



EVERYTHING FRESH LIMITED
REPORT TO THE SHAREHOLDERS
FOR THE QUARTER ENDED DECEMBER 31, 2018

On Friday, June 22, 2018, the Company's shares were listed on the Junior Market of the Jamaica Stock Exchange after a successful Initial Public Offering (IPO) that raised \$390m in new equity.

The Board of Directors of Everything Fresh Limited presents the Company's unaudited results for its year-to-date and the quarter ended December 31, 2018.

Income Statement

Revenues for the quarter which ended December 31, 2018 of \$489m, represents a \$46m (10%) increase over the corresponding quarter ended December 31, 2017. Revenues for the year ended December 31, 2018 of \$1,880m increased by \$72m (4%) over the corresponding period ended December 31, 2017.

For the fourth quarter ended December 31, 2018, margins were contracted with respect to some of the Company's July to December hotel contracts; as a result the Company recorded a gross profit of \$24.1m, as compared to a gross profit of \$35.1m for the corresponding quarter ended December 31, 2017.

Year-to-date profit before tax for the twelve months ended December 31 2018 decreased by \$28.9m or 64% to \$16.5m when compared to the profit before tax of \$45.3m for the corresponding period ended December 31, 2017.

Total expenses for the quarter ended December 31 2108 of \$39m increased by \$14.4m (58%) when compared to the quarter ended December 31, 2017. Of this increase, \$4.4m represents increases in professional fees, \$0.5m directors' fees, increases in utilities \$2.1m, increases in promotional expenses of \$1.5m and \$5.9m represents increases in general administration and salaries (four new persons were employed during the year).

Statement of Financial Position

Net assets as at December 31, 2018 of \$619m reflected an increase of \$376m (155%) when compared to the prior year December 31, 2017. This was due primarily to our successful IPO which positions the Company for profitable growth.

Investments increased by \$70.4m. The Board approved an investment in a regional opportunity and it is being developed.

Capital Investments in Property, Plant and Equipment increased from \$31m at the beginning of the financial year to \$61m at the close of the fourth quarter, as the company increased its fleet of motor vehicles and expanded its cold room facilities to house projected inventory growth while improving energy efficiency.

Courtney Pullen - Managing Director

EVERYTHING FRESH LIMITED
UNAUDITED FINANCIAL STATEMENTS
TWELVE MONTHS ENDED DECEMBER 31, 2018

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EVERYTHING FRESH LIMITED**STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME****TWELVE MONTHS ENDED DECEMBER 31, 2018**

	Notes	3 mths DECEMBER 2018 \$	3 mths DECEMBER 2017 \$	12 mths DECEMBER 2018 \$	12 mths DECEMBER 2017 \$
Revenue		489,065,288	443,154,006	1,880,041,897	1,808,374,474
Cost of Sales		<u>464,966,727</u>	<u>408,104,599</u>	<u>1,736,928,327</u>	<u>1,665,337,479</u>
Gross Profit		24,098,561	35,049,407	143,113,570	143,036,995
Foreign Exchange Gain		3,370,319		1,104,962	
Other Operating Income		794,259	78,854	1,834,956	2,086,915
		<u>28,263,139</u>	<u>35,128,261</u>	<u>146,053,488</u>	<u>145,123,910</u>
Expenses					
Administrative		35,699,668	20,438,597	115,003,526	82,406,817
Finance costs		<u>3,399,980</u>	<u>4,302,956</u>	<u>14,543,650</u>	<u>17,349,183</u>
		<u>39,099,648</u>	<u>24,741,553</u>	<u>129,547,176</u>	<u>99,756,000</u>
Profit (loss) before Taxation		(10,836,509)	10,386,708	16,506,312	45,367,910
Taxation		<u>-</u>	<u>1,810,291</u>	<u>8,267,534</u>	<u>8,068,111</u>
Total comprehensive income		<u>(10,836,509)</u>	<u>8,576,417</u>	<u>8,238,778</u>	<u>37,299,799</u>
Earnings(loss) per share (cents)		(1.98)	1.57	1.50	6.81

The calculation of the earnings per share for 2017 has been adjusted to reflect the shares issued and listed on the JSE Junior Market on Friday June 22, 2018. This has been done for comparative purposes.


EVERYTHING FRESH LIMITED**STATEMENT OF FINANCIAL POSITION**

December 31, 2018

	Notes	Unaudited 2018 December \$	Audited 2017 December \$
NON-CURRENT ASSETS			
Property Plant & Equipment		60,741,344	30,975,053
Investments		71,461,692	1,000,000
Deferred Taxation		-	274,962
		<u>132,203,036</u>	<u>32,250,015</u>
CURRENT ASSETS			
Inventories		199,553,620	131,206,166
Trade receivables		249,026,211	221,216,882
Other receivables		97,379,296	38,061,871
Related Parties		8,058,433	30,344
Cash and cash equivalents		<u>121,084,121</u>	<u>65,789,325</u>
Total Current Assets		<u>675,101,681</u>	<u>456,304,588</u>
CURRENT LIABILITIES			
Trade and other payables		113,260,216	131,562,023
Bank Overdraft		-	609,377
Taxation		2,970,875	1,334,740
Bank Loans		<u>72,026,798</u>	<u>112,029,200</u>
Total Current Liabilities		<u>188,257,889</u>	<u>245,535,340</u>
Net Current Assets		<u>486,843,792</u>	<u>210,769,248</u>
		<u>619,046,828</u>	<u>243,019,263</u>
EQUITY			
Share Capital	3	367,888,787	100,000
Retained Earnings		<u>251,158,041</u>	<u>242,919,263</u>
		<u>619,046,828</u>	<u>243,019,263</u>



Gregory Pullen
Chairman



Courtney Pullen
Managing Director

EVERYTHING FRESH LIMITED**STATEMENT OF CHANGES IN EQUITY****TWELVE MONTHS ENDED DECEMBER 31, 2018**

	<u>No. of Shares</u> units	<u>Share Capital</u> \$	<u>Retained Earnings</u> \$	<u>Total</u> \$
Balance at December 31, 2016	100,000	100,000	205,619,464	205,719,464
Profit for the period		-	37,299,799	37,299,799
Balance at December 31, 2017	<u>100,000</u>	<u>100,000</u>	<u>242,919,263</u>	<u>243,019,263</u>
Balance at December 31, 2017	100,000	100,000	242,919,263	243,019,263
Profit for the year			8,238,778	8,238,778
Shares Issued	<u>779,900,000</u>	<u>367,788,787</u>	-	<u>367,788,787</u>
Balance at December 31, 2018	<u>780,000,000</u>	<u>367,888,787</u>	<u>251,158,041</u>	<u>619,046,828</u>

EVERYTHING FRESH LIMITED

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STATEMENT OF CASH FLOWS**TWELVE MONTHS ENDED DECEMBER 31, 2018**

Unaudited

	2018 December \$	2017 December \$
Cash flow from operating activities		
Net profit after tax	8,238,778	37,299,799
Adjustments for:		
Depreciation	7,534,760	6,194,828
Interest expense	13,525,189	13,356,537
Taxation	8,267,535	8,068,111
	<u>37,566,262</u>	<u>64,919,275</u>
Changes in Non-Cash Working Capital		
Inventories	(68,347,454)	7,064,945
Trade and Other Receivables	(87,126,754)	(10,567,274)
Trade and Other Payables	(18,301,807)	14,457,576
	<u>(173,776,015)</u>	<u>10,955,247</u>
Tax paid	(6,356,438)	(15,106,746)
Interest paid	(13,525,189)	(13,356,537)
	<u>(193,657,642)</u>	<u>(17,508,036)</u>
Net cash (used in)/provided by operations	(156,091,380)	47,411,239
Cash Flows from Investment Activities		
Investments	(70,461,692)	-
Acquisition of Property Plant and Equipment	(37,301,051)	(7,878,128)
Cash used in investment activities	<u>(107,762,743)</u>	<u>(7,878,128)</u>
Cash Flows From Financing activities		
Issue of Shares (net)	367,788,787	-
Related Accounts	(8,028,089)	(23,481)
Bank Loans	(40,002,402)	3,520,767
Net cash provided by financing activities	<u>319,758,296</u>	<u>3,497,286</u>
Net Change in Cash and Cash Equivalents	55,904,173	43,030,397
Cash and Cash Equivalents at beginning of the period	<u>65,179,948</u>	<u>22,149,551</u>
Cash and Cash Equivalents at end of the period	<u><u>121,084,121</u></u>	<u><u>65,179,948</u></u>
Represented by:		
Bank Overdraft	-	(609,377)
Cash and Bank Balances	121,084,121	65,789,325
	<u>121,084,121</u>	<u>65,179,948</u>

NOTES TO FINANCIAL STATEMENTS

TWELVE MONTHS ENDED DECEMBER 31, 2018

(1) **IDENTIFICATION**

Everything Fresh Limited is incorporated and domiciled in Jamaica. Its registered office is located at 78 Marcus Garvey Drive, Kingston 11.

The Company operates as importers/distributors of dry goods, fruits, vegetables, meats, seafood and dairy products.

The company's shares were listed on the Jamaica Junior Stock Exchange on June 22, 2018.

(2) **ACCOUNTING POLICIES:**

- a. The financial statements are prepared in accordance with International Financial Reporting Standard (IFRS) and their interpretations issued by the International Accounting Standards Board and comply with the provisions of the Jamaican Companies Act.
- b. Accounts are prepared under the historical cost conventions.
- c. The accounting policies followed in the interim financial statements are consistent with those used in the audited financial statements for the year ended December 31, 2017.
- d. The financial statements are presented in Jamaican dollars.

(3) **Share Capital**

	2018	2017
Authorised	\$	\$
1,000,000,000 Ordinary Shares of no par value (2017 - 100,000)		
Issued and fully paid		
780,000,000 Ordinary Shares of no par value (2017 - 100,000) (net of transaction costs)	367,888,787	100,000

Additional transaction cost of \$2,810,947 was settled in October and a reclassification of \$574,596 was also done in the same period.

(4) **Depreciation of Property Plant and Equipment**

Depreciation is based on the estimated useful lives of the depreciable assets and is calculated by the straight-line method at the following rates:

Computer Equipment	22.50%
Motor Vehicles	12.50%
Warehouse Equipment	10%
Warehouse Improvement	10%
Furniture and Fittings	10%
Cold Storage Rooms	10%

EVERYTHING FRESH LIMITED
DIRECTORS AND CONNECTED PARTIES SHAREHOLDINGS
AS AT DECEMBER 31, 2018

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PRIMARY HOLDER	DIRECT	CONNECTED PARTY	TOTAL	PERCENTAGE
Courtney Pullen	-	624,000,000	624,000,000	80
Melene Pullen	-	624,000,000	624,000,000	80
Garret Gardner	-	624,000,000	624,000,000	80
Nesha Carby	-	624,000,000	624,000,000	80
Jennifer Lewis	40,000	-	40,000	0.0051
Gregory Pullen	4,688,564	-	4,688,564	0.6011
Donovan Perkins	453,814	-	453,814	0.0582
Vivette Miller	80,000	-	80,000	0.0103
Mark Croskery	-	198,897	198,897	0.0255
Leo Williams (mentor)	1,160,000	-	1,160,000	0.1487
Total	6,382,378	624,198,897	630,621,275	

SENIOR MANAGERS AND CONNECTED PARTIES SHAREHOLDINGS
AS AT DECEMBER 31, 2018

PRIMARY HOLDER	DIRECT	CONNECTED PARTY	TOTAL	PERCENTAGE
Jacqueline Archie	43,000	-	43,000	0.0055
Arthur Haye	120,000	-	120,000	0.0154
Steve Gardner	-	-	-	-
Natoya Shakespeare	625,000	-	625,000	0.0801
Amanda Gardner	263,000	-	263,000	0.0337
Total	1,051,000	-	1,051,000	

TOP TEN SHAREHOLDINGS
AS AT DECEMBER 31, 2018

PRIMARY HOLDER	JOINT HOLDER	TOTAL	PERCENTAGE
Quality Investments Ltd	-	624,000,000	80
Stocks & Securities Ltd (Alpha)	-	68,566,700	8.7906
Star Holdings Limited	-	5,000,000	0.641
Gregory Pullen	Shemala Mitchell	4,688,564	0.6011
Anthony Chance	Claudine Chance	3,000,000	0.3846
Andrew Pairman	Paula Pairman	2,586,000	0.3315
Caribbean Foods Limited	-	2,000,000	0.2564
SSL Money Managers Growth	-	1,435,870	0.1841
Chas E. Ramson Limited	-	1,200,000	0.1538
Carlisle Allister Howson	Andrea Marie Senior-Howson	1,200,000	0.1538
Leo Williams	-	1,160,000	0.1487
Total	-	714,837,134	