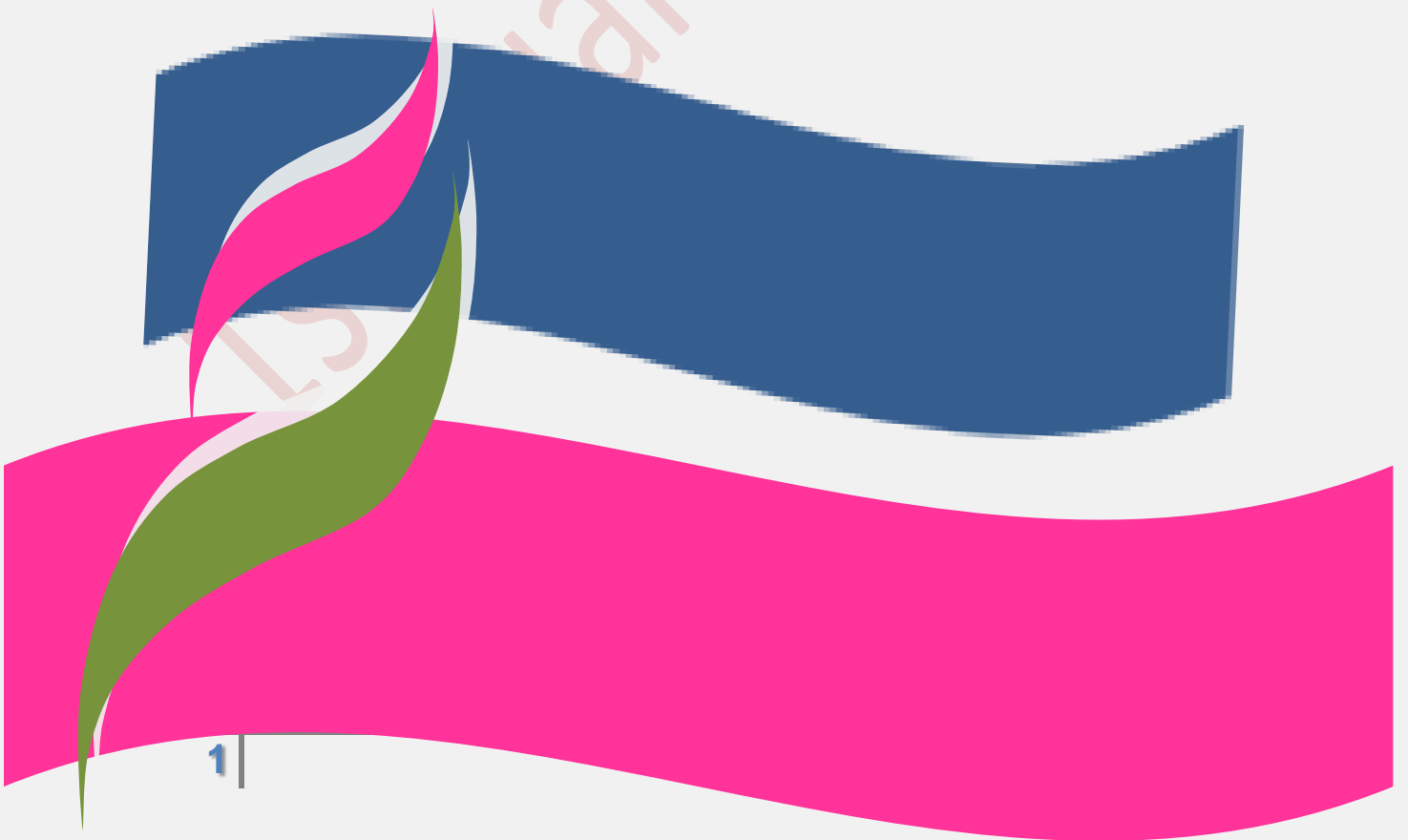




**EVERYDAY FAMILY VALUES**

LASCO DISTRIBUTORS LIMITED  
UNAUDITED 1<sup>ST</sup> QUARTER FINANCIAL REPORT  
FOR PERIOD ENDED JUNE 30<sup>TH</sup> 2012





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# FIRST QUARTER FINANCIAL REPORT FOR LASCO DISTRIBUTORS LIMITED

## UNAUDITED RESULTS

The Board of Directors is pleased to report the first quarter results ending June 30, 2012 for Lasco Distributors Limited.

## FINANCIAL HIGHLIGHTS

Revenue for the quarter was \$2.0B an increase of 17.6% or \$300M and total comprehensive Income increased to \$135.7M a 3.8% over same period last year.

Non-Current Assets was \$334.3M an increase of 76.1% over the same period last year this was as a result of our medium-term investment of \$150M with a financial institution. Current Assets have also increased by 21.9% over the same period last year; this was mainly as a result of an increase in Trade and Other Receivables by \$245.9M a movement which was in line with the increase in revenues. There was also an increase in our short term deposits which was \$70.4M compared to \$18.2M the previous period this attributed to the strengthening of the balance sheet.

There were also increases in Current Liabilities which saw Trade and Other Payables moved by 9.0% over the same period last year.

## BUSINESS REVIEW

The company achieved respectable growth in revenues for the first quarter, and will continue to build programs to maintain and grow our market presence despite the challenging business environment. There has been a lot of uncertainty in the trade due to the anticipated government tax reform measures. For instance in May 2012 one of the changes announced was the addition of 16.5% general consumption tax on some basic food items which took effect on June 1, 2012 and as one of the major food distribution companies in Jamaica some of our products were impacted by this.

We wish to thank our consumers, employees, shareholders, suppliers and other stakeholders for their continued support.



**Peter M. Chin**  
Managing Director



**Lasco Distributors Ltd.**  
**Statement of Comprehensive Income**

Three Months Ended June 30, 2012

		(Unaudited)	(Unaudited)	(Audited)
		3 months to	3 months to	
	Note	June 30 2012	June 30 2011	March 31st 2012
		\$'000	\$'000	\$'000
Revenue		2,006,806	1,706,716	7,460,509
Cost of Sales		(1,596,249)	(1,329,629)	(5,883,114)
Gross Profit		410,557	377,087	1,577,395
Other Operating Income	3	7,712	1,808	19,798
Operating Expenses		(281,955)	(247,311)	(1,023,647)
Profit from Operations		136,314	131,584	573,546
Finance Cost		(609)	(910)	(2,835)
Profit before Taxation		135,705	130,674	570,711
Taxation	4			(20,334)
<b>TOTAL COMPREHENSIVE INCOME/(LOSS) FOR THE PERIOD</b>		<b>135,705</b>	<b>130,674</b>	<b>550,377</b>
Number of Stocks Issued		336,643	336,643	336,643
Earnings per Stock Unit During the Period	5	\$0.40	\$0.39	\$1.63



**Lasco Distributors Ltd.**

Statement of Financial Position

June 30, 2012

	(Unaudited)	(Unaudited)	(Audited)
	Period ended	Period ended	Year ended
Note	June 30	June 30	March 31
	2012	2011	2012
	\$'000	\$'000	\$'000
<b>NET ASSETS EMPLOYED</b>			
<b>Non-Current Assets</b>			
Property, Plant & Equipment	184,264	188,743	188,312
Investments	6 150,000	0	150,000
Deferred Tax Asset	0	1,037	0
	<u>334,264</u>	<u>189,780</u>	<u>338,312</u>
<b>Current Assets</b>			
Inventories	933,607	874,522	747,040
Trade and Other Receivables	1,030,005	784,145	851,135
Due from Directors	2,638	519	2,820
Related Companies	6,153	6,852	3,971
Taxation/GCT Recoverable	44,645	37,578	3,159
Short Term Deposits	70,366	18,179	70,224
Cash and Bank Balances	287,146	226,847	295,977
	<u>2,374,560</u>	<u>1,948,642</u>	<u>1,974,326</u>
<b>Current Liabilities</b>			
Trade and Other Payables	1,088,171	998,422	848,210
Related Companies	3	941	0
Short Term Borrowings	20,516	16,666	0
Corporation Tax Payable	0	30,543	0
	<u>1,108,690</u>	<u>1,046,572</u>	<u>848,210</u>
<b>Net Current Assets</b>	<u>1,265,870</u>	<u>902,070</u>	<u>1,126,116</u>
	<u>1,600,134</u>	<u>1,091,850</u>	<u>1,464,428</u>
Financed by:			
Share Capital	219,191	219,191	219,191
Capital Reserves	75,387	83,068	75,387
Retained Earnings	1,169,851	658,917	1,169,850
Current Earnings	135,705	130,674	0
	<u>1,600,134</u>	<u>1,091,850</u>	<u>1,464,428</u>
<b>Non-Current Liabilities</b>			
Long Term Debt	0	0	0
	<u>1,600,134</u>	<u>1,091,850</u>	<u>1,464,428</u>

Approved for issue by the Board of Directors on July 30, 2012 and signed on its behalf by:

Lascelles Chin

Chairman

Peter Chin

Managing Director



**Lasco Distributors Limited**  
 Statement of Cash Flows  
 Nine Months ended June 30, 2012  
 (Unaudited)

	June 30 2012	June 30 2011
	\$'000	\$'000
<b>SOURCES/(USES) OF CASH</b>		
<b>Operating Activities</b>		
Profit for the Period	135,705	130,674
Items not affecting cash and changes in non-cash working capital components	(168,809)	(125,816)
Cash used in/provided by Operating Activities	(33,104)	4,858
Cash provided by/used in Investing Activities	(528)	(2,538)
Cash provided by Financing Activities	23,158	15,962
<b>Net Decrease/Increase in Cash and Cash Equivalents</b>	<b>(10,474)</b>	<b>18,282</b>
Cash and Cash Equivalents at the beginning of Period	297,620	208,565
<b>CASH AND CASH EQUIVALENTS AT THE END OF PERIOD</b>	<b>287,146</b>	<b>226,847</b>
<b>COMPRISED OF:</b>		
Fixed Deposit		-
Cash At Bank	287,146	226,847



## Lasco Distributors Limited

### Statement of Changes in Stockholders' Equity

Three Months ended June 30, 2012

(Unaudited)

	2012			
	Share Capital \$'000	Capital Reserve \$'000	Retained Earnings \$'000	Total \$'000
Balance at April 1, 2012	219,191	75,387	1,169,851	1,464,429
Total Comprehensive Income for the Period	0	0	135,705	135,705
Balance at June 30, 2012	219,191	75,387	1,305,556	1,600,134

	2011			
	Share Capital \$'000	Capital Reserve \$'000	Retained Earnings \$'000	Total \$'000
Balance at April 1, 2011	219,191	83,068	658,917	961,176
Total Comprehensive Income for the Period	0	0	130,674	130,674
Balance at June 30, 2011	219,191	83,068	789,591	1,091,850

# Notes To The Financial Statements

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THREE MONTHS ENDED JUNE 30, 2012

## 1. BASIS OF PREPARATION

These financial statements have been prepared in accordance with and comply with International Financial Reporting Standards (IFRS), and have been prepared under the historical cost convention, as modified by the revaluation of certain fixed and financial assets. They are also prepared in accordance with the provisions of the Jamaican Companies Act.

The preparation of financial statements to conform to IFRS requires management to make estimates and assumptions that affect the reported amounts of the assets and liabilities, contingent assets and contingent liabilities at the end of the reporting period and the revenue and expenses during the reporting period. Actual results could differ from those estimates. The estimates are reviewed on an ongoing basis and any adjustments that may be necessary would be reflected in the year in which actual results are known.

The accounting policies followed in these interim financial statements are consistent with those used in the audited financial statements for the year ended 31<sup>st</sup> March 2012.

These financial statements are presented in Jamaican dollars unless otherwise indicated.

## 2. IDENTIFICATION AND PRINCIPAL ACTIVITIES:

- (a) Lasco Distributors Limited is a limited liability company incorporated and domiciled in Jamaica. The registered office of the company is 27 Red Hills Road, Kingston 10.
- (b) The principal activity of the company is the distribution of pharmaceuticals and consumable items.
- (c) The company's shares were listed on the Junior Stock Exchange on 12 October 2010.



# Notes To The Financial Statements

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THREE MONTHS ENDED JUNE 30, 2012

## 3. OTHER INCOME

Other Income comprises of earned commission from a principal

## 4. TAXATION

Remission of income tax:

The company's shares were listed on the Junior Market of the Jamaica stock Exchange, effective 12<sup>th</sup> October 2010. Consequently, the company is entitled to a remission of taxes for ten (10) years in the proportions set out below, provided the shares remain listed for at least fifteen (15) years:

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 remission.

## 5. EARNINGS PER SHARE

The EPS current year calculation is based on total comprehensive income and 336,643,115 ordinary stock units in issue.

## 6. INVESTMENT

Medium-term deposit investment placed with a financial institution.