

# Audited results for the period April 2017 – March 2018

The Board of Directors of LASCO Financial Services Limited (LFSL) is pleased to present the company's audited consolidated statements for the year ended 31 March 2018.

## 12 MONTHS PERFORMANCE HIGHLIGHTS

|                                | <b>FY 2017/18</b> | <b>FY 2016/17</b> | <b>Percentage</b> |
|--------------------------------|-------------------|-------------------|-------------------|
|                                | <b>\$'000</b>     | <b>\$'000</b>     | <b>change</b>     |
| <b>REVENUES</b>                | 1,620,265         | 1,070,591         | 51.3 %            |
| <b>PROFIT FROM OPERATIONS</b>  | 402,236           | 236,315           | 70.2%             |
| <b>FINANCE COST</b>            | 66,819            | 4,843             | 1279.7%           |
| <b>NET PROFIT FOR THE YEAR</b> | 254,284           | 187,778           | 35.4%             |
| <b>EARNINGS PER SHARE</b>      | \$0.2021          | \$0.1504          | 34.4%             |
| <b>TOTAL ASSETS</b>            | \$3,386,101       | \$1,560,281       | 117%              |

LFSL's consolidated net profit for the Financial Year ended 31 March 2018 increased by 35.4% from \$187.7 Million to \$254.2 Million. Revenues increased by 51.3% from \$1.07 Billion to \$1.61 Billion and earnings per share increased by 34.4%.

Our strong performance is a culmination of the strategies implemented over the past 2 years to expand the business and bring more value to our customers and shareholders. All key business segments increased in line with our plans and the results were further enhanced with the acquisition of a loans company. The Company acquired 100% shares of Scotia Jamaica Microfinance Limited (CrediScotia) through a Share Purchase Agreement on November 30, 2017; CrediScotia was subsequently renamed LASCO Microfinance Limited (LASMF).

The LASF Group now comprises LFSL and two subsidiaries: LASCO Microfinance Limited and LASCO Financial Services (Barbados) Limited with total assets of \$3.4 Billion and earnings before interest, taxation, depreciation and amortization (EBITDA) of \$432 Million. Subsequent to the year end, LFSL combined its loan business, including the portfolio balance and staff, with LASMF. As such all future loan contracts will be in the subsidiary company, LASMF. LFSL will continue to focus on the Money Service business including, Money Transfer, Cambio, Bill Payment and other retail financial transactions.

The Finance cost for the 2017/2018 financial year was significantly increased as a result of costs incurred to finance the acquisition. A combination of short and long term financing was

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required for the purchase cost including the issue of an unsecured fixed rate five (5) year bond for \$1.5 Billion.

As we embark into the new financial year, we will continue our relentless pursuit of financial inclusion for our customers and improved value for you, our shareholders. We do expect some impact within the industry, however, from the new accounting standards which have been introduced (IFRS 9) and the expected Micro Credit Act.

On behalf of our management team, we would like to thank all our stakeholders for their support during the year.



**JACINTH HALL-TRACEY**  
**MANAGING DIRECTOR**