

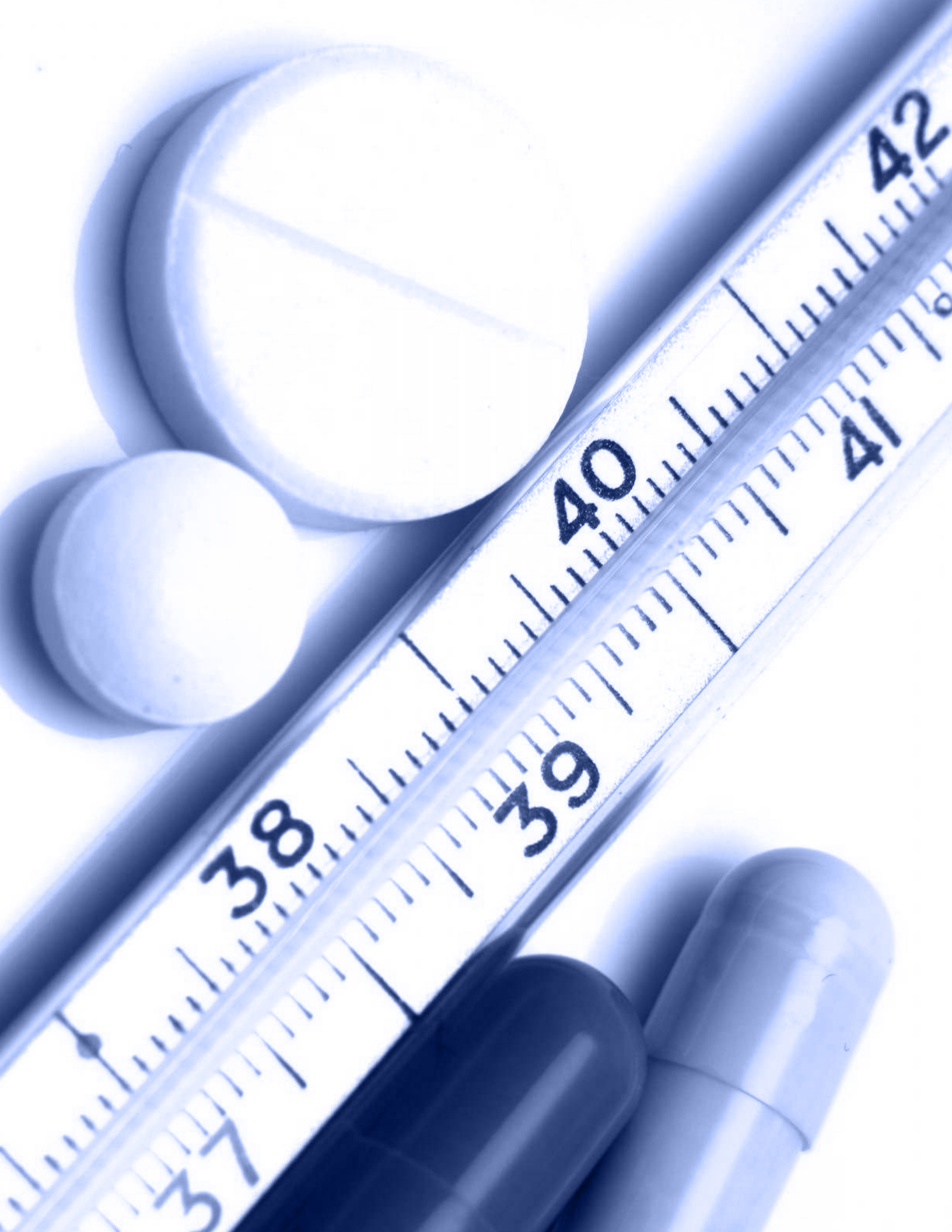


MEDICAL DISPOSABLES  
& SUPPLIES LIMITED

QUALITY · VALUE · SERVICE



*16 Sweet Years in the Business!*  
**2015 ANNUAL REPORT**



# Our Vision

To be the most efficient, customer centric and profitable distributor in the Caribbean region.

# Our Mission

Beat the Best.

# Our Values

- Fulfilled Employees
- Premium Service
- Quality Assurance
- Delighted Customers
- Contented Affiliates
- Social Responsibility

# Contents

<b>Chairman’s Statement</b> .....	<b>3</b>
<b>Company Highlights</b> .....	<b>4</b>
<b>Notice of Annual General Meeting</b> .....	<b>6</b>
<b>Directors’ Report</b> .....	<b>7</b>
<b>Our Directors</b> .....	<b>8</b>
<b>Directors’ Profile</b> .....	<b>10</b>
<b>Corporate Data</b> .....	<b>13</b>
<b>Corporate Governance</b> .....	<b>14</b>
<b>Management Discussion &amp; Analysis</b> .....	<b>16</b>
<b>Financial Highlights</b> .....	<b>18</b>
<b>Executive Management</b> .....	<b>20</b>
<b>Human Resources</b> .....	<b>22</b>
<b>Corporate Social Responsibility</b> .....	<b>24</b>
<b>Financial Statements</b> .....	<b>27</b>
<b>Form of Proxy</b> .....	<b>59</b>

# Chairman's Statement

The financial year ended March 31, 2015 marked another milestone in the 16 year history of Medical Disposables & Supplies Limited (MDS) as revenue recorded for the period surpassed the J\$1 billion mark for the first time.

Revenue for the year amounted to J\$1.159 billion which represents an increase of 27% when compared to the previous year. At the same time, net profit increased by 49.5%, moving from J\$56.5 million for the year ended March 31, 2014 to J\$84.5 million for the financial year under review.

During the year, the Company met most of its operational and financial targets which were achieved within the context of an adverse macro-economic environment characterised by a depreciating Jamaican dollar vis-à-vis other currencies, reduction in government expenditure, continuing increases in fuel prices, reduction in aggregate demand and a more competitive business environment.



WINSTON BOOTHE  
CHAIRMAN

In order to support its growth strategy, MDS acquired a property located on Hagley Park Road which will more than double its existing warehouse capacity, while at the same time provide additional space for its sales and administrative staff. It is anticipated that relocation of the operation to the new premises will take place during the third quarter of 2015.

The purchase will consolidate the Company's operation under one roof instead of the multiple units it currently occupies at The Domes Business Complex on Hagley Park Road. This will also allow for better control and a more streamlined operation.

As we complete the first full financial year as a publicly listed Company, we restate our pledge to continue to maintain a high standard of financial performance and operational efficiency as well as to increase shareholder value by providing appropriate returns on their investments.

In reflecting on another year of operation, I express my appreciation to all the members of the MDS team for their dedication and commitment, and to our customers for their loyalty and support during the year.

Finally, I thank members of the Board of Directors for their stewardship and guidance in the transition from a family operated business to a more formal corporate culture, and the adoption of a robust Corporate Governance structure.



# Company Highlights...

From our 1<sup>st</sup> Annual General Meeting held at the Courtleigh Hotel & Suites





# Notice of Annual General Meeting

Notice is hereby given that the Second Annual General Meeting of Medical Disposables & Supplies Limited (the “Company”) will be held on Tuesday, September 29, 2015 at 10:00 a.m. at the Courtleigh Hotel & Suites, 85 Knutsford Boulevard, Kingston 5, to consider, and if thought fit, pass the following resolutions:

**1. RECEIPT OF AUDITED ACCOUNTS**

To receive the Audited Accounts for the financial year of the Company ended March 31, 2015, together with the Reports of the Directors and Auditors thereon.

**ORDINARY RESOLUTION NO. 1**

‘That the Audited Accounts for the financial year of the Company ended March 31, 2015, together with the Reports of the Directors and Auditors thereon be and are hereby adopted’.

**2. RETIREMENT AND RE-APPOINTMENT OF DIRECTORS BY ROTATION**

That the following Directors of the Board who, being the longest serving have retired by rotation prior to the reading of the resolution in accordance with the Articles of Incorporation of the Company, and, being eligible, have consented to be re-appointed and to act on re-appointment:

**ORDINARY RESOLUTION NO. 2**

‘That Kurt Boothe be and is hereby re-elected a Director of the Company for the ensuing year’.

**ORDINARY RESOLUTION NO. 3**

‘That Nikeisha Boothe be and is hereby re-elected a Director of the Company for the ensuing year’.

**3. DIRECTORS’ REMUNERATION**

To authorise the Board of Directors to fix the remuneration of Directors.

**ORDINARY RESOLUTION NO. 4**

‘That the amount shown in the Audited Accounts for the year ended March 31, 2015 as fees to the Directors for services as Directors, be and is hereby approved’.

**4. RE-APPOINTMENT AND REMUNERATION OF AUDITORS**

To appoint the Auditors and authorise the Board of Directors to fix the remuneration of the Auditors.

**ORDINARY RESOLUTION NO. 5**

‘That Mair Russell Grant Thornton who have consented to continue as the auditors of the Company be and are hereby appointed Auditors of the Company to hold office until the next Annual General Meeting at a remuneration to be fixed by the Directors of the Company’.

**5. FINAL DIVIDEND**

To approve aggregate dividends paid for the financial year.

**ORDINARY RESOLUTION NO. 6**

‘To approve the aggregate amount of the interim and final dividends paid based on the profits of the financial year, being \$21,142,206

or \$0.08 per ordinary share.  
BY ORDER OF THE BOARD

**6. OTHER ROUTINE BUSINESS**

To deal with any other business that is considered routine and appropriate for the Annual General Meeting.

**ORDINARY RESOLUTION NO. 7**

‘To transact any other ordinary business of the Company that can be transacted at an Annual General Meeting’.

Dated this 17<sup>th</sup> day of July, 2015  
BY ORDER OF THE BOARD



**KURT BOOTHE**  
COMPANY SECRETARY

**NOTE:** A member entitled to attend and vote is entitled to appoint a proxy to attend and vote instead of him. A proxy need not be a member of the Company. A form of proxy is enclosed and if it is used it should be completed in accordance with the instructions on the form and returned so as to reach the Company’s Registrar at the address shown on the form not less than forty-eight (48) hours before the time fixed for the meeting.



# Directors' Report

---

**The Directors of  
Medical Disposables  
& Supplies Limited  
are pleased to present  
their report for the  
12 months ending  
March 31, 2015.**

---

## **FINANCIAL RESULTS**

The Statement of Comprehensive Income shows pretax profits of \$84.63M and post-tax profits of \$84.57M from revenues of \$1.16B. Further details of these results, as well as the prior 12-month performance are outlined in the Management Discussion and Analysis and Financial Statements which are included as part of this Annual Report.

## **DIRECTORS**

The Directors of the Company as at March 31, 2015 are:

- Mr. Winston Boothe  
Chairman
- Dr. Vincent Lawrence  
Non-Executive, Independent Director
- Mrs. Sandra Glasgow  
Non-Executive, Independent Director
- Dr. Dahlia McDaniel-Dickson  
Non-Executive, Independent Director
- Mrs. Myrtis Boothe  
Managing Director
- Mr. Kurt Boothe  
General Manager
- Miss Nikeisha Boothe  
Senior Marketing Executive

The Directors to retire by rotation in accordance with the Articles of Incorporation are: Mr. Kurt Boothe and Miss Nikeisha Boothe, but being eligible, all will offer themselves for re-election.

## **AUDITORS**

The auditors of the Company, Mair Russell Grant Thornton, of 3 Haughton Avenue, Kingston 10 have conveyed their willingness to continue in office as Auditors of the Company until the next Annual General Meeting.

We wish to thank all our customers, employees, agents and shareholders for their continued support and contribution to the Company's performance.

Dated this 17<sup>th</sup> day of July, 2015

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS



Kurt Boothe  
COMPANY SECRETARY

# Our Directors



## Board of Directors (Left -Right)

**Miss. Nikeisha Boothe**  
Senior Marketing Executive

**Mr. Kurt Boothe**  
General Manager

**Mrs. Myrtis Boothe**  
Managing Director

**Mr. Winston Boothe**  
Chairman

**Mrs. Sandra Glasgow**  
Non-Executive, Independent Director

**Dr. Vincent Lawrence**  
Non-Executive, Independent Director

**Dr. Dahlia McDaniel-Dickson**  
Non-Executive, Independent Director



### **WINSTON BOOTHE**

*Chairman*

With over 40 years of experience as a corporate executive, Mr. Boothe offers an impressive business acumen, financial expertise and an expansive network in the business realm. He is an immediate past Senior Vice President of the Port Authority of Jamaica where he served for 19 years until September 2013, shouldering responsibilities in the areas of Corporate Planning, Finance, Administration, Operations and Information Services. Prior to this, Mr. Boothe held the post of Group VP of the Jamaica Broilers Group of Companies. He has served as a Director of the Petroleum Corporation of Jamaica, Port Authority of Jamaica, Jamaica International Free Zone Development Limited, Master Blend Feeds and the Wortley Home for Girls. Mr. Boothe is an honours graduate of the University of the West Indies with a Bachelor's Degree in Economics & Business Administration.

*Mr. Winston Boothe is a member of the Audit & Compliance Committee and a member of the Compensation and Human Resources Committee.*

### **DR. THE HON. VINCENT M. LAWRENCE**

*Non-Executive, Independent Director*

During his over 40 years of experience as a civil and geotechnical engineer, Dr. Vincent Lawrence has become widely recognized as a skilled negotiator who has played a pivotal role in the engineering community and has exhibited a strong commitment to national service. He is a registered Professional Engineer in Jamaica and Ontario, a member of the Jamaican Institute of Management and a Fellow of the American Society of Civil Engineers. Dr. Lawrence is currently the Executive Chairman of Jentech Consultants Limited, Chairman of the Clarendon Alumina Production Limited Board and Chairman of the Financial Board of the Diocese of Jamaica and the Cayman Islands. He holds a Bachelor of Science Degree with honours from the University of the West Indies and earned his Doctorate through the Queen's University, Canada.

*Dr. Vincent Lawrence is the Chairman of the Compensation & Human Resources Committee and a member of the Audit & Compliance Committee.*

### **SANDRA GLASGOW**

*Non-Executive, Independent Director*

Mrs. Sandra Glasgow is one of Jamaica's distinguished business leaders who has made invaluable contributions to the corporate landscape. She is the founder and Managing Director of BizTactics Limited, a privately held consulting company. Prior to this, she held the post of Chief Executive Officer at the Private Sector Organisation of Jamaica and spent the two preceding decades in executive positions at the University of Technology Jamaica. Mrs. Glasgow currently sits on the Board of the National Commercial Bank where she chairs the Corporate Governance Committee and also serves as Mentor to Caribbean Producers Jamaica Limited. She is the recipient of two degrees from the University of the West Indies - a Bachelor of Science with majors in Zoology and Applied Science as well as a Master of Business Administration.

*Mrs. Glasgow is the Chairman of the Audit & Compliance Committee, member of the Compensation & Human Resources Committee and Mentor to the Board.*

# Directors' Profile

## **DR. DAHLIA McDANIEL-DICKSON**

*Non-Executive, Independent Director*

Dr. McDaniel adds an essential dimension to the MDS Board through her strong command of the pharmaceutical industry from both academia and business perspectives. Her contagious fervour for the discipline helps to ensure output of the highest standard with an outlook supported by intelligent industry specific applications. Dr. McDaniel is a registered pharmacist for over 23 years with a Doctorate of Public Health in the field of Pharmacology from the University of London, owner of two thriving pharmacies and a proprietor of a medical clinic. She is the recipient of the National Badge of Honour for Meritorious Service in the field of Pharmacy and for contributions to Public Health (2013).

*Dr. McDaniel-Dickson is a member of the Compensation & Human Resources Committee and a member of the Audit & Compliance Committee.*

## **MYRTIS BOOTHE**

*Executive Director*

Mrs. Myrtis Boothe is the founder and Managing Director of MDS Limited. Her over 35 years of passionate and extensive medical experience provides

great value to the organisation through her immense product knowledge, first-hand understanding of the inner workings of health institutions, expansive industry network and her keen dedication to providing service excellence in patient care. She is a registered nurse by profession, and natural leader whose business instincts were honed through an 11-year management career at one of the country's leading companies in the industry.

## **KURT BOOTHE**

*Executive Director & Company Secretary*

Kurt Boothe's financial acumen, intimate familiarity with best practices exercised beyond our shores and openness to the application of modern solutions to business challenges are welcomed additions to the skill sets of the Company. Mr. Boothe has served as a Non-Executive Director of the Petroleum Company of Jamaica with responsibility for Marketing. He holds a Bachelor's degree in Business Administration and an M.B.A. with a concentration in Entrepreneurship from the Wayne Huizenga School of Business at Nova Southeastern University in Fort Lauderdale, Florida. While residing in Florida, Mr. Boothe developed his proficiency in Finance as part of the American Express Financial Advisors team

(Florida) and as Portfolio Administrator with the Private Client Group of Franklin Templeton Investments Inc. He also spent time in Property Valuation Consulting services and independent real estate investments.

## **NIKEISHA BOOTHE**

*Executive Director*

Miss Boothe graduated with honours from the University of Miami, where she earned a B.A. in International Marketing and Finance. She furthered her studies at the Mona School of Business (University of the West Indies), where she received an M.B.A. with a concentration in Marketing. Her roles as Marketing Executive at Dunlop Corbin Communications – a full-service marketing and advertising agency – and Brand Manager at Restaurant Associates Limited (franchise holders for Popeyes and Burger King in Jamaica) have provided her with an in-depth knowledge of advertising, media, production, public relations, event planning, consumer behaviour, budget management and financial marketing.

# Shareholdings of Directors

As at March 31, 2015

<b>Name</b>	<b>No. Of Units</b>
Winston Boothe	50,000,000
Myrtis Boothe	50,000,000
Kurt Boothe	50,000,000
Nikeisha Boothe	50,000,000
Dahlia McDaniel	1,073,100

# Shareholdings of Senior Managers

As at March 31, 2015

<b>Name</b>	<b>No. Of Units</b>
Myrtis Boothe	50,000,000
Kurt Boothe	50,000,000
Nikeisha Boothe	50,000,000
Lenworth Murray	163,000
Janice Pitter*	87,000
Gerard Whyte	54,000

\* Includes shareholdings for connected parties

# Top Ten Shareholders

As at March 31, 2015

<b>Name</b>	<b>No. Of Units</b>
<b>Winston Boothe</b>	<b>50,000,000</b>
<b>Myrtis Boothe</b>	<b>50,000,000</b>
<b>Kurt Boothe</b>	<b>50,000,000</b>
<b>Nikeisha Boothe</b>	<b>50,000,000</b>
<b>Mayberry West Indies Limited</b>	<b>9,082,808</b>
<b>Mayberry Managed Clients Account</b>	<b>8,302,129</b>
<b>Apex Pharmacy</b>	<b>3,496,926</b>
<b>Bamboo Group Holdings</b>	<b>3,350,631</b>
<b>Catherine Adella Peart</b>	<b>2,931,050</b>
<b>Manwei International Ltd.</b>	<b>2,148,432</b>
<b>Leon O. W. Headley</b>	<b>1,596,957</b>
<b>Lawrence and Associates Limited</b>	<b>1,284,222</b>
<b>Konrad Limited</b>	<b>1,204,337</b>

# Corporate Data



## DIRECTORS

---

### CHAIRMAN

Mr. Winston Boothe

### EXECUTIVES

Mrs. Myrtis Boothe  
Miss Nikeisha Boothe

### NON-EXECUTIVES

Dr. Vincent Lawrence  
Mrs. Sandra Glasgow  
Dr. Dahlia McDaniel-Dickson

### SECRETARY

Mr. Kurt Boothe

## SENIOR OFFICERS

---

Mrs. Myrtis Boothe – Managing Director  
Mr. Kurt Boothe – General Manager  
Miss Nikeisha Boothe – Senior Marketing Executive  
Ms. Janice Pitter – Financial Controller  
Mr. Gerard Whyte – Business Development & Client Relations Manager  
Mr. Lenworth Murray – Trade Manager

## ATTORNEYS-AT-LAW

---

### PATTERSON MAIR HAMILTON

63 – 67 Knutsford Boulevard  
Kingston 5, Jamaica W.I.

## BANKERS

---

### BANK OF NOVA SCOTIA JAMAICA LTD

Scotia Centre Branch  
Cnr. Duke & Port Royal Streets  
Kingston

### NATIONAL COMMERCIAL BANK

90 - 94 Slipe Road  
Kingston 5

## AUDITOR

---

### MAIR RUSSELL GRANT THORNTON

3 Houghton Avenue  
Kingston 10

## REGISTRAR & TRANSFER AGENT

---

### JAMAICA CENTRAL SECURITIES DEPOSITORY

40 Harbour Street  
Kingston, Jamaica W.I.



## MEDICAL DISPOSABLES & SUPPLIES LIMITED

QUALITY · VALUE · SERVICE

### REGISTERED OFFICE

Unit 26  
The Domes Business Complex  
85 Hagley Park Road  
Kingston 10  
Jamaica, W.I.  
Telephone: (876) 906-9994  
Fax Number: (876) 906-9996  
Email: service@mdsja.com

# Corporate Governance

The Board of Directors of Medical Disposables and Supplies Limited is committed to high standards of corporate governance. Our belief is that good governance practices contribute to prudent and effective decision making, putting the focus of our business activities on sustainable value creation and innovation and developing a management culture that conforms to recognised standards of corporate governance and transparent communication. The Board supports thorough and effective corporate governance standards and actively delivers value to all shareholders by assuming responsibility for the stewardship of the Company.

During the year, the Company developed a comprehensive Governance Charter for the Board outlining its principal role, functions, responsibilities and powers vis-à-vis management; the Committees of the Board and matters reserved for decision-making.

This Statement sets out the structures, principles and activities that comprise the Company's current corporate governance framework. The Company is committed to complying with all relevant corporate governance requirements; in particular with all applicable laws, the rules of the Jamaica Stock Exchange and the PSOJ's Code of Corporate Governance. The Company's internal governance framework, particularly its Articles of Incorporation, embodies all the principles needed to ensure that the Company is managed and supervised in a manner consistent with good corporate governance, including the necessary checks and balances.

## The Board

The Board is responsible for the overall management, strategic direction, maintaining sound risk management and internal control systems, succession planning and performance of the Company. It discharges its responsibilities through monthly meetings and meets more regularly as may be required. The Board has formally reserved specific matters to itself for determination and approval which include strategic issues, the annual budget, changes in share capital, approval of the Company's financial statements, approval of material contracts and succession planning for senior management. In addition, it reviews the Company's internal controls, risk management and other policies and approves its Code of Conduct and Ethics. It also monitors and evaluates the performance of the Company as a whole.

## Board Composition

The composition of the Board remained unchanged during the year. The seven directors - three Non-Executive Independent Directors, one Non-Executive Director and three Executive Directors are as follows:

- **Winston Boothe** Chairman, Non-Executive Director
- **Sandra A.C. Glasgow** Non-Executive Independent Director and Mentor
- **Dr. the Hon. Vincent Lawrence, O.J.** Non-Executive Independent Director
- **Dr. Dahlia McDaniel-Dickson** Non-Executive Independent Director
- **Myrtis Boothe** Managing Director, Executive Director
- **Kurt Boothe** General Manager, Executive Director
- **Nikeisha Boothe** Senior Marketing Executive, Executive Director

The Board considers a director to have met the criteria for independence if he or she:

- does not represent a substantial shareholding
- is not a close relative of a significant shareholder
- does not have an employment relationship with the Company

## Attendance at Board Meetings

The Board met nine (9) times during the year. Attendance by Directors' is indicated below:

Director	attended	%
Winston Boothe, Chairman	9	100%
Sandra Glasgow	8	89%
Dr. the Hon. Vincent Lawrence, O.J.	8	89%
Dr. Dahlia McDaniel-Dickson	8	89%
Myrtis Boothe	9	100%
Kurt Boothe	9	100%
Nikeisha Boothe	9	100%



During the year, the Board fulfilled the following responsibilities:

**Governance**

- Reviewed and discussed a draft Board Charter and Disclosure Policy
- Approved the Securities Trading Policy and Procedures
- Approved the Code of Conduct and Ethics
- Provided oversight over Management’s activities

**Strategy**

- Reviewed and approved a 2-year Corporate Plan and Budget

**Business Decisions**

- Approved a dividend payment to shareholders
- Approved the purchase of and financing for a new office and plant facility

**Human Resources**

- Discussed and approved Management’s recommendations for compensation packages and incentive schemes for management and employees

**Financial Performance and External Audit**

- Approved the Annual Report to shareholders, the quarterly financial statements and releases and the annual audited financial statements and ensured that these all presented a ‘true and fair’ view of the Company’s position and performance in accordance with International Financial Reporting Standards (IFRS) and other relevant standards
- Approved the re-appointment of the external auditor

**Compliance**

- Ensured that the Company operates within applicable laws and regulations

**Risks**

- Ensured that management identified the principal risks faced by the Company and that appropriate systems were in place to manage these risks

**Internal Controls**

- Assessed the adequacy of the systems of risk management, internal control, control environment and regulatory compliance

**Committees of the Board**

The Board has established and delegated specific duties to two committees: the Audit and Compliance Committee and the Compensation and Human Resources Committee. Each Committee has written Terms of Reference which have been approved by the Board and both committees met during the year.

**Audit and Compliance Committee**

The Committee has been established to oversee the accounting and financial reporting processes of the Company, the audit of its financial statements and the effectiveness of the Company’s risk management and internal control framework.

The Committee, chaired by Director Sandra Glasgow, met four (4) times during the year.

Director	attended	%
Sandra Glasgow, Chairperson	4	100%
Dr. the Hon. Vincent Lawrence, O.J.	3	75%
Dr. Dahlia McDaniel-Dickson	4	100%
Winston Boothe	4	100%

The Financial Controller, Miss Janice Pitter and the General Manager, Kurt Boothe, were in attendance at some meetings of the Committee. Representatives of the external auditor were in attendance at one meeting of the Committee.



During the year, the Committee discharged the following responsibilities:

### Financial reporting and disclosure

The Audit and Compliance Committee assists the Board in discharging its ultimate responsibility for the preparation of financial statements and for the monitoring of systems of internal control. The Board strives to present a balanced assessment of the Company's financial position and prospects and it endeavours to present all financial and other information in a way that is understood by investors. During the year, the Committee reviewed the quarterly financial statements and regulatory releases as well as the Company's annual audited financial statements, the disclosure in the Management Discussion and Analysis (MD&A) and the Annual Report published by the Company to ensure the completeness and accuracy of the information and recommended these to the Board for approval.

### Risk management, compliance and internal control

The Board recognises its overall responsibility to maintain sound risk management and internal control systems to safeguard shareholders' investments and the Company's assets and to regularly review the effectiveness of such systems. During the year the Committee, on behalf of the Board:

- Discussed significant risks and exposures, and the steps taken to monitor and minimise such risks and exposures.
- Reviewed and discussed the effectiveness of the system for monitoring the Company's compliance with laws and regulations.

### Financial reporting and disclosure, internal control and the role of the auditors

The Board has established formal and transparent arrangements for financial reporting, and external auditing. During the year, the Committee, on behalf of the Board, discharged the following responsibilities:

- Reviewed and recommended to the Board, the approval of the external auditors' scope of and approach to the annual audit;
- Discussed the significant matters arising from the annual audit relating to the Company's financial statements;
- Discussed and approved changes to the Company's accounting principles, policies, controls, procedures and practices proposed by the external auditor or management;
- Formally evaluated the performance of the external auditor, discussed the results with the external audit team and made recommendations to the Board on the re-appointment of the external auditor.

The Committee reported to the Board of Directors on its activities after each meeting.

### Compensation and Human Resources Committee

The Compensation and Human Resources Committee assists the Board in discharging its responsibility to protect the interests of shareholders by ensuring that the Company adopts, maintains and applies appropriate compensation policies.

The Committee, chaired by Director Dr. the Hon. Vincent Lawrence O.J., met once during the year.

Director	attended	%
Dr. the Hon. Vincent Lawrence, O.J., Chairman	1	100%
Sandra Glasgow	1	100%
Dr. Dahlia McDaniel-Dickson	1	100%
Winston Boothe	1	100%

The matters discussed and recommended to the Board for approval included:

- Compensation packages for executive management, senior management, line staff and sales representatives
- Benefit programmes, including a Group Health Insurance Plan and a Group Life and Critical Illness Insurance Plan
- Incentive Bonus scheme

The Committee reported to the Board of Directors on its activities after its meeting.

### Directors' remuneration

Directors' compensation is a fixed amount of J\$25,000.00 for each Board or Committee meeting attended. The Chairman of the Board and Chairpersons of the two board committees are paid the sum of J\$40,000.00 for each meeting attended. There is no retainer paid at this time.

The Mentor, who is a Board Member, performs special assignments for the Company under contract, in addition to her directorship. Information on total remuneration of Executive and Non-Executive Directors paid during the financial year is presented in note 22. iv to the financial statements.

### Code of Conduct and Ethics

A company's success and reputation are built on the principles of fair dealing and ethical conduct of its directors, officers and employees. The Company is committed to the highest standards of honesty, integrity, and impartiality in our business and personal dealings, including the avoidance of situations that may lead to conflicts of interest. Our reputation for integrity and excellence is important to us and requires our observance of both the spirit and letter of all applicable laws and regulations. Our continued success will depend on the trust that our customers, employees, shareholders and suppliers have in us. We are committed to preserving that trust. In that regard, during the year, the Board of Directors approved a Code of Conduct and Ethics as a guide for our employees and Board of Directors to live the values of:

- Fulfilled Employees
- Premium Service
- Quality Assurance
- Delighted Customers
- Contented Affiliates
- Social Responsibility

The Board and employees of the Company understand this Code of Conduct and Ethics as their obligation and are working to ensure that its spirit and provisions are respected and acted upon throughout the Company. The Code of Conduct and Ethics is intended to be reviewed by the Board and updated at least biennially.



### Disclosure

The Company has developed a Disclosure Policy which aims to ensure that information disclosed to shareholders and the public is timely, accurate, comprehensive, authoritative and relevant to all aspects of the operations while at the same time consistent with all legal requirements. Adherence to the policy is intended to provide an effective and efficient framework to facilitate the timely dissemination of material information to the investing public in the spirit of full disclosure and in compliance with the disclosure regulations of the Jamaica Stock Exchange on which the Company's shares are listed, and the Financial Services Commission. The policy has been developed in accordance with applicable provisions of the laws of Jamaica and the Company's Articles of Incorporation and is to be approved by the Board of Directors in July 2015.

The designated authorised persons to make public statements on behalf of the Company are its Managing Director, General Manager and Chairman of the Board.

### Board Evaluation

For the first time, the Board undertook an evaluation of its performance. The Survey, designed to elicit feedback on a number of board and director effectiveness factors, was administered by the Company's Mentor to all seven (7) Board members and 100% of the Directors responded. The survey was divided into five parts, focusing on:

- I. The degree of fulfilment of the Board's responsibilities
- II. The quality of the Board-Management relationship
- III. The effectiveness of board processes and procedures
- IV. The effectiveness of individual director contributions
- V. General comments

In each part, directors also had an opportunity to provide comments. Directors identified a number of priorities for the Board for the ensuing financial year and agreed on an action plan, including specific, measurable, assignable, realistic and time-based initiatives in the following areas:

1. Strategy
2. Core Governance and Compliance
3. Managing the transition to new premises
4. Talent management
5. Performance management

Implementation of the Action Plan will be monitored by the Mentor and the Board over the next financial year.



# Management Discussion & Analysis

---

During the past year, MDS Ltd. has steadily delivered improved results, despite a harsh economic climate. Notably, the Company crossed the billion dollar mark in revenue for the first time, which the team regards as a symbolic achievement for a firm that started just over a decade and a half ago, with one employee. This is the result of the tireless efforts of the entire MDS family, who worked assiduously to assure our shareholders of optimum performance.

---

The Company enjoyed continued market penetration of existing brands as well as improved sales of new product lines. MDS also added new distribution partnerships such as Flagship Biotech International and First Responders Technology Ltd. In the ensuing year, we certainly intend to maintain the focus on our existing product lines in our thrust for further market share. Where additional needs are identified, efforts to increase product offerings will also be intensified.

Consequently, the most significant achievement over the year, was the purchase of a new facility, in keeping with the expansion plans of the post IPO period. The Company's continued growth has led to maximum use of its current operating capacity. This current set-up, also consists of a number of buildings which causes some splintering of operations. The intention is to relocate to a compound within close proximity, with a set-up under one roof, which will lend itself to a more efficient, controlled and coordinated structure. The new building is approximately 27,000 square feet with more potential to expand the current floor space. This more than doubles the current capacity, and the total compound is situated on about an acre of land. The need for additional space has therefore arisen to accommodate higher levels of inventory, more office accommodations, as well as the provision to facilitate further development projects.

The move will afford the Company the opportunity to expand operations, maintain long term viability and increase shareholder value. With continued efforts to improve efficiency, capacity,

relationships, and overall results, the entire team remains optimistic about the achievement of higher goals for the subsequent year end.

## Financial Performance

### PROFIT AND LOSS SUMMARY FOR THE YEAR ENDED MARCH 31, 2015

Highlights of the financial year ended March 31, 2015:

- Net profit of \$84.6 million
- Earnings per stock unit of \$0.31
- Interim dividends paid during the year of \$0.04 per share
- Total assets of \$956.3 million
- Total stockholders' equity of \$402.5 million

Revenue for the year ended March 31, 2015 crossed the billion-dollar mark, growing by 27% to \$1.159 billion, when compared to the previous year. This was mainly attributable to an increase in product offerings, price increases and greater market penetration.

Gross profit of \$298 million for the year ended March 31, 2015 grew by 26% when compared to the year ended March 31, 2014.

Administrative expenses increased by \$45 million or 45% due to an increase in the staff complement, the full year's effect of the salary adjustments made in the latter part of the previous year, information technology systems and bank charges for processing fees. Recruitments were made in the areas of warehousing and accounting in an effort to support the growth of the business.

Selling and distribution expenses increased by \$7.5m or 22% due to an increase in sales commissions, related expenses and delivery expenses to transport customers' orders, consistent with the increase in sales levels.

Other operational expenses increased by \$8.8m or 89% due to increases in depreciation and amortisation costs as well as an increase in the provisions made for bad debts.

Non-operational expenses decreased by \$14.5m or 67% due to the following:

- Income from rental of newly acquired property for two (2) months
- Interest income from funds placed on competitively priced interest bearing facilities, prior to the purchase of the new property

Finance costs do not include the borrowing costs on the new credit facility as those amounts were capitalised in accordance with International Accounting Standards 16 (IAS 16)

Notwithstanding the increased expenses and the adverse impact of the devaluation of the local currency, profit after tax grew by 49.5%, moving from \$56.5 million in March 2014 to \$84.5 million in March 2015.

## **BALANCE SHEET REVIEW AS AT MARCH 31, 2015**

### ***Total Assets***

*Total assets grew by \$347.9m or 57.2% compared to the 12-month period in the previous year.*

Fixed assets increased by \$255.3m or 265.2%, which was driven mainly by the purchase of warehouse and office property located at 83 Hagley Park Road from Kingston Properties Limited in January 2015. The purchase price for the property was US\$2m. This new facility will allow for the expansion of MDS to improve its growth prospects.

Current assets increased by \$92.5m or 18%, moving from \$512.2m in 2014 to \$604.7m in 2015. The increase was mainly attributable to increased inventory levels, trade and other receivables that accounted for \$102.2m, as there was the need to support the higher level of business activity. Cash and short-term deposits decreased by \$12.7m or 14.8% due mainly to the initial deposit made on the property purchased.

Current liabilities increased by \$74.5m or 31.5%, moving from \$236.7m at March 2014 to \$311.2m at March 2015. Of that increase, trade and other payables represents \$69.6m due to the increased levels of inventory.

Total shareholders' equity increased by \$74m or 22.5% compared with the 12-month period in the previous year.

The growth in shareholders' equity at March 2015 was a result of profit for the year of \$84.6m less interim dividend payments of \$10.6m.



Our Future Home (approx. 27,000 sq ft) located at 83 Hagley Park Road

# Historic Financial Performance

	2015	2014	2013 *		2012	2011	2010
	\$'000	\$'000	(12 months restated) \$'000	(3 months audited) \$'000	\$'000	\$'000	\$'000

## profit and loss summary

Profit After Tax	84,569	56,544	40,469	14,619	41,322	18,720	4,990
EBITDA	107,400	93,953	76,121	25,433	71,802	46,984	17,829

## balance sheet

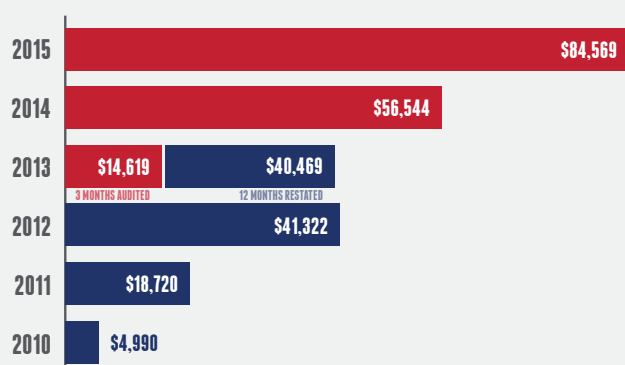
Total Assets	956,343	632,489	450,897	450,897	422,660	319,034	232,264
Total Liabilities	553,880	280,069	299,063	299,063	285,446	223,142	155,092
Stockholders' Equity	402,463	352,420	151,834	151,834	137,214	95,892	77,172

## important ratios

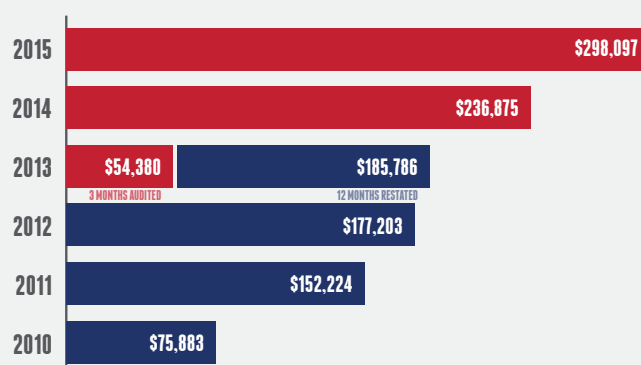
Gross profit margin	26%	26%	24%	25%	24%	30%	26%
Debt to equity	74%	21%	65%	65%	55%	57%	66%
Return on equity	22%	22%	28%	10%	35%	22%	7%
Current ratio	1.94	2.16	1.70	1.70	1.55	1.44	1.40

\* The Company applied and received permission from Tax Administration Jamaica to change the year end from December 31 to March 31. In effecting this change, the Company was audited for the three-month period January 1 to March 31. As a result the actual financial performance for the period April 1, 2012 to March 31, 2013 was restated and used for comparative analysis.

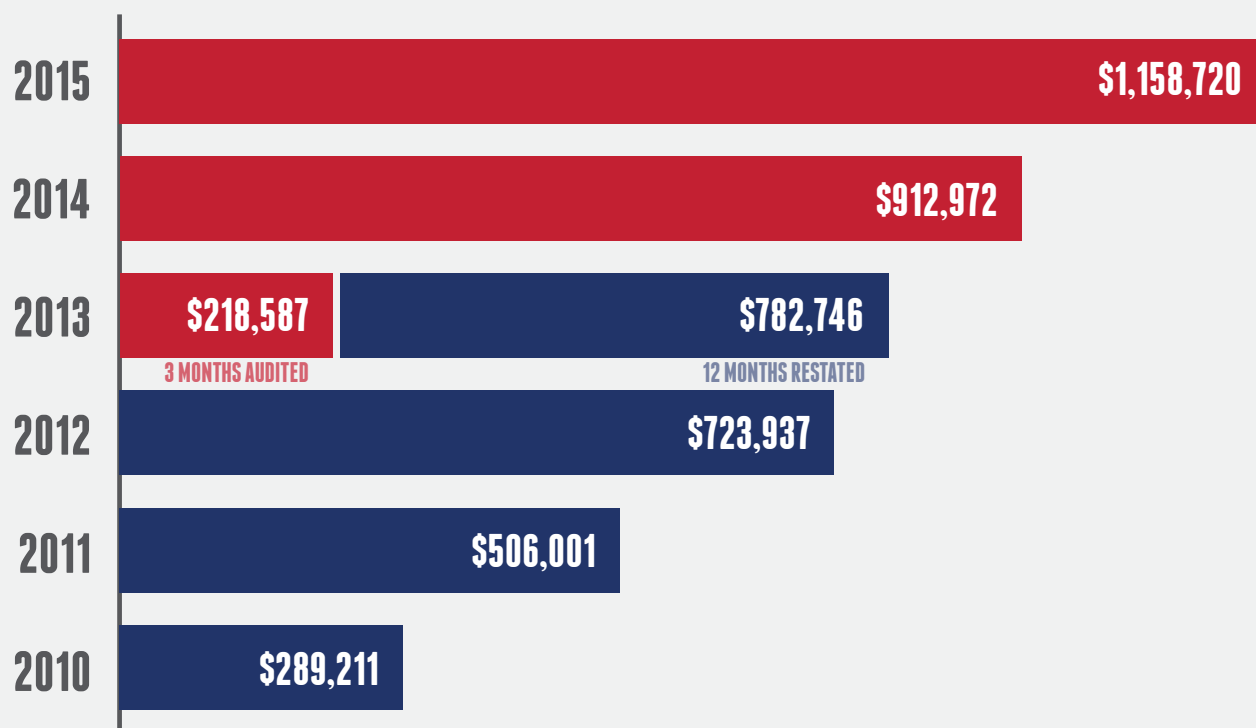
## PROFIT AFTER TAX (\$'000)



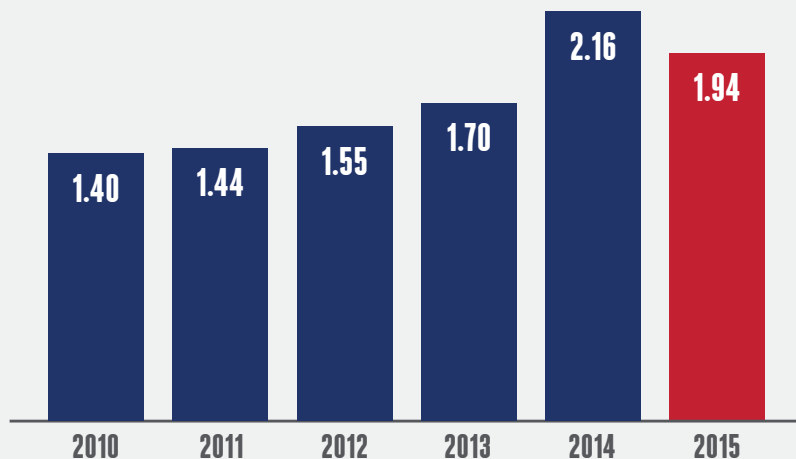
## GROSS PROFIT (\$'000)



# SALES REVENUE (\$'000)



## CURRENT RATIO



\$298,097,000

**26%**

GROSS PROFIT MARGIN

# Executive Management



## Gerard Whyte

**Business Development & Client Relations Manager**  
B.Sc. Biochemistry & Zoology (honours) –  
University of the West Indies

A glimpse at Mr. Whyte's resume reveals a career in the pharmaceutical industry dating back to 1980 with a long thread of positions held – Medical Representative, Supervisor and Caribbean District Manager. Prior to joining MDS in 2009, Mr. Whyte was a founding partner in a pharmaceutical distribution firm where he was Director of Sales & Marketing.

As the Business Development & Client Relations Manager of MDS, Mr. Whyte establishes and manages commercial expansion by driving sales activities, exploring leads and playing an integral role in new business acquisition. With relationships being central to the growth of the Company in this business-to-business environment, Gerry also holds the reins in maintaining institutional and client relations.

## Nikeisha Boothe

**Senior Marketing Executive**  
M.B.A. Marketing –  
Mona School of Business, University of the West Indies

With a penchant for all things creative, Nikeisha Boothe plunged into the world of Marketing, beginning with her academic pursuits in Florida and culminating with her professional endeavours on local soil in advertising and brand management. As part of the MDS team since 2001, Nikeisha now serves in the capacity of Senior Marketing Executive with responsibility for overall corporate branding, ensuring that the Company's activities encapsulate its vision, values, personality, positioning and image. In addition, she provides oversight for Customer Care, monitors data mining activities and liaises with partner organizations. She brings, to MDS, an understanding of branding, a deep affinity for consumer engagement and a relentless focus on offering customers an interesting and enjoyable experience with the MDS brand.

## Janice Pitter

**Financial Controller**  
FCCA, CA

Ms. Pitter joined MDS in February 2013 after serving for nine years at one of the island's oldest and largest retail, manufacturing and distribution companies. While there, her varying capacities included that of Finance Manager and Chief Accountant. These posts were superseded by her 12-year tenure as Audit Senior at BDO Chartered Accountants.

Janice serves on the MDS executive team as Financial Controller, a role which allows her oversight of the Company's corporate financial strategy and the continued buoyance of the operation in Jamaica. In particular, she integrates her regulatory expertise and financial acumen to streamline procedures related to planning, procurement, investment and accounting.



## Myrtis Boothe

**Managing Director**  
Registered Nurse

Mrs. Boothe is the founder and Managing Director of MDS Ltd. Her extensive nursing background combined with her managerial experience in medical sales spans almost 50 years. She sits at the helm of the sales department while shouldering responsibility for the strategic planning of the Company and providing complete oversight of the day-to-day operations. In addition, Mrs. Boothe, with her depth of network resources, also maintains a vibrant long-term network of relationships with the Company's partners - suppliers and clients. She continues to be a well-respected stalwart in the field.

## Lenworth Murray

**Trade Manager**  
B.Sc. Management Studies –  
University of the West Indies

Mr. Murray after a longstanding career in the medical field, joined the MDS team as Trade Manager in 2012; a role which designates him responsible for managing sales output, strengthening communication in distribution channels, enhancing customer relationships in the trade, steering on the ground activities in outlets serviced by MDS and promoting the MDS brand and products to target users. His more than 18 years of experience in the pharmaceutical industry and over half-a-decade in the sales field have equipped him with a strong understanding of the world of pharmaceuticals, a robust network base and invaluable sales skills.

## Kurt Boothe

**General Manager**  
M.B.A. Entrepreneurship -  
Nova Southeastern University, Florida

Mr. Boothe joined the MDS team as General Manager in 2006 after garnering over a decade worth of scholastic and professional experience in the field of Entrepreneurship and Finance in South Florida. His pursuits in the overseas commercial environment provided him professional licensures in Financial Securities with the New York Stock Exchange, the National Association of Securities Dealers and the Florida Department of Insurance. As General Manager, Kurt leads a 49-member team toward the Company's financial goals and objectives and directs the Company's overall operations and administration. He is also responsible for delivering solutions to transform MDS' way of doing business and for improving efficiencies through Information Technology.



# Human Resources

---

Throughout MDS's 16-year journey in the Jamaican business landscape, there has been an assortment of elements that allowed us to relentlessly strive for excellence, with the major ingredients in that recipe hinging greatly on the fused passions and capabilities of our human capital.

---



Cultivating and sustaining a healthy operational pulse through our people has led to growth and remarkable performance delivery to all stakeholders in ways that traditional metrics may not always be able to capture.

Over the past year, through efforts to better coordinate essential functions and improve internal operational structure, the staff complement has seen a 14.29% growth, moving upwards from a team of 42 members to 49, with talent recruitment and selection procedures gaining more efficiency.

#### **TRAINING & DEVELOPMENT**

As the organisation expands and evolves, the need for greater efficiency demands change. However, there are some internal activities to which we remain committed. One such is the recurring

product training exercises extended to members of staff, particularly those directly linked to customer interfacing. Through this knowledge enrichment activity, team members exhibit a greater sense of empowerment, the customer experience management is enhanced and the Company is better able to deliver superlative service and customised solutions to existing and potential consumers based on their particular needs.

We remain cognisant of the fact that not all lessons can be learnt at the confines of a desk and as such, we have continued to implement our cross-training programme as part of a deliberate undertaking to improve employees' practical industry knowledge and their proficiency levels in roles outside of their direct responsibilities. In addition, it has proven invaluable in



Members of the MDS Sales Team at the Annual Pharmaceutical Society of Jamaica (PSJ) Conference in Montego Bay

providing a deeper understanding of the interconnection between departments, a more wholesome appreciation of how each staff member's individual function fits into the overall working of the organisation, and ultimately, led to improvements in organisational success and team performance.

#### EMPLOYEE ENGAGEMENT

The spirit and personality that each individual brings to the workplace is important to the organisation's culture. We continue to encourage and channel this dynamism through creative activities

that provide an outlet for playful exposure of thoughts and personal essence while also creating bonding opportunities and fostering team cohesion.

#### THE NEXT 16 YEARS AND BEYOND...

As we head into another year, we continue to focus on talent management as well as the design, implementation of strategies, policies and systems to ensure that highly qualified individuals can be attracted, recruited, retained and their skills developed.



Marcia Brown, Sales Representative, and her daughter were the high note of the talent showcase at the MDS Christmas Get-together



Beverley Taylor, Customer Care Representative, poses with her Mother's Day tokens of appreciation - May 2014



Ramshia McKenzie, Sales Representative, proudly holds his mockery award for his grave domino tournament loss at the MDS Christmas Get-together

# Corporate Social Responsibility

---

MDS's 'sweet 16' coincides with a heightened period of global health awareness, making it an especially energising time to be a part of this industry. This modern era of health consciousness has boosted individuals globally to take better charge of the different facets of their health and well-being. Not ones to be easily left out of sweeping trends, Jamaicans have joined the upsurge in the healthy lifestyle movement.

---

Although many healthy lifestyle outlets now abound, MDS continues to support specific pillars of health through varying forms of contributions. Through these measures it is hoped that our vision will be realised and our central goal met: that promoting a healthier lifestyle today will lessen tomorrow's health sector costs and prevent the need for corrective social interventions in the future.

## Mid-Life Health, Society, Sex & Depression

MDS's part sponsorship of the 'Sex & Depression: Half-truths, Truths & Non-truths' public lecture and panel discussion in conjunction with Caribbean Fortress Limited and the Jamaica Midlife Health Society (JMHS) served to promote awareness of the often neglected yet inevitable life concerns about the ageing process, its impact on health, work and personal life.

## Pharmaceutical Society of Jamaica (PSJ) 5K Race

Team MDS 'On the Run' kept fit while assisting the PSJ in a very worthy cause in September 2014. While our fastest participant fell one spot shy of the podium, the team collected the trophy for 'The Best Dressed Team.' Although much merriment was had while making strides to keep fit, it did not eclipse the real reasons for our presence: to support the pharmaceutical industry and bequeath financial contributions to a very worthy cause - the Serious Road Accident Victims Support Fund at the National Road Safety Council (NRSC). With traffic accidents being an enormous problem

in Jamaica, often resulting in mortality and morbidity, it is hoped that our efforts will, in some way, further the objective of reducing the incidence of road collisions, positively influencing road user behaviour, preventing death and averting injury.

## Anthrick Management Corporate Athletics Development Meet

In February 2015, MDS ran with the



Shauna Helps of Wolmer's Girls on her way to victory in the Corporate High Schools Athletics Development Meet at the National Stadium in February 2015

opportunity to partner with Anthrick Management in its second staging of the Corporate Area High Schools' Athletics Development Meet. At the heart of this partnership is MDS's long term commitment to improving the health and wellness of the Jamaican people beginning with its future lifeline – the youth. The sponsorship is a natural yet prudent response to the strong correlation between participation in school sports and the proven positive role it plays in youth development, physical health and academic achievement. With the societal ripple effects being so far-reaching, MDS stands committed to continuing the priceless encouragement of active healthy lifestyles through sport and remains dedicated to youth development.

*“Service to others is the rent you pay for your room here on earth.”*

**Muhammad Ali**



Nikeisha Boothe, Senior Marketing Executive, making medal presentations to event winners at the Corporate High Schools Athletics Development Meet at the National Stadium



LEFT: Team MDS is all smiles after being named the 'Best Dressed Team' Trophy Winners at the PSJ 5K Race

ABOVE: Nikeisha Boothe shares lens time with Olympic medalist, Warren Weir

## Kiwanis Service Leadership Programme (SLP) Awards

January 2015 marked the 100th Anniversary of Kiwanis International. As part of this milestone, a recognition award ceremony for Service Leadership Programme members was conducted to highlight the scholastic achievements of its youth members as well as applaud the impact they have made within their communities through voluntary service. Our support is intended to positively shape the lives of this strong vibrant cadre of present and future leaders and provide encouragement for them to continue honing leadership skills while developing an acute appreciation of civic duties.



Youth members of the Kiwanis Service Leadership Programme being handed recognition awards by Nikeisha Boothe







Mair Russell

**Grant Thornton**

Medical Disposables & Supplies Limited

---

# **Financial Statements**

## **March 31, 2015**

# Independent auditors' report

**Mair Russell Grant Thornton**

**Kingston**  
3 Haughton Avenue  
Kingston 10  
T + 1 876 929 9167/926 0443  
F + 1 876 754 3196  
E + mrgt.kingston@jm.gt.com

**Montego Bay**  
56 Market Street  
St. James  
T + 1 876 952 0798/952 2891  
F + 1 876 971 5836  
E + mrgt.mobay@jm.gt.com

Jamaica, West Indies

To the Members of  
Medical Disposables & Supplies Limited

## **Report on the Financial Statements**

We have audited the accompanying financial statements of Medical Disposables & Supplies Limited, which comprise the statement of financial position as at March 31, 2015 and the statements of profit or loss and other comprehensive income, changes in equity and cash flows for the year then ended, and notes comprising a summary of significant accounting policies and other explanatory information.

## **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with International Financial Reporting Standards and with the requirements of the Jamaican Companies Act, and for such internal controls as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation of financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.



**Auditors' Responsibility (Cont'd)**

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements give a true and fair view of the financial position of Medical Disposables & Supplies Limited, as at March 31, 2015, and of its financial performance, changes in equity and cash flows for the year then ended in accordance with International Financial Reporting Standards and the requirements of the Jamaican Companies Act.

**Report on Other Legal and Regulatory Requirements**

As required by the Jamaican Companies Act, we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

In our opinion, proper accounting records have been kept, so far as appears from our examination of those records, and the accompanying financial statements are in agreement therewith and give the information required by the Jamaican Companies Act, in the manner required.

Kingston, Jamaica

May 28, 2015

*Mair Russell Grant Thornton*  
Chartered Accountants

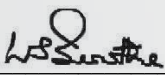
# Statement of Financial Position

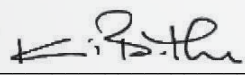
as at March 31, 2014

	Note	2015 \$	Restated 2014 \$
<b>Assets</b>			
<b>Non-current assets</b>			
Property, plant and equipment	(5&25)	349,964,693	94,325,395
Intangible assets	(6)	1,662,477	1,955,706
		<u>351,627,170</u>	<u>96,281,101</u>
<b>Current assets</b>			
Inventories	(7)	266,401,044	199,307,409
Trade and other receivables	(8)	259,239,500	226,645,968
Prepayments		6,130,791	647,300
Cash and short-term deposits	(9)	72,944,208	85,607,677
		<u>604,715,543</u>	<u>512,208,354</u>
<b>Total assets</b>		<u>956,342,713</u>	<u>608,489,455</u>
<b>Equity</b>			
<b>Capital and reserve</b>			
Share capital	(10)	107,835,764	107,835,764
Revaluation reserve	(11&25)	35,613,267	35,613,267
Retained profits		259,013,343	184,970,834
<b>Total equity</b>		<u>402,462,374</u>	<u>328,419,865</u>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Borrowings	(12)	242,600,872	43,352,008
		<u>242,600,872</u>	<u>43,352,008</u>
<b>Current liabilities</b>			
Bank overdraft	(13)	22,761,304	33,068,184
Trade and other payables	(14)	221,456,505	151,870,765
Current portion of borrowings	(12)	56,895,560	30,340,000
Income tax payable		10,166,098	21,438,633
		<u>311,279,467</u>	<u>236,717,582</u>
<b>Total liabilities</b>		<u>553,880,339</u>	<u>280,069,590</u>
<b>Total equity and liabilities</b>		<u>956,342,713</u>	<u>608,489,455</u>

The notes on the accompanying pages form an integral part of these financial statements.

Approved for issue by the Board of Directors on May 28, 2015 and signed on its behalf by:

  
 \_\_\_\_\_ Director  
**Winston Boothe**

  
 \_\_\_\_\_ Director  
**Kurt Boothe**

# Statement of Profit or Loss and other Comprehensive Income

	Note	2015 \$	Restated 2014 \$
<b>Revenue</b>	(4c)	<b>1,158,720,962</b>	912,972,019
Cost of sales		<b>(860,624,282)</b>	(676,097,162)
<b>Gross profit</b>		<b>298,096,680</b>	236,874,857
Administrative expenses		<b>(146,175,671)</b>	(100,720,604)
Selling and promotional costs		<b>(41,825,123)</b>	(34,276,914)
Other operating expenses		<b>(10,676,338)</b>	(4,844,348)
Depreciation		<b>(8,175,433)</b>	(5,012,416)
Operating profit		<b>91,244,115</b>	92,020,575
Other income	(15)	<b>4,330,554</b>	-
Finance income	(16)	<b>4,034,504</b>	1,971,610
Gain on disposal of property, plant and equipment		<b>300,000</b>	-
Finance cost	(16)	<b>(14,536,283)</b>	(18,663,185)
Loss on foreign exchange		<b>(744,065)</b>	(5,050,938)
<b>Profit before tax</b>	(17)	<b>84,628,825</b>	70,278,062
Income tax expense	(18)	<b>(60,000)</b>	(13,734,081)
<b>Profit for the year</b>		<b>84,568,825</b>	56,543,981
<b>Other comprehensive income: Items that will not be reclassified to profit or loss:</b>			
Revaluation of land and building		-	12,706,299
Other comprehensive income for the year		-	12,706,299
<b>Total comprehensive income for the year</b>		<b>84,568,825</b>	69,250,280
<b>Basic and Diluted Earnings Per Share</b>	(19)	<b>0.32</b>	0.51

The notes on the accompanying pages form an integral part of these financial statements.

# Statement of Changes in Equity

for the year ended March 31, 2014

	Share Capital \$	Revaluation Reserve \$	Retained Profits \$	Total \$
<b>Balance at December 31, 2013</b>	20,000	22,906,968	128,906,853	151,833,821
<b>Changes in equity 2014</b>				
Issue of shares	107,335,764	-	-	107,335,764
Transfer	480,000	-	(480,000)	-
Transactions with owners	107,835,764	22,906,968	128,426,853	259,169,585
Profit for the year 2014	-	-	56,543,981	56,543,981
Other comprehensive income	-	12,706,299	-	12,706,299
Total comprehensive income for the year	-	12,706,299	56,543,981	69,250,280
<b>Balance at March 31, 2014 as restated (Note 25)</b>	<b>107,835,764</b>	<b>35,613,267</b>	<b>184,970,834</b>	<b>328,419,865</b>
<b>Changes in equity 2015</b>				
Dividends (Note 20)	-	-	(10,526,316)	(10,526,316)
Profit for the year 2015 being total comprehensive income	-	-	84,568,825	84,568,825
Total comprehensive income for the year	-	-	74,042,509	74,042,509
<b>Balance at March 31, 2015</b>	<b>107,835,764</b>	<b>35,613,267</b>	<b>259,013,343</b>	<b>402,462,374</b>

The notes on the accompanying pages form an integral part of these financial statements.

# Statement of Cash Flows

for the year ended March 31, 2014

	Note	2015 \$	2014 \$
<b>Cash flows from operating activities:</b>			
Profit before tax		84,628,825	70,278,062
Adjustments for:			
Depreciation and amortisation	(5&6)	8,175,433	5,012,416
Interest expense	(16)	14,536,283	18,663,185
Interest income	(16)	(4,034,504)	(1,971,610)
Gain on disposal of property, plant and equipment		(300,000)	-
Loss on foreign exchange - other loans		1,644,430	3,166,320
		<b>104,650,467</b>	<b>95,148,373</b>
Increase in inventories		(67,093,635)	(34,183,725)
Increase in trade and other receivables		(32,593,532)	(40,475,115)
Increase/decrease in prepayments		(5,483,491)	561,854
Decrease in owing to directors		-	(28,142,104)
Increase in trade and other payables		69,585,740	27,954,455
		<b>69,065,549</b>	<b>20,863,738</b>
<b>Cash provided by operations</b>			
Income taxes paid		(10,316,350)	(12,978,123)
Interest paid		(14,536,283)	(18,663,185)
		<b>44,212,916</b>	<b>(10,777,570)</b>
<b>Net cash (provided by)/used in operating activities</b>			
<b>Cash flows from investing activities:</b>			
Additions to property, plant and equipment	(5)	(262,923,587)	(14,843,651)
Addition to intangible assets	(6)	(597,915)	(104,931)
Proceed from disposal of property, plant and equipment		300,000	-
Interest received (net of withholding tax)		3,018,319	1,483,872
		<b>(260,203,183)</b>	<b>(13,464,710)</b>
<b>Net cash used in investing activities</b>			
<b>Cash flows from financing activities:</b>			
Proceeds from borrowings		305,000,000	90,000,000
Repayment of shareholders' loans		-	(22,944,320)
Issue of shares		-	107,335,764
Repayment of borrowings		(80,840,006)	(66,758,214)
Dividends paid		(10,526,316)	-
		<b>213,633,678</b>	<b>107,633,230</b>
<b>Net cash provided by financing activities</b>			
		<b>(2,356,589)</b>	<b>83,390,950</b>
<b>Net (decrease)/ increase in cash and cash equivalents</b>			
<b>Cash and cash equivalents at beginning of year</b>		<b>52,539,493</b>	<b>(30,851,457)</b>
<b>Cash and cash equivalents at end of year</b>		<b>50,182,904</b>	<b>52,539,493</b>

The notes on the accompanying pages form an integral part of these financial statements.

# Notes to the Financial Statements

March 31, 2015

## 1. Identification and activities

Medical Disposables & Supplies Limited is a limited liability company, and was incorporated under the Laws of Jamaica on November 27, 1998.

The company's shares were listed on the Junior Market of the Jamaica Stock Exchange on December 24, 2013.

The company is domiciled in Jamaica with registered offices located at Shop # 26, The Domes, 85 Hagley Park Road, Kingston 10, Jamaica.

The main activity during the year was the sale of medical supplies.

## 2. Basis of preparation

Statement of compliance

These financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB) and comply with the relevant provisions of the Jamaican Companies Act.

## 3. Changes in accounting policies

### i New and revised standards, interpretations and amendments to published standards effective in the current year

A number of new and revised standards, interpretations and amendments to existing standards have been published and became effective during the current financial year. Information on the new and revised standards, interpretations and amendments that are applicable to the company are presented below:

#### *IFRIC 21 Levies*

IFRIC 21 clarifies that:

- the obligating event that gives rise to the liability is the activity that triggers the payment of the levy, as identified by the government's legislation. If this activity arises on a specific date within an accounting period then the entire obligation is recognised on that date
- the same recognition principles apply in the annual and interim financial statements

IFRIC 21 had no material effect on the annual financial statements but affected the allocation of the cost of certain property taxes between interim periods. The company's past practice was to spread the cost of property taxes payable annually over the year, resulting in the recognition of a prepayment at interim reporting dates. The application of IFRIC 21 requires the company to recognise the entire obligation as an expense at the due date specified in the relevant legislation.

IFRIC 21 has been applied retrospectively in accordance with its transitional provisions and had no material effect on the financial statements for the periods presented.

#### *IAS 32 Offsetting Financial Assets and Financial liabilities*

These amendments clarify the application of certain offsetting criteria in IAS 32, including:

- the meaning of 'currently has a legally enforceable right of set-off'
- the some gross settlement mechanisms may be considered equivalent to net settlement.

The amendments have been applied retrospectively in accordance with their transitional provisions. As the company does not currently present any of its financial assets and financial liabilities on a net basis using the provisions of IAS32, these amendments had no material effect on the financial statements for the periods presented.

#### *IAS 36 Recoverable Amount Disclosures for Non-Financial Assets*

These amendments clarify that an entity is required to disclose the recoverable amount of an asset (or cash generating unit) whenever an impairment loss has been recognised or reversed in the period. In addition, they introduce several new disclosures required to be made when the recoverable amount of impaired assets is based on fair values less cost of disposal, including:

- additional information about fair value measurement including the applicable level of the fair value hierarchy, and a description of any valuation techniques used and key assumptions made
- the discount rates used if fair value less cost of disposal is measured using a present value technique.

The amendments have been applied retrospectively in accordance with their transitional provisions.

## **ii Standards, amendments and interpretations issued but not yet effective**

At the date of approval of these financial statements, certain new standards, amendments and interpretations to existing standards have been published but are not yet effective, and have not been early adopted by the company.

Management anticipates that all relevant pronouncements will be adopted in the company's accounting policies for the first period beginning after the effective date of the pronouncement. Information on new standards, amendments and interpretations that are expected to be relevant to the company's financial statements is provided below:

#### *IFRS 9 Financial Instruments*

The IASB aims to replace IAS 39 Financial Instruments: Recognition and Measurement (IAS 39) in its entirety with IFRS 9. To date, the chapters dealing with recognition, classification, measurement and derecognition of financial assets and liabilities have been issued. These chapters are effective for annual periods beginning January 1, 2015.

# Notes to the Financial Statements continued

Chapters dealing with impairment methodology and hedge accounting are still being developed. Further in November 2011, the IASB tentatively decided to consider making limited modifications to IFRS 9's financial asset classification model to address application issues. The company's management has yet to assess the impact of this new standard on the company's financial statements. However, management does not expect to implement IFRS 9 until all of its chapters have been published and they can comprehensively assess the impact of all changes.

## *IFRS 15 Revenue from Contracts with Customers*

IFRS 15 presents new requirements for the recognition of revenue, replacing IAS 18 'Revenue', IAS 11 'Construction Contracts', and several revenue-related interpretations. The new standard establishes a control-based revenue recognition model and provides additional guidance in many areas not covered in detail under existing IFRSs, including how to account for arrangements with multiple performance obligations, variable pricing, customer refund rights, supplier repurchase options, and other common complexities.

IFRS 15 is effective for reporting periods beginning on or after January 1, 2017. The company's management has not yet assessed the impact of IFRS 15 on these financial statements.

## **Annual Improvements**

The Annual Improvements 2010 – 2012, 2011 – 2013 and 2012 -2014 made several minor amendments to a number of IFRSs. The Annual Improvements are effective for various periods beginning on or after January 1, 2014 to January 1, 2016. There were no material impact and management does not anticipate a material impact on the company's financial statements from these Amendments which are effective and those that are to become effective.

## **4. Summary of significant accounting policies**

The principal accounting policies applied in the presentation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### **a Property, plant and equipment**

#### (i) Carrying value

Land and buildings are recognised at fair value based on their use at the date of valuation less any subsequent impairment losses. Fair value is determined in valuations carried out by external professional valuers once every (5) years, unless market-based factors indicate a material change in fair value. Any surplus arising on revaluation of land and buildings is recognised in other comprehensive income and accumulated in equity under revaluation reserve, unless the carrying amounts of those assets had previously suffered a revaluation decrease or impairment loss which was recognised in profit or loss. To the extent that any decrease had previously been recognised in profit or loss, a revaluation increase reversing the decrease is recognised in profit or loss with the remaining part of the increase recognised in other comprehensive income and accumulated in equity under revaluation reserve.

Downward revaluations of land and buildings are recognised upon revaluation or impairment testing, with the decrease being charged to other comprehensive income to the extent of any surplus in equity relating to this asset and any remaining decrease recognised in profit or loss.



- (ii) Depreciation is charged on assets from the date of acquisition.

Depreciation is provided on the straight line basis at such rates as will write off the cost of various assets over the period of their expected useful lives. The useful lives approximate to ten (10) years for furniture, fixtures and equipment, five (5) years for computers and motor vehicles, and forty (40) years for buildings.

- (iii) Repairs and renewal

The costs of repairs and renewals which do not enhance the value of existing assets are written off to profit or loss as they are incurred.

#### **b Inventories**

Inventories are stated at the lower of cost, determined on the average cost basis, and net realisable value. Costs of inventory comprise cost of pharmaceuticals and supplies plus applicable charges; net realisable value is based upon estimated selling price less cost to sell.

#### **c Revenue recognition**

Revenue arises from the sale of goods. It is measured at the fair value of consideration received or receivable, excluding General Consumption Tax, trade discounts or rebates.

A sale of goods is recognised when the company has transferred to the buyer the significant risk and rewards of ownership, generally when the customer takes undisputed delivery of the goods.

#### **d Finance and other income**

Finance and other income comprise interest earned on short-term investments and miscellaneous income. Income is recognised on the basis of agreements in place or when it has been transferred to the third parties.

#### **e Foreign currency translation**

##### *Functional and presentation currency*

The financial statements are prepared and presented in Jamaican dollars, which is the functional currency of the company.

##### *Foreign currency translations and balances*

- (i) Foreign currency balances at the end of the reporting period have been translated at rates of exchange ruling at that date.
- (ii) Transactions in foreign currency are converted at rates of exchange ruling at the dates of those transactions.
- (iii) Gains/losses arising from fluctuations in exchange rates are included in profit or loss.

#### **f Cash and cash equivalents**

The above comprise cash on hand and demand deposits together with other short-term highly liquid investments maturing within ninety (90) days from the date of acquisition that are readily convertible in known amounts of cash and bank overdraft.

# Notes to the Financial Statements continued

## **g Income tax**

Income tax on the results for the year comprises current and deferred tax.

Current tax is the expected tax payable on the taxable income for the year, using the tax rate enacted at statement of financial position date, and any adjustments to tax payable in respect of previous years.

Deferred tax is accounted for using the liability method, providing for temporary differences between the carrying amount of assets and liabilities for financial reporting purposes and the corresponding basis used in the computation of taxable profit. In principle, deferred tax liabilities are recognised for taxable differences and deferred tax assets are recognised to the extent that it is probable that taxable profit will be available against which deductible temporary difference can be utilised.

Deferred tax is calculated at the tax rates that are expected to apply to the year when the asset is realised or the liability settled. Deferred tax is charged or credited in the Statement of Comprehensive Income, except when it is related to items credited or charged directly to equity, in which case the deferred tax is also dealt with in equity.

## **h Financial instruments**

Financial assets and financial liabilities are recognised when the company becomes a party to the contractual provisions of the financial instrument.

Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and all substantial risks and rewards are transferred.

A financial liability is derecognised when it is extinguished, discharged, cancelled or expired.

Financial assets and financial liabilities are measured initially at fair value plus transaction costs, except for financial assets and financial liabilities carried at fair value through profit or loss, which are measured initially at fair value.

Financial assets and financial liabilities are measured subsequently as described below.

### **Financial assets**

For the purpose of subsequent measurement, financial assets are classified into the following categories upon initial recognition:

- loans and receivables;
- financial assets at fair value through profit or loss;
- held-to-maturity investments; and
- available-for-sale financial assets.

The category determines subsequent measurement and whether any resulting income and expense is recognised in profit or loss or in other comprehensive income.

All financial assets except for those at fair value through profit or loss are subject to review for impairment at least at each reporting date. Financial assets are impaired when there is any objective evidence that a financial asset or a group of financial assets is impaired. Different criteria to determine impairment are applied for each category of financial assets, which are described below.

All income and expenses relating to financial assets that are recognised in profit or loss are presented within 'finance income', and 'finance costs' except for impairment of trade receivables which is presented within 'other operating expenses'.

#### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial recognition these are measured at amortised cost using the effective interest method, less provision for impairment. Discounting is omitted where the effect of discounting is immaterial. The company's cash and cash equivalents, trade and most other receivables fall into this category of financial instruments.

Individually significant receivables are considered for impairment when they are past due or when other objective evidence is received that a specific counterparty will default. A provision for doubtful debt is recognised when there is an indication that the debt is impaired. Impairment of trade receivables are presented within 'other operating expenses'.

#### *Financial assets at fair value through profit or loss*

Financial assets at fair value through profit or loss include financial assets that are either classified as held for trading or that meet certain conditions and are designated at fair value through profit or loss upon initial recognition. None of the company's financial assets fall into this category.

#### *Held-to-maturity investments*

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity other than loans and receivables. Investments are classified as held-to-maturity if the company has the intention and ability to hold them until maturity. None of the company's financial assets fall into this category.

#### *Available-for-sale financial assets*

Available-for-sale financial assets are non-derivative financial assets that are either designated to this category or do not qualify for inclusion in any of the other categories of financial assets. None of the company's financial assets fall into this category.

### **Financial liabilities**

The company's financial liabilities include borrowings and trade and other payables.

Financial liabilities are measured subsequently at amortised cost using the effective interest method, except for financial liabilities held for trading or designated at fair value through profit or loss, which are carried subsequently at fair value with gains or losses recognised in profit or loss.

All interest-related charges and, if applicable, changes in an instrument's fair value that are reported in profit or loss are included within 'finance costs' or 'finance income'.

#### **i Owing to/(by) related parties**

Amounts owing to/(by) related parties are carried at amortised cost.

#### **j Borrowings**

Borrowings comprise interest-bearing borrowings and trade and other payables and are classified as financial liabilities measured at amortised cost. They are recognised initially at fair value, being their issued proceeds net of transaction costs incurred. Subsequently,

# Notes to the Financial Statements continued

borrowings are measured at amortised cost and any difference between net proceeds and the redemption value is recognised in profit or loss over the period of the borrowings using the effective interest method. Interest charges are recognised in the profit or loss in the period in which they occur.

## **k Impairment**

The company's property, plant and equipment are subject to impairment testing.

For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). As a result, some assets are tested individually for impairment and some are tested at cash-generating unit level.

Individual assets or cash-generating units are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

An impairment loss is recognised for the amount by which the asset's or cash-generating unit's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of fair value, reflecting market conditions less costs to sell and value in use, based on an internal discounted cash flow evaluation. All assets are subsequently reassessed for indications that an impairment loss previously recognised may no longer exist.

## **l Intangible asset – computer software**

Computer software are capitalised on the basis of the costs incurred to acquire and install the specific software.

All intangible assets are accounted for using the cost model whereby capitalised costs are amortised on a straight-line basis over their estimated useful lives, as these assets are considered finite. Residual values and useful lives are reviewed at each reporting date. In addition, they are subject to impairment testing as described in note 4k. The useful lives approximate to five (5) years. The initial amortisation period will commence in the month following capitalisation.

Subsequent expenditures on the maintenance of computer software are expensed as incurred.

When an intangible asset is disposed of, the gain or loss on disposal is determined as the difference between the proceeds and the carrying amount of the asset, and is recognised in profit or loss within other income or other expenses.

## **m Equity, reserves and dividend payments**

Share capital is determined using the par value of shares that have been issued and any premiums received on the initial issuing of shares. Any transaction costs associated with the issuing of shares are deducted from premiums received.

Revaluation reserve comprises the accumulated surplus arising on the revaluation of property, plant and equipment.

Retained profits include all current and prior period results as disclosed in the statement of comprehensive income.

Dividend distributions payable to equity shareholders are included in other liabilities when the dividends have been approved by the shareholders prior to the reporting date.

## **n Leases**

### **Finance Leases**

In accordance with IAS 17, the economic ownership of a leased asset is transferred to the lessee if the lessee bears substantially all the risks and rewards related to the ownership of the leased asset. The related asset is recognised at the time of inception of the lease at the fair value of the leased asset or, if lower, the present value of the lease payments plus incidental payments, if any, to be borne by the lessee. A corresponding amount is recognised as a finance leasing liability, irrespective of whether some of these lease payments are payable up-front at the date of inception of the lease.

Subsequent accounting for assets held under finance lease agreements, that is, depreciation methods and useful lives, correspond to those applied to comparable acquired assets. The corresponding finance leasing liability is reduced by lease payments less finance charges, which are expensed to finance costs. Finance charges represent a constant periodic rate of interest on the outstanding balance of the finance lease liability.

### **Operating Leases**

All other leases are treated as operating leases. Where the company is a lessee, payments under operating leases are recognised as an expense on a straight-line basis over the lease term. Associated costs, such as maintenance and insurance, are expensed as incurred.

## **o Operating expenses**

Operating expenses are recognised in profit or loss upon utilisation of the service or at the date of their origin. Expenditure for warranties is recognised and charged against the associated provision when the related revenue is recognised.

## **p Comparative information**

Certain previous year figures have been restated as a result of prior year adjustments and to conform to current year's presentation.

## **q Significant management judgement in applying accounting policies and estimation**

Use of estimates and judgements

The preparation of financial statements in accordance with International Financial Reporting Standards requires management to make estimates and assumptions that affect the amounts reported in the financial statements. These estimates are based on historical experience and management's best knowledge of current events and actions. Actual results may differ from these estimates and assumptions.

There were no critical judgements, apart from those involving estimation, that management has made in the process of applying the company's accounting policies that have a significant effect on the amounts recognised in the financial statements.

The estimates and assumptions which have the most significant risk of causing a material adjustment to the carrying amounts of assets and liabilities are discussed below.

- (i) Depreciation of property, plant and equipment and amortisation of intangible assets.

Depreciation is provided so as to write down the respective assets to their residual values over their expected useful lives and, as such, the selection of the estimated useful lives and the expected residual values of the assets requires the use of estimates and judgements. Details of the estimated useful lives are as shown in Note 4(a).

# Notes to the Financial Statements continued

## (ii) Taxation

The company is required to estimate income tax payable to Tax Administration Jamaica on any profit derived from operations (Note 17). This requires an estimation of the current tax liability together with an assessment of the temporary differences which arise as a consequence of different accounting and tax treatments. These temporary differences result in deferred tax assets or liabilities which are included in the statement of financial position. Deferred tax assets and liabilities are measured using the enacted tax rate at the date of that statement of financial position.

If the tax eventually payable or recoverable differs from the amounts originally estimated then the difference will be accounted for in the accounts in the year such determination is made.

## (iii) Impairment

The company assesses at each reporting date whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, the company makes an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of its fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used.

Impairment losses of continuing operations are recognised in the statement of comprehensive income in those expense categories consistent with the function of the impaired asset, except for property previously revalued where the valuation was taken to equity. In this case the impairment is also recognised in equity up to the amount of any previous revaluation.

An assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the company makes an estimate of recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in the statement of comprehensive income unless the asset is carried at revalued amount, in which case the reversal is treated as a revaluation increase.

**5. Property, plant and equipment comprise:**

The carrying amounts for property, plant and equipment for the period included in these financial statements as at March 31, 2015 can be analysed as follows:

	Land \$	Buildings \$	Leasehold Improvement \$	Furniture Fixtures and Equipment \$	Computers \$	Motor Vehicles \$	Total \$
<b>Gross carrying amount</b>							
Balance at April 1, 2014	24,000,000	48,500,000	2,164,756	16,045,470	3,591,697	19,048,668	113,350,591
Additions	15,000,000	233,871,903	-	2,819,507	413,709	10,818,468	262,923,587
Disposal	-	-	-	-	-	(1,310,000)	(1,310,000)
<b>Balance at March 31, 2015</b>	<b>39,000,000</b>	<b>282,371,903</b>	<b>2,164,756</b>	<b>18,864,977</b>	<b>4,005,406</b>	<b>28,557,136</b>	<b>374,964,178</b>
<b>Depreciation</b>							
Balance at April 1, 2014	-	-	(382,898)	(6,901,809)	(3,115,274)	(8,625,215)	(19,025,196)
Depreciation Eliminated on depreciation	-	(1,212,500)	(108,238)	(1,926,574)	(758,632)	(3,278,345)	(7,284,289)
<b>Balance at March 31, 2015</b>	<b>-</b>	<b>(1,212,500)</b>	<b>(491,136)</b>	<b>(8,828,383)</b>	<b>(3,873,906)</b>	<b>(10,593,560)</b>	<b>(24,999,485)</b>
<b>Carrying amount at March 31, 2015</b>	<b>39,000,000</b>	<b>281,159,403</b>	<b>1,673,620</b>	<b>10,036,594</b>	<b>131,500</b>	<b>17,963,576</b>	<b>349,964,693</b>

Property acquired during the year was purchased from the proceeds of a loan received from The Bank of Nova Scotia Jamaica Limited. The loan is secured by the property, which is located at 83 Hagley Park Road, Kingston 10, St. Andrew (Note 12).

# Notes to the Financial Statements continued

**5. Property, plant and equipment comprise (cont'd):**

	Land \$	Buildings \$	Leasehold Improvement \$	Furniture Fixtures and Equipment \$	Computers \$	Motor Vehicles \$	Total \$
<b>Gross carrying amount</b>							
Balance at April 1, 2013	24,000,000	42,779,324	2,164,756	11,792,153	3,173,205	8,876,826	92,786,264
Additions	-	-	-	4,253,317	418,492	10,171,842	14,843,651
Increase in valuation	-	5,720,676	-	-	-	-	5,720,676
<b>Balance at March 31, 2014</b>	<b>24,000,000</b>	<b>48,500,000</b>	<b>2,164,756</b>	<b>16,045,470</b>	<b>3,591,697</b>	<b>19,048,668</b>	<b>113,350,591</b>
<b>Depreciation</b>							
Balance at April 1, 2013	-	(5,755,494)	(284,015)	(5,642,872)	(2,455,305)	(7,611,291)	(21,748,977)
Depreciation	-	(1,230,128)	(98,883)	(1,258,937)	(659,969)	(1,013,924)	(4,261,841)
Eliminated on revaluation	-	6,985,622	-	-	-	-	6,985,622
<b>Balance at March 31, 2014</b>	<b>-</b>	<b>-</b>	<b>(382,898)</b>	<b>(6,901,809)</b>	<b>(3,115,274)</b>	<b>(8,625,215)</b>	<b>(19,025,196)</b>
<b>Carrying amount at March 31, 2014</b>	<b>24,000,000</b>	<b>48,500,000</b>	<b>1,781,858</b>	<b>9,143,661</b>	<b>476,423</b>	<b>10,423,453</b>	<b>94,325,395</b>

i Land and buildings were revalued by independent valuers, David Thwaites and Associates, Chartered Valuation Surveyors, on May 21, 2014. However management was of the opinion that these values existed as at March 31, 2014.

The resulting surplus of \$12,706,299 was credited to Revaluation Reserve, which is not available for distribution to the shareholders of the company. (Note 1).

ii Under the cost model, the carrying amount of revalued land and buildings at reporting date would be \$32,045,091 (2014 - \$32,963,291).



## 6. Intangible asset – computer software

Details of intangible asset and their carrying amounts are as follows:

	Acquired Software \$	Total \$
<b>Gross carrying amount</b>		
Balance at April 1, 2014	3,857,807	3,857,807
Addition	597,915	597,915
<b>Balance at March 31, 2015</b>	<b>4,455,722</b>	<b>4,455,722</b>
<b>Amortisation</b>		
Balance at April 1, 2014	(1,902,101)	(1,902,101)
Amortisation	(891,144)	(891,144)
<b>Balance at March 31, 2015</b>	<b>(2,793,245)</b>	<b>(2,793,245)</b>
<b>Carrying amount at March 31, 2015</b>	<b>1,662,477</b>	<b>1,662,477</b>

	Acquired Software \$	Total \$
<b>Gross carrying amount</b>		
Balance at April 1, 2013	3,752,876	3,752,876
Addition	104,931	104,931
<b>Balance at March 31, 2014</b>	<b>3,857,807</b>	<b>3,857,807</b>
<b>Amortisation</b>		
Balance at April 1, 2013	(1,151,526)	(1,151,526)
Amortisation	(750,575)	(750,575)
<b>Balance at March 31, 2014</b>	<b>(1,902,101)</b>	<b>(1,902,101)</b>
<b>Carrying amount at March 31, 2014</b>	<b>1,955,706</b>	<b>1,955,706</b>

## 7. Inventories

	2015 \$	2014 \$
Consumables	4,137,402	10,382,850
Pharmaceuticals	176,656,157	96,727,629
Medical supplies	31,395,789	23,725,443
Goods in transit	55,124,382	68,471,487
	<b>267,313,730</b>	199,307,409
Less: provision for obsolete inventory	(912,686)	-
<b>Total</b>	<b>266,401,044</b>	199,307,409

The cost of inventories recognised as an expense during the year was \$861,723,679 (2014 - \$676,097,162). This includes \$2,482,874 (2014 - \$1,543,765) in respect of expired items and write-downs to net realisable value.

## 8. Trade and other receivables

	2015 \$	2014 \$
Trade	251,286,735	210,500,818
Less: Specific provision for doubtful debts	(14,697,004)	(6,589,710)
	<b>236,589,731</b>	203,911,108
Other	22,649,769	22,734,860
<b>Total</b>	<b>259,239,500</b>	226,645,968

All amounts are short-term and the carrying value is considered a reasonable approximation of fair value.

# Notes to the Financial Statements continued

Bad debt specific provision is as follows:

	2015	2014
	\$	\$
Balance at beginning of year	6,589,710	3,385,114
Receivables recovered during the year	(253,667)	(64,865)
Increase in provision during the year	11,205,302	5,129,015
Receivables written off during the year	(2,844,341)	(1,859,554)
<b>Balance at end of year</b>	<b>14,697,004</b>	<b>6,589,710</b>

## 9. Cash and cash equivalents

	Interest Rate	2015	2014
	% p.a.	\$	\$
<b>Cash and short-term deposits:</b>			
Bank and cash:			
Petty Cash		30,000	26,000
- J\$ Current account		5,860,482	8,930,956
- US\$ Savings account(US\$235,164 (2014 - US\$41,539))	0.20	26,988,850	4,539,553
Sterling savings account (£320.42 - (2014 - £326))	0.25	54,203	58,839
<b>Cash at bank and in hand</b>		<b>32,933,535</b>	<b>13,555,348</b>
Short-term deposits	2.0 - 2.85	40,010,673	72,052,329
<b>Total cash and short-term deposits</b>		<b>72,944,208</b>	<b>85,607,677</b>
Less: Bank overdraft (Note 13)		(22,761,304)	(33,068,184)
<b>Total cash and cash equivalents</b>		<b>50,182,904</b>	<b>52,539,493</b>

Included in the cash and cash equivalents is \$6,529,919 (2014 - \$2,679,016) which represents balances held for a major supplier. (Note 14).

## 10. Share capital

	2015	2014
	\$	\$
Authorised:		
408,000,000 ordinary shares (2014 - 408,000,000)		
Issued:		
263,157,895 ordinary shares (2014 - 263,157,895)		
Stated capital		
Issued and fully paid:		
Balance at beginning of the year	107,835,764	20,000
Transactions during year		
Shares issued	-	116,058,948
Less: Transaction cost of share issue	-	8,243,184
	-	107,815,764
<b>Balance at end of the year</b>	<b>107,835,764</b>	<b>107,835,764</b>

Following a directors' meeting on November 28, 2013 and a General Meeting of the company on November 28, 2013, the following steps were approved by written resolution with respect to the capital structure of the company:

- a. The increase in the authorised share capital of the company by 1 Million ordinary shares from 20,000 ordinary shares to 1,020,000 ordinary shares.
- b. The allotment of 480,000 bonus ordinary shares pro rata to the holdings of each of the shareholders of the company by capitalising the amount of \$480,000 standing to the credit of the company in reserves and the application of same to paying up such bonus shares in full at the time of their issue.
- c. The sub-division of each of the 1,020,000 shares into 400 shares each with no par value (in accordance with the Articles of Incorporation and the Act). Therefore, the company's authorised share capital increased from 1,020,000 ordinary shares to 408,000,000, and the issued ordinary shares increased from 500,000 to 200,000,000.
- d. The remaining 63,157,895 shares were offered to the general public and/or Reserve Share applicants in the invitation.
- e. The adoption of new Articles of Incorporation in a form suitable for a public company.
- f. The re-registration of the company as a public company under the provisions of the Jamaican Companies Act, 2004.

On December 24, 2013, the company issued 63,157,895 shares to the public and the shares were listed on the Junior Stock Market of the Jamaica Stock Exchange. (See Note 1).

#### 11. Revaluation reserve

	2015	2014
	\$	\$
Balance at beginning of year representing:		
Unrealised surplus arising from revaluation of certain fixed assets – Land	10,386,942	10,386,942
– Building	25,226,325	12,520,026
	<u>35,613,267</u>	22,906,968
Increase in surplus arising from revaluation of land and building	-	12,706,299
<b>Balance at end of year</b>	<u><b>35,613,267</b></u>	<u>35,613,267</u>

#### 12. Borrowings

	2015	2014
	\$	\$
Loans –		
i Bank of Nova Scotia (BNS) – Non-revolving	205,066,662	906,688
ii Bank of Nova Scotia – Revolving	50,000,000	30,000,000
iii Other	44,429,770	42,785,320
	<u>299,496,432</u>	73,692,008
Less: Current portion	56,895,560	30,340,000
<b>Total</b>	<u><b>242,600,872</b></u>	<u>43,352,008</u>

- i (a) A loan of \$1.7 million was received November 29, 2011 towards the purchase of a 2011 Nissan Urvan Panel Van to be repaid over a period of sixty (60) months. Interest is fixed at a rate of thirteen percent (13%) per annum for a period of twenty four (24) months which commenced November 29, 2011; thereafter the rate payable on the principal balance outstanding from time to time will be at the bank's base lending rate existing at the time. The loan will expire November 29, 2016.
- (b) A loan of \$5 million was received September 29, 2014 towards the purchase of a 2014 Mercedes Benz to be repaid over a period of sixty (60) months. Interest is fixed at a rate of nine point five percent (9.5%) per annum for a period of twenty four (24) months which commenced September 29, 2014; thereafter the rate of

# Notes to the Financial Statements continued

interest will be ten point five percent (10.5%) per annum. The loan will expire September 29, 2019.

- (c) A loan of \$200 million was received January 2, 2015 towards the purchase of commercial real estate. The loan is for a period of sixty (60) months with twelve (12) months moratorium on principal payments. Interest is fixed at a rate of ten point three percent (10.3%) per annum for a period of thirty six (36) months which commenced January 2, 2015; thereafter the rate of interest will be Weighted Average Treasury Bill Yield (WATBY) plus three percent (3%) per annum. The loan will expire sixty (60) months after drawdown.
- ii The revolving loans bear interest at a rate of twelve percent (12%) per annum and mature within 180 days from the loan draw down date.

Bank loans and overdraft are secured by:

- Legal Mortgages stamped for an aggregate of \$61,000,000 over Commercial properties at units #25, 26 and 27, located at 85 Hagley Park Road, Kingston 10 registered at volume 1327 Folio 620, Volume 1327 Folio 621 and Volume 1312 Folio 165 respectively, having an aggregate appraised value of \$79,504,000.
  - All Risk Peril Insurance policy totalling \$227,254,000 including buildings and machinery, equipment and inventory which are located at units 25, 26, and 27 to expire May 7, 2015.
  - Bill of sale over 2011 Nissan Urvan Panel Van stamped to cover \$1,700,000.
  - Comprehensive insurance over 2011 Nissan Urvan Panel Van in the amount of \$2,739,400 endorsed in favour of the bank.
  - Bill of sale over 2014 Mercedes Benz sedan motor vehicle stamped to cover \$5,000,000
  - Comprehensive insurance over 2014 Mercedes Benz sedan motor vehicle in the amount of \$11,495,000 endorsed in favour of the bank
  - Legal Mortgage stamped for \$210,000,000 over commercial property at 83 Hagley Park Road, Kingston 10, registered at Volume 1066 Folio 337 and Volume 1066 Folio 338 with an appraised value of \$235,000,000
  - All Risk Peril Insurance policy over property located at 83 Hagley Park Road, Kingston 10
  - Joint and several guarantees of directors limited to \$200,000,000.
- iii This represents loans from a third party of J\$10,000,000 and US\$300,000 (J\$34,429,770) that are unsecured and bear interest at rates of fifteen percent (15%) and ten percent (10%) per annum, respectively.

The loan amounting to J\$10,000,000 has no fixed repayment term.

The loan of US\$300,000 was to be repaid on or before February 28, 2015. During the current year the loan was renegotiated and the company entered into an agreement with the third party extending the repayment period to February 28, 2016.

**13. Bank overdraft**

The company has an overdraft facility of \$70,000,000 which bears interest at fifteen point seven five percent (15.75%) per annum. The securities held are disclosed at Note 12

**14. Trade and other payables**

	2015	2014
	\$	\$
Trade	191,251,200	128,009,656
Accruals	7,117,201	2,232,358
Interest accrued	375,000	375,000
Other	22,713,104	21,253,751
<b>Total</b>	<b>221,456,505</b>	<b>151,870,765</b>

Included in other payables is \$6,529,919 (2014 - \$2,679,016) which represents balances held for a major supplier. (Note 9).

All amounts are short-term and the carrying value is considered a reasonable approximation of fair value.

**15. Other income**

Other income represents occupancy fees paid by the previous tenant of the property acquired during the year by the company, for two (2) months tenancy after the acquisition of the property.

**16. Finance income and finance cost**

Finance income comprises:

	2015	2014
	\$	\$
Interest income on financial assets at amortised cost	4,034,504	1,971,610
<b>Total</b>	<b>4,034,504</b>	<b>1,971,610</b>

Finance cost comprises:

	2015	2014
	\$	\$
Interest expense for borrowings at amortised cost	14,536,283	18,663,185
<b>Total</b>	<b>14,536,283</b>	<b>18,663,185</b>

**17. Profit before tax**

Profit before tax is stated after charging/(crediting):

	2015	2014
	\$	\$
Directors' emoluments -		
Fees	1,510,000	205,000
Management remuneration	19,211,538	15,384,617
Depreciation and amortisation	8,175,433	5,012,416
Auditors' remuneration - current	2,080,000	1,570,888
- prior	422,815	-
Interest income	(4,034,504)	(1,971,610)
Interest expense	14,536,283	18,663,185
Loss on foreign exchange	744,065	5,050,938

# Notes to the Financial Statements continued

## 18. Income tax

The company's shares were listed on the Jamaica Stock Exchange Junior Market (JSE Junior Market) on December 24, 2013. As a result, the company is entitled to a remission of taxes for an allowable period not exceeding ten (10) years from the date of the listing on the JSE Junior Market, provided the shares remain listed for at least fifteen (15) years. The remissions of taxes are applicable as follows:

Years 1 to 5      100%

Years 6 to 10    50%

The financial statements have been prepared on the basis that the company will have the full benefit of the tax remissions. However, Tax Administration Jamaica requires all companies, with the exception of charities and individuals with gross revenue below 3 million, to pay a minimum business tax of \$60,000.

i Income tax adjusted for tax purposes and computed at the tax rate of 25% comprise:

	2015	2014
	\$	\$
Current tax	-	14,268,086
Minimum business tax	60,000	-
Prior year adjustment	-	(499,603)
Deferred tax income	-	(34,402)
<b>Total</b>	<b>60,000</b>	<b>13,734,081</b>

Prior year adjustment represented write back of taxation over provided in prior years.

Current tax represented tax charge on listing profit for the year ended March 31, 2014.

ii Reconciliation of theoretical tax charge to effective tax charge:

	2015	2014
	\$	\$
<b>Profit before tax</b>	<b>83,685,626</b>	<b>70,278,062</b>
Tax at the applicable tax rate of 25% - (2014 - 25%)	-	17,569,516
Tax effect of expenses not deductible for tax Purposes	-	1,342,999
Tax effect of income not subject to tax	-	(4,392,379)
Tax effect of allowable capital allowances	-	(1,246,192)
Tax effect of other allowances and charges	-	959,740
Minimum business tax	60,000	-
Prior year adjustment	-	(499,603)
<b>Income tax for the year</b>	<b>60,000</b>	<b>13,734,081</b>

## 19. Earnings per share

Earnings per share are calculated by dividing profit for the year by the number of ordinary shares in issue 263,157,895(2014 – weighted average 110,391,369).

## 20. Dividends

During the year the company paid interim dividends of \$10,526,316 to its equity shareholders, this represents a payment of \$0.04 (2014 – NIL) per share, paid on November 19, 2014.

## 21. Operating lease

The company leases some of its offices under an operating lease. The future minimum lease payments at the end of the reporting period are as follows:

	Within One Year \$	Two to Five Years \$	Total \$
Lease payments	<b>3,757,200</b>	15,028,800	18,786,000
<b>Total</b>	<b>3,757,200</b>	15,028,800	18,786,000

Lease expense during the year amounted to \$3,757,200 (2014 - \$2,029,100).

## 22. Related party balances and transactions

- i A party is related to the company if:
- a Directly, or indirectly through one or more intermediaries, the party:
    - Is controlled by, or is under common control with the entity;
    - Has an interest in the company that gives it significant influence over the entity;
    - or
    - Has joint control over the company.
  - b The party is an associate;
  - c The party is a joint venture in which the company is a venturer;
  - d The party is a member of the key management personnel of the entity or its parent;
  - e The party is a close member of the family of any individual referred to in (a) or (d);
  - f The party is an entity that is controlled, jointly controlled or significantly influenced by, or for which significant voting power in such entity resides with, directly or indirectly, any individual referred to in (d) or (e); or
  - g The party is a post-employment benefit plan for the benefit of employees of the company, or of any entity that is a related party of the entity.
- ii The statement of financial position includes balances arising in the normal course of business, with related party as follows:

	2015 \$	2014 \$
Included in trade and other receivables	<b>7,185,579</b>	2,223,113

- iii Transactions with key management personnel

Transaction with key management includes members of the board and an executive member.

	2015 \$	2014 \$
Short-term employee benefits – Salaries including bonuses	<b>19,211,538</b>	15,589,617
<b>Total</b>	<b>19,211,538</b>	15,589,617

# Notes to the Financial Statements continued

- iv The statement of profit or loss and other comprehensive income includes other expenses incurred with related parties as follows:

	2015	2014
	\$	\$
Directors' fees	1,510,000	205,000
<b>Total</b>	<b>1,510,000</b>	<b>205,000</b>

## 23. Expenses by nature

Total administrative and other operating expenses:

	2015	2014
	\$	\$
Directors' emoluments -		
Directors' fees	1,510,000	205,000
Management remuneration	19,211,538	15,589,617
Cost of inventories recognised as expense	860,624,282	676,097,162
Advertising and promotion	4,358,627	3,214,428
Auditors' remuneration – current	2,080,000	1,570,888
– prior	422,815	-
Legal and professional fees	7,137,831	6,181,994
Depreciation and amortisation	8,175,433	5,012,416
Employee benefits (Note 24)	71,788,365	45,687,793
Office rent	3,757,200	2,029,100
Insurance	3,795,627	3,442,344
Utilities	8,193,595	7,368,128
Other expenses	76,421,534	73,420,759
<b>Total</b>	<b>1,067,476,847</b>	<b>839,614,629</b>

## 24. Employee benefits

	2015	2014
	\$	\$
Salaries, wages and related expenses	64,868,639	40,055,309
Medical and other staff benefits	6,919,726	5,632,484
<b>Total</b>	<b>71,788,365</b>	<b>45,687,793</b>

The average number of employees at year-end was forty-seven (47), (2014 – forty-two (42)).



**25. Prior year adjustment****Reconciliation of the statement of financial position as at March 31, 2014**

	<b>Note</b>	<b>As previously Stated \$</b>	<b>Effect of Restatement \$</b>	<b>Restated \$</b>
<b>Assets</b>				
<b>Non-current assets</b>				
Property, plant and equipment	(5)	118,325,395	(24,000,000)	94,325,395
Intangible assets	(6)	1,955,706	-	1,955,706
		<u>120,281,101</u>	<u>(24,000,000)</u>	<u>96,281,101</u>
<b>Current assets</b>				
Inventories	(7)	199,307,409	-	199,307,409
Trade and other receivables	(8)	226,645,968	-	226,645,968
Prepayments		647,300	-	647,300
Cash and cash equivalents	(9)	85,607,677	-	85,607,677
		<u>512,208,354</u>	<u>-</u>	<u>512,208,354</u>
<b>Total assets</b>		<b>632,489,455</b>	<b>(24,000,000)</b>	<b>608,489,455</b>
<b>Equity</b>				
<b>Capital and reserve</b>				
Share capital	(10)	107,835,764	-	107,835,764
Revaluation reserves	(11)	59,613,267	(24,000,000)	35,613,267
Retained profits		184,970,834	-	184,970,834
<b>Total equity</b>		<b>352,419,865</b>	<b>(24,000,000)</b>	<b>328,419,865</b>
<b>Liabilities</b>				
<b>Non-current liability</b>				
Borrowings	(12)	43,352,008	-	43,352,008
Deferred tax liability		-	-	-
		<u>43,352,008</u>	<u>-</u>	<u>43,352,008</u>
<b>Current liabilities</b>				
Bank overdraft	(13)	33,068,184	-	33,068,184
Trade and other payables	(14)	151,870,765	-	151,870,765
Current portion of borrowings	(12)	30,340,000	-	30,340,000
Income tax payable		21,438,633	-	21,438,633
		<u>236,717,582</u>	<u>-</u>	<u>236,717,582</u>
<b>Total liabilities</b>		<b>280,069,590</b>	<b>-</b>	<b>280,069,590</b>
<b>Total equity and liabilities</b>		<b>632,489,455</b>	<b>(24,000,000)</b>	<b>608,489,455</b>

# Notes to the Financial Statements continued

## Reconciliation of total comprehensive income for the year ended March 31, 2014

	As Previously Stated \$	Effect of Restatement \$	Restated
<b>Revenue</b>	912,972,019	-	912,972,019
Cost of sales	(676,097,162)	-	(676,097,162)
<b>Gross profit</b>	236,874,857	-	236,874,857
Administrative expenses	(100,720,604)	-	(100,720,604)
Selling and promotional costs	(34,276,914)	-	(34,276,914)
Other operating expenses	(4,844,348)	-	(4,844,348)
Depreciation	(5,012,416)	-	(5,012,416)
Operating profit	92,020,575	-	92,020,575
Finance income	1,971,610	-	1,971,610
Gain on foreign exchange	-	-	-
Finance cost	(18,663,185)	-	(18,663,185)
Loss on foreign exchange	(5,050,938)	-	(5,050,938)
<b>Profit before tax</b>	70,278,062	-	70,278,062
Income tax expense	(13,734,081)	-	(13,734,081)
<b>Profit for the year</b>	56,543,981	-	56,543,981
<b>Other comprehensive income: Items that will not be reclassified to profit or loss:</b>			
Revaluation of land and building	36,706,299	(24,000,000)	12,706,299
Other comprehensive income for the year	36,706,299	(24,000,000)	12,706,299
<b>Total comprehensive income for the year</b>	93,250,280	(24,000,000)	69,250,280

Prior year adjustment resulted from the overstatement of revaluation surplus arising on the revaluation of property, plant and equipment carried out in 2014.

## 26. Risk management policies

The company's activities expose it to a variety of financial risks in respect of its financial instruments: market risk (currency risk, interest rate risk and other price risk), credit risk and liquidity risk. The company seeks to manage these risks by close monitoring of each class of its financial instruments as follows:

### a Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. The company is exposed to market risk through its use of financial instruments and specifically to currency risk, interest rate risk and certain other price risk, which result from both its operating and investing activities.

#### i Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The company is exposed to currency risk due to fluctuations in exchange rates on transactions and balances that are denominated in currencies other than the Jamaican

Dollar. Foreign currency bank accounts denominated in United States Dollars (US\$) and Great Britain pounds (£) are maintained to minimise these risks.

Foreign currency denominated financial assets and liabilities which expose the company to currency risk are described below. The amounts shown are those reported to key management translated into J\$ at the closing rate.

#### Concentrations of currency risk

	<b>2015</b>	2014
	<b>US\$</b>	<b>US\$</b>
	<b>J\$</b>	<b>J\$</b>
Financial assets		
- Cash and cash equivalents	<b>235,164</b>	4,539,382
	<b>235,164</b>	4,539,382
Financial liabilities		
- Trade payables	<b>(890,029)</b>	(62,297,140)
- Borrowings	<b>(300,000)</b>	(32,784,000)
	<b>(1,190,029)</b>	(95,081,140)
<b>Total liability</b>	<b>(954,865)</b>	(90,541,758)

The above assets/(liabilities) are receivable/payable in United States dollars (US\$) and Jamaican Dollars (J\$). The exchange rates applicable at the end of the reporting period is J\$114.76 to US\$1 (2014 – J\$109.28 to US\$1).

#### Foreign currency sensitivity

The following table illustrates the sensitivity of the net result for the year end and equity with regards to the company's financial assets and financial liabilities and US Dollar to Jamaican (JA) Dollar exchange rate. Only movements between the Jamaican Dollar and US Dollars are considered, as these are the two major currencies of the company.

The sensitivity analysis is based on the company's United States dollar financial instruments at statement of financial position date.

Effect on results of operations:

If the JA Dollar weakens by 10% (2014 – 15%) against the US Dollar then this would have the effect of the amounts shown below on the basis that all other variables remain constant.

	Rate	Weakens
	%	\$
<b>2015</b>	<b>10</b>	<b>(10,958,031)</b>
2014	15	(9,024,176)

If the JA Dollar strengthens against the US Dollar by 1% (2014 – 1%) this would have the following impact:

	Rate	Strengthens
	%	\$
<b>2015</b>	<b>1</b>	<b>1,095,803</b>
2014	1	905,418

# Notes to the Financial Statements continued

## ii Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. The company's cash and cash equivalents are subject to interest rate risk. However, the company attempts to manage this risk by monitoring its interest-bearing instruments closely and procuring the most advantageous rates under contracts with interest rates that are fixed for the life of the contract, where possible.

The company invests excess cash in short-term deposits and maintains interest-earning bank accounts with licensed financial institutions. Short-term deposits are invested for three (3) months or less at fixed interest rates and are not affected by fluctuations in market interest rates up to the dates of maturity. Interest rates on interest-earning bank accounts are not fixed but are subject to fluctuations based on prevailing market rates.

### Interest rate sensitivity

Interest rates on the company's short-term deposits and borrowings are fixed up to the dates of maturity and interest earned from the company's interest-earning bank accounts is immaterial. As such there would be no material impact on the results of the company's operations as a result of fluctuations in interest rates.

## iii Other price risk

Other price risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual instrument or its issuer or factors affecting all instruments traded in the market. The company's financial instruments are substantially independent of changes in market prices as they are short-term in nature.

## b Credit risk

The company faces credit risk in respect of its receivables and cash and cash equivalents. However, this risk is controlled by close monitoring of these assets by the company. In addition, cash and cash equivalents are maintained with licensed financial institutions considered to be stable. Savings and current accounts held at commercial banks are insured under the Jamaica Deposit Insurance Scheme (JDIS). At the date of the statement of financial position a maximum of \$600,000 per Commercial Bank is insured under the JDIS.

The maximum credit risk faced by the company is limited to the carrying amount of financial assets recognised at the statement of financial position date, as summarised below:

	2015	2014
	\$	\$
Trade and other receivables	259,239,500	226,645,968
Cash and cash equivalents	72,802,678	85,581,677
<b>Total</b>	<b>332,042,178</b>	<b>312,227,645</b>

The age of trade and other receivables past due but not impaired is as follows:

	2015	2014
	\$	\$
Not more than 3 months	228,966,015	129,584,281
More than 3 months but not more than 6 months	14,064,196	35,643,048
More than 6 months but not more than 1 year	12,450,480	11,618,693
More than 1 year	3,758,809	33,654,796
<b>Total</b>	<b>259,239,500</b>	<b>210,500,818</b>

The company does not require collateral or other credit enhancements in respect of trade and other receivables.

### c Liquidity risk

Liquidity risk is the risk that the company will encounter difficulty in meeting its commitments associated with financial liabilities.

The company manages its liquidity risk by carefully monitoring its cash outflow needs for day-to-day business and maintaining an appropriate level of resources in liquid or near liquid form to meet its needs. The company maintains cash and short-term deposits for up to three months or less to meet its liquidity requirements.

The company's financial liabilities comprise borrowings and trade and other payables. These amounts are due as follows:

	Current Within 12 Months \$	Non current 2 to 5 Years \$	Later than 5 Years \$
Borrowings	56,895,560	225,434,207	17,166,665
Trade and other payables	222,476,505	-	-
<b>Total</b>	<b>279,372,065</b>	<b>225,434,207</b>	<b>17,166,665</b>

This compares to the maturity of the company's financial liabilities in the previous reporting period as follows:

The above contractual maturities reflect the gross cash flows, which may differ from the carrying values of the liabilities at the end of the reporting period.

	Current Within 12 Months \$	Non current 2 to 5 Years \$	Later than 5 Years \$
Borrowings	30,340,000	33,352,008	10,000,000
Trade and other payables	151,870,765	-	-
<b>Total</b>	<b>182,210,765</b>	<b>33,352,008</b>	<b>10,000,000</b>

# Notes to the Financial Statements continued

## 27. Fair value measurement of non-financial assets

The following table shows the Levels within the hierarchy of non-financial assets measured at fair value on a recurring basis at March 31, 2015

March 31, 2015	Level 1	Level 2	Level 3	Total
	\$	\$	\$	\$
Property, plant and equipment				
Land and buildings	-	-	71,287,500	71,287,500
	-	-	71,287,500	71,287,500

Fair value of the company's land and buildings is estimated based on an appraisal by a professionally qualified valuator. The significant inputs and assumptions are developed in close consultation with management.

Land and buildings (Level 3).

The appraisal was carried out using a market approach that reflects observed prices for market transactions and incorporates adjustments for factors specific to the company's property, including size, location, encumbrances and current use of the property. Land and buildings were revalued on May 21, 2014. Land and buildings acquired during the year were not revalued.

## 28. Summary of financial assets and liabilities by category

The carrying amount of the company's financial assets and liabilities recognised at the statement of financial position date may be categorised as follows:

	2015	2014
	\$	\$
<b>Financial assets</b>		
<b>Financial assets measured at amortised cost</b>		
Loans and receivables		
Trade and other receivables	259,239,500	226,645,968
Cash and short-term deposits	72,944,208	85,607,677
<b>Total</b>	<b>332,183,708</b>	<b>312,253,645</b>
<b>Financial liabilities</b>		
<b>Financial liabilities measured at amortised cost</b>		
<b>Non-current liabilities</b>		
Borrowings	242,600,872	43,352,008
<b>Current liabilities</b>		
Bank overdraft	22,761,304	33,068,184
Trade and other payables	221,456,505	151,870,765
Current portion of borrowings	56,895,560	30,340,000
<b>Total</b>	<b>543,714,241</b>	<b>258,630,957</b>

## 29. Capital management, policies and procedures

The company's capital management objectives are to ensure the company's ability to continue as a going concern and to sustain future development of the business. The company's Board of Directors reviews the financial position of the company at regular meetings.

The company maintains a minimum tangible net worth of \$300 Million, which in line with the covenant included in the terms of the agreement for its borrowings. There are no other externally imposed capital requirements.

There was no change to the company's approach to capital management policies during the year.







# Form of Proxy

\$100 stamp  
to be affixed

I/We,

\_\_\_\_\_ [insert name]

of \_\_\_\_\_

\_\_\_\_\_ [address]

being a shareholder(s) of Medical Disposables & Supplies Limited, hereby appoint:

\_\_\_\_\_ [proxy name]

of \_\_\_\_\_

\_\_\_\_\_ [address]

or failing him, \_\_\_\_\_ [alternate proxy]

of \_\_\_\_\_

\_\_\_\_\_ [address]

as my/our proxy to vote for me/us on my/our behalf at the Annual General Meeting of the Company to be held at 10:00 a.m. on the 29th day of September 2015 at the Courtleigh Hotel & Suites, 85 Knutsford Boulevard, Kingston 5 and at any adjournment thereof.

This Form is to be used as instructed. Unless otherwise instructed the Proxy Form will be used as he/she thinks fit. Please tick the appropriate box.

## ORDINARY RESOLUTIONS

	FOR	AGAINST
Resolution 1		
Resolution 2		
Resolution 3		
Resolution 4		
Resolution 5		
Resolution 6		

Signed this \_\_\_\_\_ day of \_\_\_\_\_ 2015

Print Name: \_\_\_\_\_ Signature: \_\_\_\_\_

### NOTES:

**1.** When completed, this Form of Proxy must be received by the Registrar of the Company, Jamaica Central Securities Depository, 40 Harbour Street, Kingston, Jamaica, W.I. not less than forty-eight (48) hours before the time for holding the meeting. **2.** The Proxy Form should bear stamp duty of \$100.00 which may be adhesive and duly cancelled by the persons signing the proxy form. **3.** If the appointer is a Corporation, this Form of Proxy must be executed under its common seal or under the hand of an officer or attorney duly authorised in writing.







Unit 26 | The Domes Business Complex  
85 Hagley Park Road  
Kingston 10, Jamaica, W.I.  
Tel: (876) 906-9994  
Fax: (876) 906-9996  
Email: [service@mdsja.com](mailto:service@mdsja.com)