



AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2017

RELEASE TO SHAREHOLDERS

The Board of Directors of Medical Disposables and Supplies Limited (MDS) is pleased to present the audited financial results for the year ended March 31, 2017.

Statement of Comprehensive Income For The Year Ended March 31, 2017

	Three Months To March 2017 \$	Three Months To March 2016 \$	Year Ended March 2017 \$	Year Ended March 2016 \$
Revenue	455,652,965	408,932,261	1,714,019,129	1,327,249,471
Cost of sales	(348,332,579)	(311,162,049)	(1,303,288,753)	(977,021,426)
Gross profit	107,320,386	97,770,212	410,730,376	350,228,045
Other income	1,074,472	1,020,180	4,268,152	1,020,180
Administrative expenses	(37,153,125)	(34,036,894)	(152,221,210)	(129,184,411)
Selling and promotional costs	(26,209,707)	(20,115,509)	(102,582,345)	(80,389,146)
Other operating expenses	(20,558)	(2,172,604)	(2,478,264)	(10,198,454)
Depreciation	(4,946,258)	(3,977,284)	(22,134,714)	(10,722,218)
Total Operational Expenses	(67,255,176)	(59,282,111)	(275,148,381)	(229,474,049)
Profit after Operational Expenses	40,065,210	38,488,101	135,581,996	120,753,996
Finance income	6,977	211,718	95,404	1,106,753
Finance cost	(7,687,532)	(9,864,784)	(34,300,839)	(23,509,349)
Gain/(Loss) on foreign exchange	1,372,114	686,054	(743,304)	(965,031)
Total Non Operational Expenses	(6,308,441)	(8,967,012)	(34,948,739)	(23,367,627)
Profit before tax	33,756,769	29,521,089	100,633,257	97,386,369
Tax expense	-	(312,389)	(60,000)	(1,309,555)
PROFIT FOR THE PERIOD / YEAR	33,756,769	29,208,700	100,573,257	96,076,814
EARNINGS PER SHARE	0.13	0.11	0.38	0.37

FINANCIAL HIGHLIGHTS

For the year ended March 31, 2017, the company recorded profit for the year of **\$100.6M**.

- Revenue of \$1.7B
- Net profit of \$100.6M
- Earnings per share of \$0.38
- Total assets of \$1.214B
- Total shareholders' equity of \$563.5M

Revenue for the year ended March 31, 2017 was \$1.7B, growing by \$387M or 29% when compared to the previous year. This was mainly attributable to an increase in product offerings, price increases and new business channels.

Gross profit of \$410.7M for the year ended March 31, 2017 grew by \$60.5M or 17.3% when compared to the year ended March 31, 2016.

Operating expenses of \$275.1M increased by \$45.7M or 20.0% due mainly to the costs associated with the continued growth in business operations. These operational expenses include:

- Salaries and commissions due to the increase in staff complement in the warehouse and sales departments
- Delivery expenses consistent with the increase in sales levels
- Depreciation and amortisation expenses due mainly to the acquisition and renovation of the new premises at 83 Hagley Park Road
- Professional and information technology consultancy fees for infrastructural improvements
- Security costs arising from the relocation to the new premises
- Bank charges and commissions
- Utility expenses

Non-operational expenses increased by \$11.6M or 49.6% due mainly to the finance costs on loans.

Profit after tax grew by \$4.5M or 5%, moving from \$96.1M for the financial year ended March 31, 2016 to \$100.6M at the end of the current financial year.

Total assets grew by 8.3% or \$92.5M from \$1.122B to \$1.214B. The company's inventories and receivables balances increased as a direct result of the increased business opportunities which is reflected in the overall increase in sales revenue. The assets were supported by the shareholders' equity of \$563.5M and liabilities of \$650.7M, which grew by \$75.5M or 15.5% and \$17M or 2.7% respectively. The company's liquidity position remains healthy.

Three months ended March 31, 2017 compared with the three months ended March 31, 2016

- Sales revenue for the period was \$455.6M compared to \$408.9M, an increase of \$46.7M or 11.4%
- Gross profit for the period was \$107.3M compared to \$97.8M in the corresponding period in the previous year, an increase of \$9.5M or 9.8%
- Total operational expenses were \$67.2M compared to \$59.3M, an increase of \$7.9M or 13.4%
- Total non operating expenses were \$6.3M compared to \$9M, a decrease of \$2.7M or 30%
- Profit after tax for the period was \$33.7M compared to \$29.2M, an increase of \$4.5M or 15.6%

Despite the challenging economic environment, the company has experienced growth as forecasted in its corporate strategic plan. MDS is committed to maintaining high standards in efficient product movement and market penetration, while strengthening our relationships with customers, suppliers, employees and other stakeholders.



Kurt Boothe
GENERAL MANAGER

May 30, 2017

Top Ten (10) Shareholders

Shareholders	Number of Units	Shareholding %
Kurt Boothe	50,720,000	19.26%
Myrtis Boothe	50,000,000	19.00%
Winston Boothe	50,000,000	19.00%
Nikeisha Boothe	50,000,000	19.00%
Mayberry West Indies Limited	10,874,401	4.13%
Mayberry Managed Clients A/Cs	7,934,415	3.01%
Apex Pharmacy	3,496,926	1.33%
Bamboo Group Holdings Limited	3,350,631	1.27%
Catherine Adella Peart	1,846,240	0.70%
Leon O.W. Headley	1,737,957	0.66%
VM Wealth Equity Fund	1,342,514	0.51%
Manwei International Limited	1,292,000	0.49%

Shareholding of Directors and Senior Managers

Directors	Total	Direct	Connected Parties
Kurt Boothe	200,720,000	50,720,000	150,000,000
Myrtis Boothe	200,720,000	50,000,000	150,720,000
Winston Boothe	200,720,000	50,000,000	150,720,000
Nikeisha Boothe	200,720,000	50,000,000	150,720,000
Dahlia McDaniel-Dickson	1,373,100	1,073,100	300,000
Vincent Lawrence	1,284,222	Nil	1,284,222
Sandra Glasgow	Nil	Nil	Nil
Senior Managers	Total	Direct	Connected Parties
Kurt Boothe	200,720,000	50,720,000	150,000,000
Myrtis Boothe	200,720,000	50,000,000	150,720,000
Nikeisha Boothe	200,720,000	50,000,000	150,720,000
Janice Pitter	87,000	82,000	5,000
Lenworth Murray	163,000	163,000	Nil
Gerard Whyte	54,000	54,000	Nil