

Improving People's Lives

## UNAUDITED STATEMENT OF FINANCIAL POSITION

For the 6 month(s) ended April 30, 2023

| (s) ${ }^{\text {a }}$ | $\begin{aligned} & \text { Unaudited Six } \\ & \text { months ended } \\ & \text { April } 2023 \end{aligned}$ | Unaudited Six Months ended April 2022 | Audited months ended October 2022 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Non-current assets |  |  |  |
| Property, Plant and Equipment | 24,082,533 | 34,353,343 | 28,688,171 |
| Right-of-use assets | 52,972,620 | 69,700,816 | 61,336,718 |
| Deferred Tax | 14,692,774 | 4,838,315 | 7,392,968 |
| Investment accounted for using the equity method | 5,000,000 | 5,000,000 | 5,000,000 |
|  | 96,747,927 | 113,892,473 | 102,417,856 |
| CURRENT ASSETS |  |  |  |
| Tax Recoverable | 8,738,986 | 5,615,924 | 8,483,027 |
| Inventories | 578,824,514 | 608,592,656 | 578,433,393 |
| Due from Related Party | 18,765,336 | 11,597,371 | 18,536,610 |
| Trade and Other Receivables | 520,456,840 | 743,290,713 | 480,708,886 |
| Investments | 3,424,397 | 432,310 | 3,413,584 |
| Cash \& Cash Equivalents | 56,457,269 | 99,526,368 | 74,631,083 |
|  | 1,186,667,342 | 1,469,055,342 | 1,164,206,584 |
| TOTAL ASSETS | 1,283,415,269 | 1,582,947,815 | 1,266,624,440 |
| EQUITY AND LIABILITIES |  |  |  |
| Shareholders' Equity |  |  |  |
| Ordinary Share Capital (Issued \& fully paid) | 138,773,634 | 138,773,634 | 138,773,634 |
| Share Issue Costs | $(9,583,877)$ | $(9,583,877)$ | $(9,583,877)$ |
| Capital Reserves | 56,070,656 | 56,070,656 | 56,070,656 |
| Retained Earnings | 258,769,386 | 238,370,289 | 238,370,289 |
| Current Year Profit/(Loss) | $(45,268,183)$ | 13,797,457 | 20,399,098 |
| Total Shareholders' Equity | 398,761,616 | 437,428,159 | 444,029,799 |
| NON-CURRENT LIABILITIES |  |  |  |
| Loans and Borrowings | 261,387,639 | 221,754,380 | 213,901,429 |
| Lease Obligation | 49,429,379 | 80,991,038 | 57,525,071 |
|  | 310,817,018 | 302,745,418 | 271,426,499 |
| CURRENT LIABILITIES |  |  |  |
| Loans and Borrowings | 65,027,580 | 111,508,840 | 150,027,580 |
| Due to Related party | 30,240 | 3,996,868 | 0 |
| Trade payables and other payables | 495,905,276 | 730,115,890 | 388,267,022 |
| Current portion of finance lease obligation | 15,383,031 | 0 | 15,383,031 |
| Income tax payable | $(2,509,492)$ | $(2,847,359)$ | $(2,509,492)$ |
|  | 573,836,635 | 842,774,238 | 551,168,141 |

TOTAL LIABILITIES AND EQUITY
1,283,415,269
1,582,947,815
1,266,624,440
Approved for issue by the Board of Directors on June 13, 2023 and signed on its behalf by:

Signed by:

## Authony Shaw <br> 

Chairman Audit Committee

Signed by:
-DocuSigned by:
Gia Abraham

CEO

## STATEMENT OF CHANGES IN CASH FLOW

Six months ended April 30, 2023

|  | Unaudited April 2023 \$ | Audited Oct 2022 \$ |
| :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |
| Profit for the year | $(45,268,184)$ | 20,400,507 |
| Adjusted for: |  |  |
| Taxation | $(7,299,806)$ | 820,999 |
| Depreciation PPE | 4,644,636 | 9,381,163 |
| Depreciation - right of use asset | 8,364,098 | 16,728,196 |
| Loss/(Gain) on revaluation of investments | $(10,813)$ | $(315,163)$ |
| Movement in expected credit loss | - | $(5,929,315)$ |
| Net foreign exchange (gains)/loss | 9,169,202 | 2,715,972 |
| Finance Cost | 24,098,805 | 34,135,284 |
| Interest income | - | $(55,082)$ |
| Operating cash flows before movement in working capital | (6,302,062) | 79,694,439 |
| Movements in Working Capital: |  |  |
| Taxation Recoverable | $(255,959)$ | - |
| Inventories | $(391,121)$ | $(114,562,994)$ |
| Trade receivables and other receivables | $(39,747,954)$ | 266,560,820 |
| Due from Related Party | $(228,726)$ | $(10,153,792)$ |
| Trade payables and other payables | 107,638,254 | $(303,020,779)$ |
| Cash Generated from Operations | 60,712,432 | $(81,482,306)$ |
| Income tax paid | - | $(12,688,515)$ |
| Net Cash Used in Operating Activities | 60,712,432 | $(94,170,821)$ |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |
| Acquisition of property, plant and equipment | $(38,998)$ | $(15,866,976)$ |
| Acquisition of intangible assets | - | $(2,327,912)$ |
| Investment in Securities | - | $(3,254,513)$ |
| Interest received | - | 55,082 |
| Net Cash (Used) Generated by Investing Activities | $(38,998)$ | (21,394,319) |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |
| Dividend paid | - | $(4,516,129)$ |
| Repayment of bank loans | $(177,513,790)$ | $(158,894,982)$ |
| Proceeds from bank loans | 90,000,000 | 317,995,000 |
| Repayment of preference shares | $(200,000,000)$ | - |
| Proceeds from issue of preference shares | 250,000,000 | - |
| Finance lease, net | $(8,095,692)$ | $(10,168,632)$ |
| Interest paid | $(24,098,805)$ | $(34,135,284)$ |
| Increase/(decrease) in amounts due to related parties | 30,240 | $(23,221,454)$ |
| Net Cash Provided (Used) for Financing Activities | $(69,678,047)$ | 87,058,518 |
| NET DECREASE IN CASH AND CASH EQUIV. | $(9,004,613)$ | $(28,506,622)$ |
| Effects of exchange rate changes on cash and cash equivalents | $(9,169,202)$ | $(1,268,377)$ |
| NET DECREASE IN CASH AND CASH EQUIV. | $(18,173,815)$ | $(29,774,999)$ |
| Cash and Cash Equivalents at Beginning of Year | 74,631,082 | 104,406,081 |
| CASH AND CASH EQUIVALENTS AT END OF YEAR | 56,457,268 | 74,631,082 |

Improving People's Lives
UNAUDITED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

## As of April 30, 2023

| As ${ }^{\text {a }}$ | YTD Ending Apr-2023 | YTD Ending Apr-2022 | Quarter Ending Apr-2023 | Quarter Ending Apr-2022 |
| :---: | :---: | :---: | :---: | :---: |
| Revenue | 386,506,385 | 535,655,057 | 258,609,815 | 313,416,579 |
| Cost of Sales | (234,444,103) | (299,355,376) | $(151,949,906)$ | $(148,429,109)$ |
| GROSS PROFIT | 152,062,282 | 236,299,681 | 106,659,909 | 164,987,470 |
| Other Income | 3,161,985 | 1,300,202 | 3,153,585 | 1,294,502 |

## ADMINISTRATIVE \& OTHER EXPENSES

Selling and Distribution
General Administration

## PROFIT BEFORE FINANCE COST AND TAXATION

Other Gains and Losses
Interest Income
Interest Expense

## NET FINANCE COST

PROFIT BEFORE TAXATION

Taxation

TOTAL COMPREHENSIVE INCOME
Issued Shares
Earning Per Share (EPS)

3,161,985
1,300,202
3,153,585
1,294,502

| $\begin{array}{r} (4,027,171) \\ (170,714,693) \\ \hline \end{array}$ | $\begin{array}{r} (7,772,036) \\ (204,097,507) \\ \hline \end{array}$ | $\begin{array}{r} (1,879,547) \\ (82,768,783) \\ \hline \end{array}$ | $\begin{array}{r} (3,966,415) \\ (111,998,798) \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: |
| $(174,741,864)$ | $(211,869,544)$ | $(84,648,330)$ | $(115,965,213)$ |
| $(19,517,597)$ | 25,730,339 | 25,165,164 | 50,316,759 |
| $(9,015,594)$ | 4,022,960 | $(8,264,805)$ | 7,099,529 |
| $\begin{array}{r} 64,007 \\ (24,098,805) \\ \hline \end{array}$ | $\begin{array}{r} 27,269 \\ (16,451,909) \\ \hline \end{array}$ | $\begin{array}{r} 50,458 \\ (13,765,891) \\ \hline \end{array}$ | $\begin{array}{r} 13,976 \\ (10,748,982) \\ \hline \end{array}$ |
| $(33,050,392)$ | $(12,401,680)$ | $(21,980,239)$ | $(3,635,478)$ |
| $(52,567,989)$ | 13,328,659 | 3,184,925 | 46,681,281 |
| 7,299,806 | 468,798 | 3,378,164 | 468,798 |
| $(45,268,183)$ | 13,797,457 | 6,563,089 | 47,150,079 |
| 129,032,258 | 129,032,258 | 129,032,258 | 129,032,258 |
| (0.35) | 0.11 | 0.05 | 0.37 |


|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Improving People's Lives <br> STATEMENT OF CHANGES IN SHAREHOLDER'S NET EQUITY |  |  |  |  |
| Period ended April 30, 2023 |  |  |  |  |
|  | Share Capital | Capital Reserves | Retained Earnings | Total |
|  | \$ | \$ | \$ | \$ |
| Balances as at October 31, 2022 | 129,189,757.00 | 56,070,656.00 | 258,769,386.00 | 444,029,799.00 |
| Total Comprehensive Income |  |  | $(45,268,183.00)$ | $(45,268,183.00)$ |
| Balances as at April 30, 2023 | 129,189,757.00 | 56,070,656.00 | 213,501,203.00 | 398,761,616.00 |
| Balances as at October 30, 2021 | 129,189,757.00 | 56,070,657.00 | 242,886,418.00 | 428,146,832.00 |
| Total Comprehensive Income |  |  | 20,400,507.00 | 20,400,507.00 |
| Dividend Paid |  |  | $(4,516,129.00)$ | (4,516,129.00) |
| Balances as at October 31, 2022 | 129,189,757.00 | 56,070,657.00 | 258,770,796.00 | 444,031,210.00 |

Improving People's Lives
NOTE ON LEASE

| Year |  | Lease payment | Discount factor |
| ---: | ---: | ---: | ---: | PV of lease payments | P3, |
| :--- |
| 1 |

The new lease is a 5 years variable rate lease that increases every 3 months in the first year and will increase by $7.5 \%$ every year for the next 4 years.
The rate implicit in the lease is $10 \%$ which is reasonable if compared to the incremental borrowing rate (the rate at which the company could get a loan to purchase a similar property)
After accounting for the increases over the 5 years the company is expected to pay $\$ 109,683,342.41$ in real terms.
When that is discounted at the $10 \%$ the ROU booked was $83,640,978.98$

This would be depreciated over the lease term, which would be $\$ 1,394,000$ per month.

The unwinding of the discount, which is the difference between the actual lease payment and the discounted amount is $\$ 26,042,363.44$, This will be booked as finance cost over the life of the lease.
This financial year lease payment will be $\$ 17,880,295.50$, of this amount $\$ 7,055,622.74$ will go to finance cost (representing the unwinding of the discount)

Improving People's Lives
LIST OF SHAREHOLDERS
SIX MONTHS ENDING APRIL 2023

Authorised Ordinary Share Capital Issued Ordinary Share Capital

200,000,000 units
$129,032,258$ units

TOP TEN SHAREHOLDERS - ORDINARY

| RANK | SHAREHOLDERS | SHAREHOLDING | $\%$ OF ISSUED SHARES |
| :--- | :--- | ---: | ---: |
| 1 | CAC Caribbean Limited | $67,462,522$ | $52.28 \%$ |
| 2 | Colin Roberts | $27,355,291$ | $21.20 \%$ |
| 3 | Donald Louis Williams | $6,180,000$ | $4.79 \%$ |
| 4 | VM Wealth Equity Fund | $5,916,220$ | $4.59 \%$ |
| 5 | PAM - Pooled Equity Fund | $3,334,203$ | $2.58 \%$ |
| 6 | Howard Chin | $2,884,050$ | $2.24 \%$ |
| 7 | Christine G. Wong | $1,143,988$ | $0.89 \%$ |
|  | Peter Nicholas Anthony Forde and Patricia |  |  |
| 8 | Forde | $1,232,961$ | $0.96 \%$ |
| 9 | Sagicor Select Fund Ltd- ('Class C' Shares) |  |  |
| 10 | Manufacturing \& Distribution | $1,035,021$ | $0.80 \%$ |


| TOTAL ACCOUNT HOLDERS |  |
| :--- | ---: |
| JCSD register | 315 |

EXECUTIVE AND NON-EXECUTIVE DIRECTORS' SHAREHOLDING

| EXECUTIVE | SHAREHOLDING | CONNECTED PARTY |  |  |
| :--- | ---: | :--- | :---: | :---: |
| Steven Marston | Nil | Gia Abraham |  |  |
| Gia Abraham | 548,624 |  |  |  |
|  |  | Steven Marston/Gia Abraham <br> CAC Caribbean Ltd. |  |  |
| Colin Roberts | $67,462,522$ | $(52.29 \%)$ |  |  |
| NON-EXECUTIVE | $27,355,291$ |  |  |  |
|  |  |  |  |  |
| Edward Alexander | Nil | Charmaine/Renee/ Jordanne |  |  |
| M. Anthony Shaw | Nil |  |  |  |
| Simon Roberts | Nil |  |  |  |
| Katherine Francis | Nil |  |  |  |
| Patrick Smith | Nil |  |  |  |
|  |  |  |  |  |

SENIOR MANAGEMENT'S SHAREHOLDING

| SENIOR MANAGEMENT | SHAREHOLDING | CONNECTED PARTY |
| :--- | ---: | ---: |
| Marcus Hay | 13,400 |  |
|  | 13,400 |  |
|  |  |  |

Improving People's Lives
LIST OF SHAREHOLDERS
SIX MONTHS ENDING APRIL 2023

| Authorised Preference Share Capital | $350,000,000$ units |
| :--- | :--- |
| Issued Preference Share Capital | $250,000,000$ units |

FIXED RATE 13\% CUMULATIVE REDEEMABLE PREFERENCE SHARES

| RANK | SHAREHOLDERS | ALLOCATION | PERCENTAGE |
| :--- | :--- | ---: | ---: |
| 1 | Preference share | $250,000,000$ | $100.00 \%$ |
|  |  |  |  |

TOTAL ACCOUNT HOLDERS

| JCSD register | 1 |
| :--- | :--- |

