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## DIRECTORS' REPORT TO SHAREHOLDERS ON COMPANY'S FINANCIAL PERFORMANCE

### **SECOND QUARTER ENDED JUNE 30, 2022**

The Board of Directors is pleased to report on the performance of Spur Tree Spices Jamaica Limited for the quarter ended June 30, 2022, including the presentation of unaudited financial statements, prepared in accordance with International Financial Reporting Standards (IFRS).



## Financial Highlights & Analysis

	Unaudited	<u>Unaudited</u>		Unaudited	<u>Unaudited</u>		Audited
	Q2 June 2022	Q2 June 2021	June 2022 vs June 2021	6 months To June 2022	6 months June 2021	6 months 2022 vs 2021	12 Mths Dec. 2021
	\$'000	\$'000	<u>%</u>	<u>\$'000</u>	<u>\$'000</u>	<u>%</u>	<u>\$'000</u>
REVENUE	201,733	198,815	1.5	438,858	367,292	19.5	859,718
Cost of Sales	(127,542)	(131,678)	<u>-3.1</u>	(275,627)	(249,512)	<u>10.5</u>	<u>(579,317)</u>
GROSS PROFIT	74,191	67,137	10.5	163,231	117,780	38.6	280,401
Other operating income	<u>1,463</u>	<u>1,424</u>	<u>2.7</u>	2,242	3,878	<u>-42.2</u>	<u>1,385</u>
	75,654	68,561	10.3	165,473	121,658	36.0	281,786
Administrative and other expenses	(35,773)	(28,910)	23.7	<u>(73,454)</u>	(56,269)	<u>30.5</u>	140,668
	39,881	39,651	0.6	92,019	65,389	40.7	141,118
Impairment losses on trade receivables	<u>(576)</u>	Ξ	100	<u>-576</u>	Ξ	<u>100</u>	<u>(1,158)</u>
OPERATING PROFIT	39,305	39,651	-0.9	91,443	65,389	39.8	139,960
Finance costs	(1,080)	(3,631)	<u>-70.3</u>	(2,212)	<u>(6,971)</u>	<u>-68.3</u>	(15,818)
PROFIT BEFORE TAXATION	38,225	36,020	6.1	89,231	58,.418	52.7	124,142
Taxation	<u>220</u>	(7,627)	<u>-102.9</u>	<u>20</u>	(12,755)	<u>-100.2</u>	(32,823)
PROFIT FOR THE YEAR, BEING TOTAL COMPREHENSIVE INCOME	<u>38,445</u>	28,363	<u>35.5</u>	89,251	45,663	<u>95.5</u>	<u>91,319</u>
Earnings Per Share	\$0.02	\$0.02		\$0.05	\$0.04		\$0.07
Shareholders' Equity				710,335	228,104	211.4	411,260
Total Assets				802,667	471,013	70.4	596,680
Cash and Cash Equivalents				209,010	49,732	320.3	94,465

The company generated revenue of \$201.7M for the quarter, representing an increase of 1.5% over the \$198.8M achieved in the corresponding quarter for the previous year. Our revenue for the period was adversely affected by challenges with the production of ackee during the seasonal crop in January and February of this year. The provider of cans had limited or no stock for three weeks during this period; hence production of ackee was much lower than projected. This resulted in the ackee being out of stock for most of the second quarter which has a significant negative impact on the overall revenue achieved for the quarter. This issue has been addressed both at the JMA and Ministerial level and we don't expect a reoccurrence as we move into the second crop for the year which is expected to run between August and September.

Despite not achieving our revenue target for the second quarter, the company's revenue performance for the first six months was approximately 20% above the same period for 2021. This is very commendable given the challenges experienced with production inputs and those associated with the current economic climate.

Spur Tree Spices continues to explore new avenues to growth revenue and increase its presence in the local and export markets. Recently, we took a significant step in this regard with the signing of a distribution agreement with Massy Distributors to cover an important segment of the local market which was not previously properly serviced. The agreement will also explore opportunities to establish the Spur Tree brand in other Caribbean markets.

Despite the significant cost challenges being faced due to the ongoing supply chain issues, the company continues to work assiduously at growing efficiencies in all areas of the business. Cost of sales for this quarter is 63% of revenue which is appreciably lower than the 66% achieved for corresponding period of the previous year, and the six month's performance was even better at 63% compared with 68% for 2021.

With improved revenue performance and the cost reduction, gross profit for the quarter was J\$74.2M up from \$67.1M for the corresponding period for 2021. This represents an improvement of 10.5%, and gross margin improved to 37%, up from 34% for the same period of the previous year. The company's gross profit for the first six months of 2022 is \$163.2M, up from \$117.8M for the same period in 2021, reflecting a 39% increase.

Administrative Expenses incurred for the period was \$35.8M compared with \$28.9M for the same period last year. The increase of 23.7% in administrative expenses is primarily driven by additional business costs and consolidation of expenses in Exotic Products.

Net Profit for the quarter was \$38.4M, an improvement of \$10.0M or 35.5% above the \$28.4M achieved for the same period of the corresponding year. Net Profit for the six-month period to June 2022 was \$89.3M, up from \$45.7M for the same period of 2021. This represents an improvement of 95.5%.

The outstanding performance for the first six months of the financial years was achieved despite many external challenges. These include, supply chain issues, input cost increases and a general softening of demand in the local and international markets.

- Total Assets at the end of the quarter were \$802.7M, up from \$471M for the corresponding period last year and \$596,7M for financial year ended December 2021. This position reflects an improvement of 70.2% above period ended June 2021, and 34.5% up from December 31, 2021.
- Cash on hand improved to \$209M at the end of the quarter, up from \$49.7M at June 30,2021, an improvement of 320%
- Shareholders' Equity was \$710M at the end of the quarter, up from \$411.3M on December 31, 2021, an increase of 72.6%

The directors are pleased with the results for the first six months of 2022 and commend the executive leadership and staff for their continued commitment and dedication to the efficient execution of the company's strategic priorities. We remain very thankful to our customers, both locally and abroad, for your loyal support and promotion of the Spur Tree brand. To our shareholders, we say thank you for the confidence expressed in the leadership of the company, and we commit to remain steadfast in protecting and advance your interest in our daily decisions.

#### Outlook

The directors remain positive about the future performance of the company and the brand despite the many prevailing economic challenges and uncertainties. We have increased our work in the market to ensure the continued growth and expansion of the brand while adding to the line of products which are highly demanded.

Anand James

Director

Albert Bailey

Director / C.E.O

# SPUR TREE SPICES JAMAICA LIMITED CONSOLIDATED INCOME STATEMENT SIX MONTHS ENDED 30 JUNE 2022

		Unaudited			
		Quarte			hs Ended
			<u>June</u>		<u>June</u>
	<u>Note</u>	<u>2022</u> \$'000	<u>2021</u> \$'000	<u>2022</u> \$'000	<u>2021</u> \$'000
REVENUE Cost of sales	5	201,733 ( <u>127,542</u> )	198,815 ( <u>131,678</u> )	438,858 ( <u>275,627</u> )	367,292 ( <u>249,512</u> )
GROSS PROFIT Other operating income		74,191 <u>1,463</u>	67,137 <u>1,424</u>	163,231 <u>2,242</u>	117,780 <u>3,878</u>
Administrative and other expenses Impairment losses on trade receivables		75,654 ( 35,773) ( <u>576</u> )	68,561 ( 28,910) 	165,473 ( 73,454) ( <u>576</u> )	121,658 ( 56,269)
OPERATING PROFIT Finance costs		39,305 ( <u>1,080</u> )	39,651 ( <u>3,631</u> )	91,443 ( <u>2,212</u> )	65,389 ( <u>6,971</u> )
PROFIT BEFORE TAXATION Taxation	7	38,225 220	36,020 ( <u>7,657</u> )	89,231 20	58,418 ( <u>12,755</u> )
PROFIT FOR THE PERIOD, BEING TOTAL COMPREHENSIVE INCOME		38,445	28,363	89,251	45,663
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO: Owners of the Company		<u>38,445</u>	28,363	89,251	45,663
EARNINGS PER STOCK UNIT	8	0.02¢	<u>0.02¢</u>	0.05¢	0.04¢

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

#### 30 JUNE 2022

	Unaudited		Audited
ACCETE	30 June <u>2022</u> <u>\$'000</u>	30 June 2021 \$'000	31 December 2021 \$'000
ASSETS NON-CURRENT ASSETS:			-
Property, plant and equipment	107 154	82.450	
Intangible asset	187,154 11,389	83,150	173,357
Investment	3,750		11,389 3,750
Right-of-use asset	41,733	27,864	46,741
Deferred tax assets	3,982	284	3,670
	248,008	111,298	238,907
CURRENT ASSETS:			
Inventories	127,745	96,471	112,256
Receivables	217,354	125,507	151,052
Due from related company	550	88,005	24
Cash and cash equivalents	209,010	49,732	94,465
	554,659	359,715	357,773
	802,667	471,013	596,680
EQUITY AND LIABILITIES EQUITY:			
Share capital	366,967	19,643	157 142
Capital reserve	150	150	157,143 150
Retained earnings	343,218	208,311	<u>253,967</u>
	710,335	228,104	411,260
NON-CURRENT LIABILITY:			
Lease liability	35,989	<u>16,161</u>	40,599
CURRENT LIABILITIES:			
Payables	39,072	32,254	46,078
Taxation	4,347	10,545	31,594
Lease liability	8,256	14,674	8,615
Directors' current accounts	4,668	12,492	12,186
Borrowing		156,783	46,348
	_56,343	226,748	144,821
	802,667	471,013	596,680

The financial statements on pages 1 to 8 were approved and authorised for issue by the Board of Directors on 11 August 2022 and were signed on its behalf by:

Metry Seaga - Director

Albert Bailey

Director

# SPUR TREE SPICES JAMAICA LIMITED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY SIX MONTHS ENDED 30 JUNE 2022

	Share <u>Capital</u> \$'000	Advance on <u>Shares</u> \$'000	Capital <u>Reserve</u> <u>\$'000</u>	Retained Earnings \$'000	<u>Total</u> <u>\$'000</u>
BALANCE AT 1 JANUARY 2021	19,643		<u>150</u>	162,648	182,441
TOTAL COMPREHENSIVE INCOME  Net profit for the period				45,663	45,663
BALANCE AT 30 JUNE 2021 (Unaudited)	<u>19,643</u>		<u>150</u>	208,311	<u>228,104</u>
BALANCE AT 1 JANUARY 2021	19,643		<u>150</u>	<u>162,648</u>	<u>182,441</u>
TRANSACTIONS WITH OWNERS Issue of shares Advance on shares	37,500	- 100,000	<u>-</u>	-	37,500 100,000
	<u>37,500</u>	100,000			<u>137,500</u>
TOTAL COMPREHENSIVE INCOME  Net profit for the year				91,319	91,319
BALANCE AT 31 DECEMBER 2021 (Audited)	<u>57,143</u>	100,000	<u>150</u>	<u>253,967</u>	<u>411,260</u>
BALANCE AT 1 JANUARY 2022	57,143	100,000	<u>150</u>	253,967	411,260
TRANSACTIONS WITH OWNERS Issue of shares, net	309,824	(100,000)			<u>209,824</u>
TOTAL COMPREHENSIVE INCOME  Net profit for the period				89,251	89,251
BALANCE AT 30 JUNE 2022 (Unaudited)	<u>366,967</u>	<del></del>	<u>150</u>	<u>343,218</u>	<u>710,335</u>

#### **CONSOLIDATED STATEMENT OF CASH FLOWS**

#### SIX MONTHS ENDED 30 JUNE 2022

	Unaud	lited
CASH FLOWS FROM OPERATING ACTIVITIES:	6 Months Ended 30 June 2022 §'000	6 Months Ended 30 June 2021 \$'000
Net profit Adjustments for:	89,251	45,663
Depreciation Amortisation of right-of-use asset Interest expense Interest income Taxation	14,074 5,008 2,212 ( 1,813) ( <u> 20)</u> 108,712	9,125 7,269 6,972 - 12,755 81,784
Changes in operating assets and liabilities: Inventories Receivables Payables Due from related company Directors' current accounts	( 15,489) ( 66,302) ( 7,004) ( 550) ( 7,518)	(19,476) 4,576 (3,257) (40,968) (
Taxation paid	( <u>27,539</u> )	( <u>14,964</u> )
Cash (used in)/provided by operating activities	( <u>15,690</u> )	7,440
CASH FLOWS FROM INVESTING ACTIVITIES:  Purchase of property, plant and equipment Interest received	( 27,871) 	(10,294)
Cash used in investing activities	(_26,058)	(10,294)
CASH FLOWS FROM FINANCING ACTIVITIES: Interest paid on loans Proceeds from issue of shares, (net) Proceeds from loan received Loans repaid Principal paid on lease liability Interest paid on lease liability	209,822 - ( 46,348) ( 4,969) ( 2,212)	( 5,510) - 50,000 (11,191) ( 7,767) ( 1,462)
Cash provided by financing activities	156,293	24,070
Net increase in cash and cash equivalents Cash and cash equivalents at beginning of period	114,545 <u>94,465</u>	21,216 <u>28,516</u>
CASH AND CASH EQUIVALENTS AT END OF PERIOD	<u>209,010</u>	<u>49,732</u>

#### NOTES TO THE FINANCIAL STATEMENTS

#### 30 JUNE 2022

#### 1. IDENTIFICATION AND PRINCIPAL ACTIVITIES:

Spur Tree Spices Jamaica Limited ("the Company") is a limited liability company incorporated and domiciled in Jamaica. These condensed consolidated interim financial statement (interim financial statement') comprise the Company and its Subsidiary, herein referred as "the Group".

The principal activities of the Group are the manufacturing and distributing of seasonings, spices, canned ackee and callaloo primarily for the export market.

#### 2. BASIS OF PREPARATION:

These interim consolidated financial statements have been prepared in accordance with IAS 34 'Interim Financial Reporting'. They do not include all disclosures that would otherwise be required in a complete set of financial statements. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Group's financial position and performance since its latest annual financial statements. Therefore, these interim financial statements should be read in conjunction with the Group's annual consolidated financial statements as of and for the year ended 31 December 2021.

#### 3. SIGNIFICANT ACCOUNTING POLICY:

The Group has applied the same accounting policies and methods of computation in its interim consolidated financial statements as in its 2021 financial statements and corresponding interim reporting period.

Certain new standards, interpretations and amendments to existing standards which became effective 1 January 2022, are not expected to impact the Group as they are either not relevant to the Group's activities or require accounting which is consistent with the Group's current accounting policies.

Additionally, there are a number of standards and interpretations which have been issued by the International Accounting Standards Board that are effective for periods beginning subsequent to 31 December 2022 (the date of the Group's next annual financial statements) that the Group has decided not to adopt early. The Group does not believe these standards and interpretations will have a material impact on the consolidated interim financial statements, once adopted.

#### 4. SIGNIFICANT EVENT AND TRANSACTIONS, INCLUDING IMPACT OF COVID-19:

The Group continues to closely monitor the impact of the Covid-19 pandemic on its operation. To date, there has been no significant effect on the Group. Arising from its initiative to expand production capacity, the Group commenced construction on warehouse at the St. Thomas property and acquired new pieces of equipment.

#### NOTES TO THE FINANCIAL STATEMENTS

#### 30 JUNE 2022

#### 5. **REVENUE:**

Revenue comprises the fair value of the consideration received or receivable for the sale of goods in the ordinary course of the Group's activities and is shown net of discounts and allowances after eliminating sales within the Group. Goods are transferred to customers at a point in time.

#### 6. **SEGMENT REPORTING:**

The Group has two reportable segments which are based on the different types of products that it offers as follows:

		30 June 2022	
	<u>Spices</u> \$'000	Canned <u>Products</u> <u>\$'000</u>	<u>Total</u> \$'000
REVENUE: Revenue Inter-segmental revenue	436,147	130,263 ( <u>127,551</u> )	566,410 ( <u>127,551</u> )
Total revenue from external customers Other income	436,147 	2,712	438,859 
Total revenue	438,389	<u>2,712</u>	<u>441,101</u>
Segment profits/(loss) Unallocated expenses	90,040	( 2,679)	87,361 <u>1,870</u>
Profit before taxation Taxation			89,231 <u>20</u>
Profit for the period			89,251

The Company acquired its subsidiary at the end of the third quarter of 2021; therefore, the corresponding interim for the six months ended 30 June 2021 represents the segment results of the Company, which produces spices.

#### NOTES TO THE FINANCIAL STATEMENTS

#### 30 JUNE 2022

#### 7. TAXATION:

a) Remission of income tax:

The Company's shares were listed on the Jamaica Stock Exchange Junior Market. 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 15 years.

Years 1 to 5 - 100% Years 6 to 10- 50%

The interim financial statements have been prepared on the basis that the Company will have the full benefit of the tax remissions.

b) Tax is charged on the profits of the subsidiary at 25% for the six months ended 30 June 2022 (30 June 2021:25%), which represents, the best estimate of the average annual effective tax rate expected to apply for the full year, applied to the pre-tax income of the six months' period.

#### 8. EARNINGS PER STOCK UNIT:

Earnings per stock unit is calculated by dividing the net profit attributable to owners by the weighted average number of ordinary stock units in issue at period end. The calculation of earnings per share for 2021 has been adjusted to reflect the stock spilt on 8 December 2021. This was done for comparative purposes.

#### 9. RELATED PARTY TRANSACTIONS AND BALANCES:

The following transactions were carried out with related parties during the period:

#### (a) Key management compensation:

	Una	udited
	30 June <u>2022</u> <u>\$'000</u>	30 June <u>2021</u> \$'000
Directors' remuneration Directors' fees	11,687 <u>1,250</u>	12,250
	<u>12,937</u>	<u>12,250</u>
Motor vehicle upkeep	<u>1,270</u>	<u>1,140</u>

#### NOTES TO THE FINANCIAL STATEMENTS

#### **30 JUNE 2022**

#### 9. RELATED PARTY TRANSACTIONS AND BALANCES (CONT'D):

(b) The balances at period/year end were as follows:

	<u>Unaudited</u> 30 June <u>2022</u> \$'000	Audited 31 December 2021 \$'000
Directors' current accounts	<u>4,668</u>	<u>12,186</u>
Due to related party- Holland Bamboo Limited	<u>550</u>	

Directors' current accounts are interest free and have no fixed term of repayment.

#### 10. EXPENSES BY NATURE:

Total direct and administration expenses:

Total direct and administration expenses.	Una	audited
	30 June	30 June
	<u>2022</u>	<u>2021</u>
	<u>\$'000</u>	<u>\$'000</u>
Direct costs used in production	247,952	221,471
Change in inventories of finished goods		
and work-in-progress	15,489	19,475
Directors' remuneration and fees	12,937	12,250
Staff costs	22,563	15,715
Depreciation	14,074	9,125
Amortization of right-of-use asset	5,008	7,269
Maintenance fee	5,780	2,685
Utilities	5,128	4,670
Advertising and promotion	944	175
Auditor's remuneration	1,850	746
Insurance	3,728	2,128
Repairs and maintenance	2,758	1,980
Legal and professional fees	3,455	739
Travel and entertainment	2,598	3,105
Motor vehicles expenses	3,393	3,001
Other expenses	<u>1,424</u>	1,247
	<u>349,081</u>	<u>305,781</u>



# TOP TEN (10) STOCKHOLDERS AS AT 30<sup>th</sup> JUNE 2022

	NAME	UNITS	VOLUME (%)
1.	HARRINARINE MOHAN JAGNARINE	447,241,839	31.1845
	HARRINARINE MOHAN & CHANDRA JAGNARINE	75,709,548	31.1013
2.	ALBERT BAILEY	260,473,912	15.5324
3.	GK INVESTMENTS LTD	167,406,517	9.9827
4.	ANAND & JOAN JAMES	115,000,000	6.8577
5.	DAVE NARINE	97,000,000	5.7843
6.	RAVI RAMBARRAN	75,661,641	4.5118
7.	CYRIL A. GORDON	44,240,000	2.5785
8.	CAL'S MANUFACTURING LIMITED	35,507,483	2.1174
9.	VIVIENNE CLAYTON	31,372,683	1.8708
10.	CONTINENTAL BAKING COMPANY LIMITED	21,214,143	1.2650



# SHAREHOLDING BY BOARD OF DIRECTORS AS AT 30<sup>th</sup> JUNE 2022

	NAME	UNITS	VOLUME (%)
1.	HARRINARINE MOHAN JAGNARINE	447,241,839	31.1845
	HARRINARINE MOHAN & CHANDRA JAGNARINE	75,709,548	
2.	ALBERT BAILEY	260,473,912	15.5324
3.	ANAND JAMES	115,000,000	6.8577
4.	STEPHEN & NSAMBI RICKETTS	11,231,899	0.6698
5.	METRY SEAGA	8,400,000	0.5009
6.	YANA SAMUELS	1,000,000	0.0596
7.	DANIELLE TERRELONGE	100,000	0.0060



# SHAREHOLDING BY SENIOR MANAGERS AS AT AS AT 30<sup>th</sup> JUNE 2022

	NAME	RELATIONSHIP	TOTAL	VOLUME (%)
1.	HARRINARINE MOHAN JAGNARINE	SELF – 447,241,839	522,951,387	31.1845
	HARRINARINE MOHAN & CHANDRA JAGNARINE	CONNECTED -75,709,548		
2.	ALBERT BAILEY	SELF - 260,473,912	260,473,912	15.5325
3.	RANI-DEVI BADALOO	SELF - 0  CONNECTED - 522,951.387	522,951,387	31.1845
4.	TAMARA SAMMS	SELF – 264,200	264,200	0.00151
5.	SERETA MCDONALD	SELF – 168,252	168,252	0.00090
6.	VENETIA SHEPHERD	SELF – 149,700	149,700	0.00089
7.	FIONA DOWNS	SELF – 47,100	47,100	0.00028