possessions and other areas subject to its jurisdiction including the Commonwealth of Puerto Rico, and US person includes any national, citizen or resident of the United States, a corporation, partnership or other entity created or organized in and under the Laws of the United States or any political subdivision thereof and any Estate or Trust which is subject to United States Federal Income Taxation regardless of the source of its income.

The Bank's products and services are available in the Bahamas and only in those other jurisdictions where they may be legally offered or obtained.

PRINCIPAL OFFICES

PRINCIPAL BERMUDA OFFICES & SUBSIDIARIES

HEAD OFFICE

The Bank of N.T. Butterfield & Son Limited

President & CEO: Alan R. Thompson
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S.W.I.F.T.: BNTB BM HM
E: contact@bntb.bm
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BERMUDA SUBSIDIARIES

Butterfield Asset Management Limited

Managing Director: Ian M. Coulman
65 Front Street, Hamilton HM 12
Bermuda
T: (441) 299-3817
F: (441) 292-9947
E: contact@bntb.bm
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Butterfield Fund Services (Bermuda) Limited

Managing Director: Andrew R. Collins
Rosebank Centre, 11 Bermudiana Road
Pembroke, Bermuda
T: (441) 298-6464
F: (441) 295-6759
E: contact@bntb.bm

Butterfield Trust (Bermuda) Limited

Managing Director: Graham M. Jack
65 Front Street, Hamilton HM 12
Bermuda
T: (441) 299-3286
F: (441) 296-8832
E: contact@bntn.bm

PRINCIPAL OVERSEAS OFFICES & SUBSIDIARIES

THE BAHAMAS

Butterfield Bank (Bahamas) Limited

Managing Director: Robert V. Lotmore
Montague Sterling Centre, East Bay Street
P. O. Box N-3242
Nassau, Bahamas
T: (242) 393-8622
F: (242) 393-3772
E: info@butterfieldbank.bs

Butterfield Fund Services (Bahamas) Limited

Managing Director: Heather Bellot
Montague Sterling Centre, East Bay Street
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Nassau, Bahamas
T: (242) 393-8200
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BARBADOS

Butterfield Bank (Barbados) Limited

Managing Director: Mariano R. Browne
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Lower Broad Street, Bridgetown
Barbados
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Butterfield (Barbados) Limited

Vice President: Caroline J. Prow
Belleville Corporate Centre, 38 Pine Road
Belleville, St Michael
Barbados
T: (246) 430-1650
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CAYMAN ISLANDS

Butterfield Bank (Cayman) Limited

Managing Director: Conor O'Dea
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P. O. Box 705 GT, George Town
Grand Cayman, Cayman Islands
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Butterfield Fund Services (Cayman) Limited

Managing Director: John Lewis
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Georgetown, Grand Cayman
Cayman Islands
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GUERNSEY

Butterfield Bank (Guernsey) Limited

Managing Director: Robert S. Moore
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Butterfield Fund Services (Guernsey) Limited

Managing Director: Patrick A.S. Firth
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Butterfield Trust (Guernsey) Limited

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UNITED KINGDOM

Butterfield Bank (UK) Limited

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SWITZERLAND

Butterfield Asset Management (Switzerland) Limited

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