Jermaine McDonald: [00:01:12] Good day, and welcome to the Dolla Financial Q3 2023 Earnings Call here on Learn Grow Invest. I’m Jermaine McDonald, CEO of Learn Grow Invest, and I have the Dolla team here with me today. But before we start the proceedings, I’m going to open with a word of prayer.

Thank You, Lord, for this day. Thank You for the ability to produce wealth. We pray, Lord, that this session will be meaningful for those who will partake. We pray that Your will be done through the session. In Jesus’ name. Amen.

All right. So at this time, I’d like to welcome the CEO of Dolla Financial Services, Kenroy Kerr. Morning, Kenroy.

Kenroy Kerr: [00:01:52] Morning, Jermaine. Thanks much for facilitating our Q3 Earnings Call on this platform. And I also want to congratulate you on the expansion that I’ve seen in terms of growth of your company over the last several months. So, well done.

Jermaine McDonald: [00:02:09] Thank you. All right. Over to you.

Kenroy Kerr: [00:02:13] All right. Thanks, again, Jermaine. So good morning to our viewers, our shareholders, stakeholders who have decided to join us this morning. My name is Kenroy Kerr, and I’m the CEO of Dolla Financial Services Limited. On our call today, we have-- well, I’m joined by Kurt McKenzie, our Collections manager, and he will be providing some insight related to the quality of our loan portfolio.

Also joining us is David Henriques, who is the CEO of Ultra Financier, and he will just provide some insight related to that segment of the business. Trevene McKenzie who is no stranger to this call is also here today, and, of course, she will delve a little bit into the financial results for the nine months ended September. And, of course, backstage we have our Marketing manager, Tashoni Ellis, who is also on this call.

So this is my first Earnings Call as CEO, having been confirmed to this role maybe a little bit over a month ago. And I just want to use this opportunity to thank everyone for the support, for the congratulations and the well-wishes that I’ve received. And I also want to use the opportunity to thank our former CEO, Kadeen Mairs, for his exceptional leadership of the company over the last several years. I am truly honoured to build on the solid foundation that he has laid and to lead our company into the next phase of growth.

So first, I’ll just do a quick overview of our results for the nine months ended September 2023, which shows, overall, significant growth achievement. And this is in relation to all of our key performance indicators. So during the quarter, we would have paid dividends totalling $62.5 million. Our investors, many of whom are customers or fit the profile of our customers, they buy our shares, effectively, to participate in the profitability of the company. So I’m very happy that through the payment of these dividends, we have been able to distribute value to our shareholders.

As at the end of September, our loan portfolio was $2.6 billion. This is significant, and it actually represents a massive increase of 125% year over year in terms of growth. Our profit before tax for the nine months period was $336 million. Again, really solid results for both the third quarter and for our nine months ended September. When we look at every single quarter since January, we would have shown profitability in excess of $100 million for each of the quarters. And then, our efficiency ratio panned out at 49%, and I think this is just exceptional result based on the nature of the business. And it is really phenomenal, and these results really sets us apart from the rest that are in the industry, and, again, proves that we are, no doubt, the most-- in terms of growth we’re the company in this industry that is reflecting that rapid level of growth.

I also just want to highlight that these impressive results that we have delivered for the nine months, it’s really a result of our unwavering commitment to providing innovative, easy, and flexible access to credit for our customers. It’s a result of our dedicated team who-- I would say they are just as ambitious as the company, and their goals really aligns with our company. It’s a result of the prudent lending and how we prudently manage cash, and just about setting ambitious target. We don’t just go for budgeted, but we always try to exceed those expectation. And finally, it would be a result of our strategic partnership and just how we use that to tap into our customer niche.

So during the quarter, we would have done some amount of corporate social responsibility. I just wanted to highlight this one. I think CSR is really an aspect of the business that is very important to us, and we have done a lot of activities throughout the nine-month period. So during the quarter, we would have provided financial assistance of I think to the tune of $200,000 to a community member in Westmoreland who would've suffered a devastating house fire. And again, this is just, really, us helping to uplift communities and strengthen our bonds with the local population. And, of course, you will definitely be seeing us in your communities and assisting as best as we can when it comes to, just, us fulfilling our corporate social responsibility goals.

In terms of strategic initiatives, during the quarter, I think in July, about mid to end July, we would’ve done quite a few activities, few promotional activities during the quarter, which would've played an important role in terms of shaping the financial success that we saw during Quarter 3. And, of course, the nine months ended September. So for summer, we would've introduced the Dolla Schola project-- product, sorry, which is geared towards the financing of educational needs and just aligns with that back-to-school period or back-to-school session. And we would've offered our customers - it’s really distinct for that product - an opportunity to be awarded an annual scholarship. And I believe that it was the end of the quarter that we would've done a presentation, would've selected one of our customers who would've been the winner of a scholarship coming out of that product. And that was a really successful product for the summer.

Our Million Dollar Women campaign, which is geared towards driving and supporting the success of female entrepreneurs and women-led business in Jamaica, this was launched in August. And through this campaign, we would have selected and-- would've identified and selected 20 female entrepreneurs who are our customers. And these persons are now benefiting from coaching. They're benefiting from mentorship and just workshop that are really geared towards the development of their profession and their businesses.

And this will culminate in three of these 20 participants who would've shown the most growth spanning several metrics that we would've identified. And these three women will win for themself each, each winning $1 million, which would go back to, again, the building and the development of their business. And I really want to just pause here to big up our Marketing manager, Tashoni Ellis, who is championing this campaign, and also our sponsors, which include Learn Grow Invest, of course, who is facilitating this call today.

We would’ve done another campaign that was really successful in Q3, which is the Tun Up Yu Business campaign. And this was really to boost the awareness of our business loan products. And I’m just happy to report that during the quarter, we would've seen a whopping 92% of the loans that we disbursed being business-related loans. And that’s how I know that this campaign was a really successful campaign.

And finally, we would have done some strategic partnership, again, for the quarter, where we initiated partnerships with Century 21 and 3D Gynaecology Limited. And that really is just about expanding our service offerings and creating, again, accessible financial solution to our diverse customer needs.

At this time, I will hand over to our loans-- I’m sorry, our Collections manager, Kurt McKenzie, who will just take us through the loan portfolio and the composition of that.

Kurt McKenzie: [00:11:52] All right. Greeting everyone. I want to say a special welcome to the general public, our directors, our shareholders, the entire team at Dolla Financial Services, my counterparts here, and most importantly, our clients. And with that said, let’s just jump right into the meat of the matter. All right. Now, taking a look at the portfolio by sector, evidently, Dolla has tapped into several industries with the most contributing ones being real estate and construction, in addition to transportation. And for the most part, these are secured facilities that have been performing very well and, essentially, makes the collection on these items very easy, to say the least.

All right. And taking a further look into the portfolio by segments, we see here where Guyana accounts for 5% of the portfolio and the majority being attributed to Jamaica with 68%, and the ever-evolving Ultra at 27%. Now, interestingly, as at the end of last year, Ultra accounted for just about 10% of the portfolio, and to say that it’s almost accounting for a third of the entire portfolio within a nine-month period, we can definitely look forward to the continued exponential growth, especially with the portfolio being 100% secured.

Now, jumping further into the schematics of the portfolio and its performance, we see here where 81% of the portfolio is actually secured. And evidently, the remaining 19% is unsecured. And touching on the matter of unsecured loans, the ECL at 4% is comprised mostly of unsecured loans. There are a few instances where secured facilities might attract a provision based on the intricacies of that loan or certain economic factors that might impact or have an impact on the viability of the business or an employment of a client; we might have to do a provision for a secured facility. But for the most part, it’s unsecured loans. And for Dolla Financial to be faring out at 4% with industry standard being set at 6%, just by having a single-digit percentage, let alone being below 6%, we really pride ourselves on this and we’ll continue to manage this in the very same manner.

Now, the nonperforming loans account for 9% of the entire portfolio. With industry standard being set at 15%, we really pride ourselves on maintaining that single digit percentage. And this, essentially, has an impact on the bottom line of the business. And we have a core focus. We have a special team in place that focuses on nonperforming loans, overall. And definitely, we pride ourselves on maintaining this single digit percentage.

Now, in terms of collections strategy, in the words of Kenroy, I don’t want to reveal too much of our secret sauce, but I’ll just tilt the lid on the pot. It’s [really?] a loan business and each aspect of the business affects the other. So essentially, collection actually starts at the prospective stages of each application: information gathering, due diligence, prudent adjudication. And subsequent to that, if accounts go into arrears, which they will, then the management of that actually starts with establishing and maintaining a relationship, just as how we would do the same when we’re booking a sale.

And continuing into our delinquency control, essentially, this is all about being proactive. When you are reactive, you have less control of the business. We’re just into the first month of the last quarter and already the team is actively engaged in and managing the implications of accounts that can have an impact on the nonperforming loans as at the end of this year. And this is the manner in which we have always been executing and seeking ways to improve on our collection strategies and delinquency management so that we can maintain these tolerable percentages.

And, of course, now we’ll be hearing from David, CEO of Ultra Financier.

David Henriques: [00:17:21] Morning, everyone. Jermaine, I want to thank you and your team for having us here on Learn Grow Invest for our Q3 Earnings Call. And thank you, Kurt, for that introduction. So morning, everyone. As Kurt mentioned, at Ultra, we only take up 27% of the entire loan portfolio from Dolla, so I won't take up too much of your time. Hopefully, by the end of Q4, I’ll be allowed a little more time, as we’ll hopefully take up a greater percentage of that.

So currently, at the end of Q3, our loan book totals about $715 million, spanning total of 37 clients. Right now, we probably have about 35 active. And we are pretty proud of that. We’ve done this with a team of three on the selling side, myself, Danielle Goldsmith, our loan administrator, and Mario Brown, our VP of sales who basically runs the Montego Bay branch. And as a small team, we pride ourselves on putting in the work to get the loan book to this point. And obviously, we are pushing hard to get to some great numbers by the end of the year.

We’re also quite proud that we can maintain our NPL at zero. And this is not just as a result of the hard work from just our three team members, but this is a full team effort. And I’d like to say it basically starts with marketing, putting out quality advertising and marketing strategies to invite the right clients into our business. The credit team for their prudent adjudication for us to basically be selecting the correct clients to disburse to. And then, obviously, collections team who stays on top of everyone, letting them know that, hey, it's time to repay, and keeping our number at zero, which is something that we intend on doing for the future.

Our total collateral right now is at about 1.6 billion. And as you know, it includes blue stock chip, real estate, both urban and rural, and motor vehicles, both private and commercial. Going forward, the Ultra intention is to grow our loan book to about 950 million by the end of the year. And I will say that is our, I’d say, light target, our conservative target for the end of the year. Obviously, once we have capital available to us, we will do everything in our power to on-lend that.

Looking forward to further expansion in 2024. I know we had spoken on previous calls about regional expansion, etc. But right now, based on our access to capital, our aim right now is to really grow the quality of our business as well as growing the loan book exponentially, obviously. But we are just trying to move from strength to strength to be able to approve loans faster, lend to more people, and really grow from strength to strength, making it worthy for our shareholders.

As I said, I can only take up 27% of your time, so I would like to introduce Trevene McKenzie, our CFO, who is no stranger to you guys. And based on former feedback, she is the people’s champion, the people’s choice. So ladies and gentlemen, Trevene McKenzie, our CFO.

Trevene McKenzie: [00:21:26] Thank you so much, David. And good morning, again, everyone. All right. So let’s jump into the numbers. So for the period ended September 30th, 2023, we continued on our growth path with tremendous year over year increases as you can see on the screen, while still being consistent with our quarterly profit margins.

Now, we would have seen our loan portfolio growing to 2.6 billion by 125% year over year since September 2022, which really is an overall increase in income of 88% year over year, taking us to $891 million, cushioning nicely our 92% increase in OpEx, but still resulting in an overall increase in PBT by 67%.

Now, our KPI’s also remained in good standing as mentioned by both Kenroy and Kurt, and David just now, with ECL for the group at 4%, NPL at 9%, and, of course, our efficiency ratio remaining sub 50% at 49%.

Now, once again, we saw tremendous growth in our balance sheet due to the 125% increase in our loan book to 2.6 billion. Now, this growth is directly attributable to the fantastic job of the sales team, as we have seen an over 400% increase in sales since September 2022, while still being very diverse and credit strong.

The growth in the loan book is also a function of increased funding over the period. And you can see this being reflected in the 247% increase in our borrowings year over year. Now, this variance is pretty straightforward, as we would have received the 1.1-billion-dollar bond last year with VM Wealth Management and a few smaller loan facilities over the period to drive this growth.

Now, the growth in the loan book also reflects, sorry, directly into the growth in interest income, where you're seeing an 88% increase to 891 million. Now, interestingly, even though Ultra would have been launched a year ago, we are seeing where they are now contributing 24% to the overall income of the group, which is quite impressive. And, of course, David mentioned just now 27% of the total loan portfolio.

Now, the operating expenses which aren’t shown on the screen, really, have increased by 92% year over year. Now, I always get the question, “What is leading to the increase in expenses? Expenses are very high.” But we are in growth mode. And I have been speaking about this over the past year. And in order to execute on that growth, we have to make investments in staff, for example, which would have increased staff costs by 100% year over year. We would have employed professionals to provide expert advice along the way, including trustee and registrar services, etc., increasing legal and professional fees by over 100% over the one-year period. And with an increase in the size of the company, which you have seen, other variable expenses have increased, such as depreciation, marketing, sponsorship, just to name a few. And you have seen the tremendous work of our marketing team with marketing collaterals. We have been doing sponsorship. And you're really seeing those efforts, even on social media.

Now, we have been very deliberate about our OpEx and how we spend. And I have expressed that we take a very lean approach to spending, so we are able to pump funds back into the business and return value to our shareholders. So all in all, nevertheless, the OpEx is high. The impact on our PBT has been very positive, with an increase of 67% to 336 million, which really surpasses our entire 2022 full-year profits. So expenses as high, but definitely, there is the income to cushion that. And you're seeing where we are definitely profitable, even more profitable than we were last year this time.

Now, in terms of our cash flow, we have utilised a bit of cash this period since we are in growth mode, as mentioned before. Our operation is quite simple. So from the cash flow statement, you’ll see where we have been lending quite a bit, impacting our cash flow used in operations. We have repaid some loans over the period, and we have also paid dividends twice, which has impacted all areas of cash flow. Nevertheless, we believe in our position. We believe it’s okay. However, in future quarters, you’ll see where there is an increase in the strength of our cash flow position at the end of each quarter. And that’s what we’re working towards.

Now, lastly, our ratios are relatively in line with where we were last year. We’re seeing some improvements in our most notable metrics: ECL, NPL, debt to capital, debt to assets. And we’re seeing small decreases in a few others such as net interest margin, net profit before tax margin, return on asset, etc. And these aren’t wide margins, so we’re quite comfortable with where we are in terms of our ratios.

Now, all in all, we had a very successful quarter. We are very pleased with the results. And as always, we are pleased to share these results and our analysis with you. Now, at this time, I would like to hand over to Kenroy to give us the company outlook and what we will be looking like in the near future.

Kenroy Kerr: [00:27:42] Thanks again, Trevene, the people’s choice as David says. So, of course, as you can see that for the nine months ended September, our results is no doubt or undoubtedly impressive. And I think these are just some phenomenal results. In terms of our outlook, I’ll just touch on a few points. I know some questions will be coming in relation to our new partnerships, funding opportunities and so forth. So I’ll just address point one and two kind of interchangeably or together.

So it is no secret that we have some new partners, strategic partners, on board. Mayberry and I think two of its affiliate companies would’ve acquired additional stakes in Dolla Financial over the last quarter. And internally, this really augers well for Dolla as Mayberry is a company with tremendous investment experience and would've more than likely viewed Dolla as the best business in the industry and a business that has exceptional potential for growth. So in terms of these companies coming on board, of course, they have the expertise. They have the experience. And I’m sure that these are partners that will no doubt assist us in terms of fund raise in the short to medium term.

Already, they have come on board as our lead broker and agent to provide us with financing over the next several quarters-- or to help us, actually, in raising funds over the next several quarters. And we would've already benefited from a short-term loan and other expertise in terms of solutions. So we expect to derive some tremendous benefit from this partnership and their alignment in relation to the funding, overall, for the business.

In terms of other strategic partnership, of course, we continue to establish partnerships with companies that allow us to tap into our niche market. And over the next several weeks, you will definitely be seeing us announcing some of these new partners that are on board that would just help us reach our customer base and to continue to drive sales and disbursement into the end of this financial year and, of course, in the short to medium term.

You’ve seen our profitability for the nine months ended September. And as Trevene said, this already surpassed where we were for the entire year 2022. So we can definitely expect that based on the current run rate, our target is aggressive, and we are definitely pushing for that 500-million-dollar profit before tax goal for the end of this year.

In terms of the expansion plans, this has been an item on our agenda for quite some time. We have discussed local expansion, regional expansion. And a lot of these-- in terms of expansion, a lot of this depends on funding. A lot of it depends on receiving approval or no objection from the relevant authorities. And while we wait on that, I think we have identified that there is significant opportunity for growth.

There is significant demand for our service and just our products, our solutions, here locally. And for the remainder of this quarter, we’ll just be pushing ahead in terms of trying to raise the funding, and also trying to meet and fill that demand that we have locally, to prudently grow the loan portfolio. And that will be our strategy over the next quarter and the short to medium term.

And that kind of ties into our growth strategy. It’s really about funding. It’s really about trying to be innovative, creating innovative products and solutions that will meet the unique needs of our clients. We have always been innovative, but the most important thing for us is that we have been flexible. So we will identify the opportunities and just create that product, that service that will add value to our customer base.

I think at this time, Jermaine will come back online, and we’ll go into the question-and-answer segment.

Jermaine McDonald: [00:32:50] Thanks, Kenroy. Let me bring back the rest of the team as well. All right. So we have quite a few questions. I know we went into quite a bit in terms of coverage of all the different areas of Dolla. I just want to congratulate the team as well on a stellar performance.

The first one that we have here is from Jerome. It says that:

**You mentioned that you have the capacity to lend up to 750 million a month. Is maximizing capacity just a matter of borrowing more money? Also, once capacity is met, what's the long-term plan to go beyond that?**

Kenroy Kerr: [00:33:32] So Jermaine, I think we did an interview a few days ago and, yes, we did say that we have the capacity. And that’s really based on demand. Of course, what we have in the pipeline-- the question was asked if we were able to lend $250 million per quarter and I-- in September, we lent $300 million in terms of loan disbursement. We disbursed $300 million, and we did that by really selecting from a pool of customers the best quality loans. Not to say that there weren’t other loans that we could’ve disbursed, but this was all contingent on funding.

So lending $750 million per quarter, a lot of that would definitely come from us being able to raise the funds. At the same time, we are lending and we’re collecting. So we expect that we would still be able to do lending, but just not at that rate on a quarterly basis. Eventually, if we grow the loan book to a certain level, then we’ll definitely be able to use the run-off on a monthly basis to fuel that growth of $700 million per quarter and have no need to be raising additional funds. But for now, if we need to show the same level of growth that you have been seeing over the last quarters, then it will really be contingent on us being able to do that funding or get that funding over the next several quarters.

Jermaine McDonald: [00:35:03] I do have a question coming out of that. So at some point-- [inaudible] this may be a question for Trevene, but how do you ensure that as you continue to grow that loan book, you're managing the risk? Because at some point, how do you ensure that you're not just, I guess, chasing after a target and not ensuring that the quality of loan remains high?

Trevene McKenzie: [00:35:33] So, really, when we are looking at growth, Jermaine, what we do is we obviously make projections. And with those projections, we take into account the risks from the growth in the loan book versus the growth in interest expense versus the growth in our EBITDA and our retained earnings. So before we embark on a journey like that, we ensure that we put paper to pen. We map it out to ensure that we are managing the risk, both operational, financial, and credit risk to make it make sense.

Jermaine McDonald: [00:36:04] So how do you do that while maintaining, I guess, the speed? Because I believe I heard Kenroy mention you can, in some cases, get a loan up to 48 hours. How do you do all of those checks and still disburse within two days?

Trevene McKenzie: [00:36:20] So before we-- well, go ahead, Kenroy.

Kenroy Kerr: [00:36:23] Go ahead, Trevene.

Trevene McKenzie: [00:36:26] So, really, before we disburse a loan like that, we know the capacity we have. We know the demand in the market. And we know what we’re capable of. So, for example, I would sit down, and we would map out we have demand for 20-million-dollar loans, 30-million-dollar loans or 5-million-dollar worth of loans. And before we disburse, I would’ve already understood the impact a 5-million-dollar loan would have on the portfolio and what the risk would look like. So that’s how we kind of map it out. We pre-empt the demand, pretty much.

Jermaine McDonald: [00:36:57] Okay. Okay. All right. Question from Aliane:

**What is the vision for Dolla over the next 12 to 18 months?**

Kenroy Kerr: [00:37:08] Our vision is, well, definitely, to continue growing the loan portfolio, growing the business. We are very ambitious, and we would over the next, I’d say, two years, we would want to see our portfolio at about 5, 6 billion dollars in terms of growth. And we would definitely be reporting by then profit before tax in excess of a billion dollars. So that’s really what we’re pushing for.

And I know Dolla is already a household name, but by that time, there will be no argument as to whether we are the number one micro financial institution in Jamaica.

Jermaine McDonald: [00:38:01] All right. Good stuff. David Rose is asking:

**You received a bridge loan from Mayberry. How much is Dolla currently raising in capital markets right now before the end of this year?**

Trevene McKenzie: [00:38:18] So we are currently in discussions with our new financial partners, Mayberry, to discuss what the options are and what's feasible. So at this time, I’m not at liberty to say where we are because discussions are still ensuing. But definitely, we’re in October. We have two months left in the rest of the year. So you will see that on our year-end financial statements, what it really looks like and what will pan out for the rest of the year.

Jermaine McDonald: [00:38:44] Okay. Paul is asking:

**Are there still plans to acquire a business, or is the primary focus to grow the current loan book via new loans?**

I was pretty much going to ask that as well. Are there plans for inorganic growth?

Kenroy Kerr: [00:39:00] That is an aspect of-- inorganic growth is still growing the loan portfolio. At this point in time, as I said before, the focus is really on trying to fulfil the demand that we have in-- or what we have identified. Not to say that a possible acquisition is off the table. That will still be-- from a higher level, we’ll still be looking if there are any opportunity where that is concerned. Of course, you know that the industry’s changing with all of the new regulation, everything. There is a lot of consolidation that we can expect from the industry, and it is-- we’re very aggressive, so if there’s an opportunity that presents itself that we see will add value to our shareholders, then that is something that we’ll explore.

Jermaine McDonald: [00:39:54] I’ll also say I’ll encourage persons to watch the interview we did with Kenroy. He spoke about, yes, what an ideal acquisition target would look like. You should check out that interview. There’re some questions here for Ultra. So:

**Ultra is growing quite rapidly as a segment. Have you considered raising capital via preference shares or bonds through the JSE as a route of new capital sourcing?**

David Henriques: [00:40:22] So yeah, definitely, it is something that we are considering. The conversation is now happening at board level. And as the months go on, we know that will increase. So the answer is yes. That is the thought. As to exactly when and what route we’re going to take. We have not finalized that yet. But I would say, yeah, hang around for our Q4 Earnings Call and we’ll definitely have some more concrete updates to give you at that time.

Jermaine McDonald: [00:40:58] All right. Follow-up question here from Jerome:

**Has Ultra tapped into corporate clients who are looking for private credit, receivables and purchase order financing, lines of credit, etc.?**

David Henriques: [00:41:11] So tapped into, yes. Private clients, yes. In regards to purchase orders, etc., no. We have been focusing on, really, the strength of the collateral. And there is, I guess, difficulties in using someone’s receivables as collateral. So we are still in our early days. So we are sticking to more concrete and secured items of collateral such as stock, real estate, motor vehicles, etc.

So as we continue to grow our portfolio, grow our loan book, and have the capacity to accept wider varieties of collateral, I think we’ll take a further step into that. But that is further down the line.

Jermaine McDonald: [00:42:10] All right. Another question for Ultra. We getting more than 27% of the questions for you, David.

**Any plans for listing Ultra in the near future?**

David Henriques: [00:42:21] So yeah, as I had mentioned in the two previous questions, yes. It’s a conversation that is definitely happening at board level now. How soon that will come, we will see as we weigh the pros, the cons, and do our due diligence, etc. But to answer that, yes. The conversation is being had. And as I said, by the end of Q4, I think we will be able to have a more concrete answer for you then. But the answer is yes. We are looking forward to that.

Jermaine McDonald: [00:42:57] So I just want to ask you explicitly, David. Are we going to see Ultra IPO by Q4? Is that what you're saying?

David Henriques: [00:43:07] What I’m saying is by the Q4 Earnings Call, we’ll be able to give you concrete timing on what is exactly happening there, but the answer is yes. Obviously, we’re aiming to IPO. We need to raise capital and that is one of the best methods to do so. As I said, it is a conversation, but we will definitely keep you updated. And we’ll keep you updated on this platform.

Jermaine McDonald: [00:43:36] All right. Perfect. So there’s a question. So you mentioned in your presentation, David, that you do loans against blue chip stocks. Is that only for the JSE? Does it include the US market or other markets as well? Can you give us some insights on that?

David Henriques: [00:43:55] Currently, it is just our JSE stock. We have not ventured into the overseas stock as yet. As you know, the hypothecation of shares, etc., is a process that is very important to us in using this stock as collateral. So we have not gone there yet, but we are not writing anything off as we continue to grow.

Jermaine McDonald: [00:44:26] All right. Question here from Aliane:

**What is the timeline for additional expansion outside of Jamaica? Is Dolla still looking to maximize the loan book of Guyana branch or is slow growth still expected?**

I’m wondering if that’s a question for Kurt as well, I guess, based on the loan portfolio overview that was given. But Kenroy, it seemed like you were going to--

Kenroy Kerr: [00:44:48] No, I’ll take this one. I’ll take this one, Jermaine. So in terms of the timeline for regional expansion, I would've touched on that just a little bit earlier when I was looking at the outlook. In the past, we’d have discussed expansion strategy where we’d have applied to the Bank of Jamaica for their no objection to basically diversify our business and bring our business model to St. Lucia and Barbados. And while we still await a no objection from them, I think for the remainder of this quarter and for the short term, I can confirm that we will basically be looking to leverage the opportunity that we see locally.

The demand is tremendous, and we are focused on growing our business locally at this point in time. Not to say that regional expansion is completely off the table, but right now, we’re just leveraging the opportunity where we have a better appreciation for the market. We have a model here that works locally, and that is what we’ll be expounding on over the short term.

In relation to Guyana, we will continue to-- that business has remained stable, and we will continue to fund that business. I think the difficulty in Guyana-- ideally, we would love to be able to-- for each of the subsidiaries, to fund themselves and to grow through funds that they can raise. And Guyana, it’s not an easy market to raise capital in relative to a Jamaica. And we understand Jamaica more than we do Guyana. So we expect to continue to-- we expect continued growth of Guyana at a steady level, and we will, as I said, maximize the opportunity that we have to lend locally in Jamaica.

Jermaine McDonald: [00:46:49] Okay. Just someone one who was asking in our Telegram group about BOJ approval for expansion to Dom Rep, I’m assuming that fits into the same bucket that you're explaining just now.

Kenroy Kerr: [00:46:58] Right.

Jermaine McDonald: [00:47:00] All right. Aliane is asking if there’re any plans to follow your partner, SVL, into the Africa Continent.

Kenroy Kerr: [00:47:11] At the high level, that is not something that has come up on our agenda as yet. Not to say that those things are not possible, but we’d wait to have those discussions, and then update you accordingly.

Jermaine McDonald: [00:47:25] Oneil is asking:

**Is there a drive to grow at least 45% of Dolla’s total loan value soon?**

I feel like we’ve kind of ventilated plans for growth and [inaudible] in terms of where the loan book is expected to be. So Oneil, I think this question was answered for you already. Let me see here. So David Rose is asking:

**Have you seen a slowdown in new customer growth in Jamaica, or more repeat customers?**

I believe you were speaking about this, Trevene, on the Mayberry forum in terms of client growth. How have we seen that progress for this year, and what are you expecting those numbers to be for next?

Trevene McKenzie: [00:48:10] I think I mentioned that the customers love the products, and they keep coming back, which is true. But it’s a healthy mix of repeat customers and new customers. As we tend to venture out, persons get more aware of the business and are more comfortable with microcredit institutions and how they lend. Especially with Ultra now on the table, we see a lot of new customers coming there. But Dolla customers tend to repeat. So it’s a healthy mix. It’s a real healthy mix.

Jermaine McDonald: [00:48:39] Okay. So Oneil is saying I messed up his question, so let me read it again. There is a comment before. So it says:

**Ultra has had tremendous growth to almost $1 billion in just three quarters. It is said that Ultra is 100% secured loans and now up to 30% of Dolla’s loan book. Is there a drive to**-- okay.

So speaking specifically to Ultra, is there a drive to grow Ultra’s portion of the portfolio to 45% from the 27 where it is now?

David Henriques: [00:49:12] Definitely. Without a doubt. If it was up to me and my team, we’d be growing exponentially. If we have this call in two years time and we said, “Boy, Ultra is at 70% of Dolla,” I would not be upset. But obviously, our intention is to grow exponentially, and once funds are available, we want to keep growing. And there is nothing stopping us. We’re going full steam ahead.

Jermaine McDonald: [00:49:44] All right. So David Rose is asking:

**What new partnerships and products are you likely to bring in short order?**

Kenroy Kerr: [00:49:56] Those, David, we are definitely in a very advanced stage for two new offers that we have coming-- or two new partnerships that we have coming. But I’m not one who love to give out our secret before. So within a few weeks, you’ll definitely be seeing that.

We continue to be innovative. A few months ago, we launched our One and Ready product. It was really us identifying a need, again, being innovative in terms of how we designed that product. Not to say that other persons in the market don’t have similar offerings, but just the thought and the design that we give to that product and how that product has grown and the contribution that it has made towards the portfolio over the last nine months is pretty tremendous and significant.

And in that same light, we will continue to innovate. We will continue to look at the market where there's a need and just create solutions that can fulfil those needs. So in terms of partnership, new products, you’ll definitely be seeing those as we go along.

Jermaine McDonald: [00:51:14] Okay. Good stuff. Oneil is saying:

**What is the amount of money that was committed by Mayberry Investments Limited recently? And what was the percentage rate?**

I think Trevene alluded to the fact that that detail will be shared, earlier next year?

Trevene McKenzie: [00:51:31] That’s correct. Yes. With interest rates, etc., those discussions are still being had. There’re changes in the economy that we’re taking into account, so we have not yet landed on everything. But once we have, as usual, we’re very transparent and we will have no issue sharing that with you.

Jermaine McDonald: [00:51:50] David Rose again.

**Dolla is definitely close to meeting the $3 billion asset mark and hitting more than 400 million in profits. Where do you see Dolla in the next three years?**

Kenroy Kerr: [00:52:05] I think I responded to this question earlier, David, that our two-year plan is to have the portfolio between 5 and 6 [billion?] dollars. And, of course, the loan portfolio is our assets, representing a little bit over 90%. So that’s where we intend to have the portfolio. And over two years, we’ll definitely be seeing profits in excess of $1.2 billion.

Jermaine McDonald: [00:52:30] David Rose is asking:

**Are there any concerns about the developments with Venezuela and Guyana?**

I’m not sure specifically what he’s referring to.

Trevene McKenzie: [00:52:41] Well, the developments in Venezuela and Guyana. Definitely Guyana. IMF has put out a release that Guyana is one of the leading countries for growth. So I’m thinking some good developments there in Guyana that we are definitely watching to ensure that where we can maximize, we will maximize.

Venezuela is a little more of a difficult market for us. We have been looking but it has not yet panned out the way we want it to. But nothing is off the table. Nothing is off the table.

Jermaine McDonald: [00:53:16] Okay. And also:

**What is your outlook for 2024?**

Kenroy Kerr: [00:53:24] It’s really, David, to continue on the growth path that we’ve seen. We’re building a momentum. Based on all of the macroeconomic indicators, we’ll be seeing-- I’m not an economist. I’m not a financial analyst. But just based on what we’ve seen in the market, we anticipate that interest rates will go down, growth will continue, unemployment will reduce. And that will definitely have an impact on, one, the quality of the loans that we disburse, the amount of business that we can do, and the amount of funds that we’re able to raise.

And as I said before, our approach and strategy for the rest of this quarter, 2024, it’s really to tap into the opportunity that we’ve seen locally, and we will just continue pushing for 2024 to create the same level of growth or increase growth year over year.

Jermaine McDonald: [00:54:25] There was something that you mentioned, Kenroy, maybe just in passing, or maybe it was Trevene. I’m sorry if I’m mistaken here. But I heard something to the tune of 300 million in loans disbursed for September.

Kenroy Kerr: [00:54:40] Yes, that’s correct.

Jermaine McDonald: [00:54:41] We’re at the end of October. Any insight as to how the last quarter is shaping up?

Kenroy Kerr: [00:54:50] As I said, we’ve built a momentum, and we are still working towards it. It can only get better. It can only get better, Jermaine. So for September, that is the month in which we would've received a bridge loan, and coupled with our collections for that month, we would've seen significant growth in terms of disbursement.

Based on our pipeline, we are easily able to fulfil that $300 million per month for the rest of this year, but that is all contingent on how we do in relation to funding.

Jermaine McDonald: [00:55:31] Okay. I believe that Aliane is giving us some context to David’s question.

**Venezuela is seeking to annex 75% of Guyana in a referendum in December 2023.**

And Aldane is saying”

**Hi David. The issue with Venezuela’s claim for the** - I can't pronounce that word - **(Essequibo) in Guyana is not of great concern to Dolla Guyana. However, we watch developments as they arise.**

Okay. So there seems to be some sort of situation there. So he was just asking how you view those developments and the potential impact. So Aldane is saying that there is no concern there.

All right. I’m not so good with un-English words. All right. Two more questions; one from Jerome:

**Re the loans in real estate construction, are you lending for the purpose of them to purchase equipment like tractors, excavators, and for them to earn and repay you?**

So what type of loans do you do for that sector?

Kenroy Kerr: [00:56:47] [inaudible] Kurt to take this one.

Kurt McKenzie: [00:56:52] All right. In general, Dolla provides funding for just about anything, really. Essentially, we do not support startup type businesses. So for persons with existing businesses and already established in whatever industry, we would generally support whatever you can justify that you can afford to repay.

Jermaine McDonald: [00:57:13] All right. Makes sense. And finally, Jerome is asking:

**What's the timeline to do another large debt raise?**

Kenroy Kerr: [00:57:29] I think Trevene would’ve alluded to the fact that we’re currently in discussion with our new partners, and we’re still in that stage. We’re discussing and looking at the different options and the best way to do our fund raise. And in very short order, you will basically be getting more information on that.

Jermaine McDonald: [00:57:49] Sounds like we have a lot of things to look forward to for the next Earnings Call, a lot of new updates, new financing, [crosstalk]--

Kenroy Kerr: [00:57:57] Most definitely.

Jermaine McDonald: [00:57:58] --spin-offs and other things to look forward to confirmations of such. Right? Not that it will be happening, but just to get some clarity as to where things will be.

All right. So I believe those are all our questions. So I wanted to give the opportunity for persons-- I don’t know if you have any final comments or remarks. Maybe it’s something that I failed to ask or that failed to come up. Is there anything that you want to share before we close out?

Kenroy Kerr: [00:58:30] I think, Jermaine, your viewers are really paying attention to our results, asking the right questions, and I think we would've addressed most of those. But I just wanted to say that we, Dolla, remain committed to-- we remain committed. We are unwavering in our drive to deliver high-quality loan products, to foster that relationship with our customers. Relationship is really important to us. And, really, for the development of our staff, that’s one of our most unique asset. I think we have a very ambitious team, and their goals are just really aligned with the goals of our company, which is one of the reasons we do so well as a team.

So that is our drive. We are committed to remaining transparent as we have been. Since we’ve gone public, I don’t think we have had a quarter where we haven’t really shared and provide all of the insight in the business, and we will continue to do that. And we remain resolute in just our resolve to broaden the audience that we reach in terms of our products, our solution, and just to promote economic growth and funding opportunities for those persons we target.

Jermaine McDonald: [00:59:53] All right. Good stuff. Great note to end on. So I want to thank everyone from the Dolla team. Thank you, everyone, who came out, participated. The replay will be here for persons to watch. So if you have any questions that you get from watching the replay, just post them in the comments and we’ll share them or try to cover them, rather, on the next Earnings Call. So thank you, everyone, and we’ll see in the next one.

Kenroy Kerr: [01:00:18] All right. Thanks for having us.

Trevene McKenzie: [01:00:21] Thanks, everyone.

**END OF AUDIO**