

## **Wisynco Group Limited (Wisynco) – Report to Stockholders**

The Directors are pleased to submit the audited financial results for the year ended June 30, 2021, which have been prepared in accordance with International Financial Reporting Standards (IFRS).

Revenues from continuing operations for the year ended June 30, 2021 was \$31.8 billion or 1.1% less than the \$32.2 billion of the prior year. Our final quarter for Fiscal 2021 resulted in a 17.1% Revenue growth over the same period of the prior year, which almost resulted in Wisynco achieving the same Revenue result as the prior year in what was a very challenging Fiscal Year due to the impact of the COVID-19 pandemic on the local economy. We saw good recovery in all channels during the final quarter and we continue our drive in the export markets which realized a 37% Revenue growth over Fiscal 2020.

Gross Profit for the year was \$11.1 billion or essentially the same as the prior year and our Gross Margin was 34.9% compared to 34.4% for Fiscal 2020.

Selling, Distribution & Administrative expenses for the year of \$7.6 billion was 7% less than the \$8.2 billion of the prior year. Management continued to ensure the containment of expenses during Fiscal 2021. Our expense to sales ratio for the year improved from 25.3% last year to 23.7% this year.

Included in Finance income are foreign exchange gains for the year of approximately \$77 million which was less than the \$182 million of the prior year as there was less devaluation of the JAD year over year. Interest income improved over the prior year by approximately \$56 million.

Profit before Taxation from continuing operations for the year was \$3.8 billion or 18.1% greater than the prior year's \$3.2 billion. Net profit after taxes for the year, from continuing operations, was \$3.1 billion compared to \$2.7 billion of the prior year. Our net profit margin of 9.7% for 2021 was greater than the 8.3% realized for 2020 and reflected an improvement of 140 basis points over the prior year.

Earnings per share for the year, from continuing operations was 82c per share or 15.4% greater than the 71c for the last year.

A dividend of 20c per share was declared on June 26, 2021 and has been accrued in the June 30, 2021 audited financial statements. This dividend along with the dividend of 10c per share declared on January 28, 2021 brings the dividend for Fiscal 2021 to 30c per share (18c Fiscal 20) or a dividend yield of 1.9% (1.0% Fiscal 20), based on the closing stock price at June 30, 2021.

Our Current Ratio at 2.4 is in line with our prior year and we continue to look for efficiency improvements as well as expansion opportunities. Our return on average equity at 22% was also in line with the 22% of fiscal 2020.

Wisynco congratulates all our Team members, who with steadfast commitment passionately delivered a solid performance for Fiscal 2021 and did so under very difficult business conditions. We also did our best to serve our customers and continued to find innovative ways and products to serve them better, while at the same time providing better returns for our shareholders.

To all Jamaicans, we encourage you to continue following all health protocols and take the opportunity to get vaccinated, so as a nation we can continue to emerge stronger from this pandemic. God bless you all.



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William Mahfood  
Chairman



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Andrew Mahfood  
Chief Executive Officer