

Profile: Caye International Bank

Interview with Luigi Wewege, Senior Vice President

Caye's history began in 1996 as a mortgage company in Belize. After several years of continued success, we decided to become an international bank, and on September 29th, 2003, Caye received an unrestricted Class-A International Banking License from the Central Bank of Belize.

Caye is the only international bank headquartered on the island of Ambergris Caye in Belize, which is on the Caribbean Coast next to Mexico and Guatemala. It's absolutely gorgeous. Our bank is global in its operations, and we focus on offering financial services to any international individuals and corporations located outside of Belize. The bank offers a full range of traditional and non-traditional banking services, plus various savings accounts in multiple currencies.

Caye has built up considerable knowledge of the Central American financial market, thanks to our many years of experience providing services to corporate customers and individuals all over the region. The bank's mission is to help our clients succeed in their financial affairs right now and in the future. Our banking goals stem from our mission, which is to offer financial services while delivering top-quality customer support.

Private offshore banking

Caye has expanded remarkably since our early days as a mortgage company, and then as a bank from 2003 onwards. In fact, just this year, in 2018, Global Finance Magazine listed us among the World's Best Private Banks, and as the best bank in Belize. Now, with the bank's ever-growing international client base, plus a network of global strategic alliances, we're poised to continue our growth well into the future.

Our bank's success to date has been made possible with the help of our visionary board members, dedicated staff, and loyal customers. Our bank's directors give guidance and leadership, and in general are a source of motivation and inspiration for all of us at Caye.

In Belize, reserve requirements are three times higher than in the United

States, and Caye Bank has liquidity approximately double the legal minimum of Belize. With one of the highest liquidity ratios of any global bank, Caye has a track record nearly two decades long within the Central American region. Caye's mission has always been to provide financial services based on trustworthiness, with an underpinning of strong corporate values, and this formula has certainly paid off. Our bank has grown with a diversified revenue structure, a balance sheet with excellent asset quality, diversified funding sources, and a strong capital base.

The scale of economic activity and stability in Belize and throughout Central America has brought robust growth to Caye in all of our bank's core products. In addition to this, we believe the diverse range of international finance services that we have offered over the last two decades has allowed us to play an integral role in the growth and prosperity of not just the island of Ambergris Caye, but all of Belize itself.

The Bank's Strategy

The most important investment for future growth is increasing our bank's customer acquisition, which should contribute to a rise in value for our shareholders.

Our bank's focus on customer financing, providing a variety of loans, will continue to be an important element for diversifying assets. Also, focusing on loan growth within strict criteria for risk and value creation will ensure our bank's continued growth into the future.

Leveraging and optimizing the online digital platforms is expected to help attract a new, much younger demographic of clients, as well as an added revenue stream for our bank.

The retail deposit base of our bank is predicted to grow exponentially over the next year. To maximize profitability, the deposit base cost will be improved by identifying better investment returns for the bank.



Caye International Bank team

Our bank’s ongoing investments will be in new products, human capital, and technology—coupled with strategic diversification into new business areas, as well as increased attention to risk management, liquidity and successful regional diversification. I am confident that this will firmly establish Caye International Bank as a major financial institution within the Central American region over the next sev-

eral years, and will give the bank a platform to expand into international jurisdictions farther afield.

Outlook and Development

The banking industry is expanding globally, due to continued wealth creation that is being driven by

positive savings rates and long-term capital appreciation. The attractive growth of the industry continues to exceed the GDP growth of many Western nations. Today we have a strong footprint in Central America, and our goal is to achieve above-market growth, as well gaining market share in our three core activities. This calls for investments in our business model, which we are making on a targeted basis.

With our international bank accounts, we aspire to become the leading savings provider in the region, as well as continuing to tailor our offerings to the specific needs of European customers. To increase awareness of Caye, we continue to expand our team of professional regional directors located in major cities around the world, who provide business development within their areas concerning the bank’s core products and services.

In financing, we want to gain further market share based on our positioning as a well-known, established bank that offers a superior level of customer support, and is willing to work with customers who take out loans by being flexible with repayment schedules and underlying terms.

Our financial services, offering innovative solutions as well as our continued focus on improving our technological capabilities, give us very strong foundations for the bank’s further growth. Across all of our core activities, we aim to use the benefits that come with digitalization to improve the client’s experience and to enhance the effectiveness and efficiency of our service delivery.