

FINANCIAL PERFORMANCE HIGHLIGHTS

Limners and Bards Limited presents its unaudited financial statements for the nine months ended July 31, 2023, which have been prepared in accordance with International Financial Reporting Standards (IFRS).

The consolidated results include the subsidiary Scope Caribbean Limited (Scope) whose principal business is the scouting, placement and management of talent while expanding and maintaining a database of quality talent.

PERIOD RESULTS:

Year Over Year Performance Summary							
	9 months	9 months	YOY		Quarter	Quarter	Year ended
	Ended July 31	Ended July 31	Change	Percentage	Ended July 31	Ended July 31	October 31
	2023	2022			2023	2022	2022
Revenue	913,499,079	1,111,310,354	(197,811,275)	-17.8%	374,351,245	329,605,588	1,344,781,456
Gross Profit	314,781,706	379,966,749	(65,185,043)	-17.2%	252,211,771	224,469,162	474,306,292
Net Profit	56,970,507	144,303,630	(87,333,123)	-60.5%	36,678,001	21,186,635	144,038,991
Earnings per Share	\$0.06	\$0.15	-\$0.09	-60.5%	\$0.04	\$0.02	\$0.15
Total Assets	941,215,697	992,727,240	(51,511,543)	-5.2%			892,084,284
Shareholders' equity	597,525,175	574,534,526	22,990,648	4.0%			574,328,316
Gross Profit Margin	34.5%	34.2%	0.3%		0.0%	0.0%	35.3%

Revenues for the quarter (\$374.3 million) saw an increase of \$44.7 million or 13.6% compared to the same period last year, rounding up as the most profitable quarter to date for the financial year. Revenues for the nine months, however, were \$913.4 million compared to \$1.1 billion for the corresponding period last year, a decrease of 17.8% or \$197.8 million. The units continue to maintain steady growth with Media revenues totaling \$532.2 million, followed by Production with \$228.8 million and Agency with \$152.3 million.

These green shoots materialized in Q3 would have been anticipated based on our strategic drive towards new client acquisition, operational efficiency and initiation of new campaigns for our existing clients.

Our management team remains highly proactive in diversifying our revenue stream through engaging new clients and the introduction of new service lines. These strategic endeavors are

aligned with our company's expansion strategy into emerging markets, all aimed at fostering sustainable growth and enhancing profitability, while proactively anticipating the evolving needs of our valued clients.

Gross Profits for the quarter (\$122.1 million) improved by \$17.0 million or 16.2% when compared to the corresponding quarter in FY 2022. Gross Profits, however, for the nine months were \$314.7 million, which represents a \$65.1 million or 17.2% reduction compared to the corresponding nine months in the prior year.

Net Profits achieved for the quarter were \$36.6 million, an improvement of \$15.4 million or 73.1% over the corresponding quarter in FY2022 (\$21.1 million) and \$23.01 million or 168.4% over second quarter FY 2023 (\$13.6 million). Net Profits, however, were \$56.9 million for the nine months compared to \$144.3 million for nine months of the prior year, a decrease of 60.3%.

Administrative expenses have increased by \$30.4 million or 13.4% for the nine months in comparison to the previous nine-month period. These increases are primarily due to talent cost (as the company builds capacity to adequately meet future demands), computer software licenses and depreciation and amortization costs.

The consolidated Balance Sheet shows total assets decreasing by \$51.1 million or 5.2% to \$941.5 million compared to \$992.7 million in the corresponding period last year.

Current Assets decreased by \$41.3 million primarily due to a 6% reduction in receivables (\$27.1 million). The reduction in receivables is mainly due to reduced revenue and tight monitoring and control over receivables. Cash and cash equivalent decreased by \$12.5 million over the corresponding period last year, mainly due to payment of dividends.

Outlook:

The LAB maintains its unwavering commitment to the strategic pursuit of revenue diversification through a series of initiatives. These initiatives encompass trolley advertising, the acquisition of additional international productions, the pursuit of non-Jamaican projects, and a concentrated

effort on content licensing. Currently, we are developing three commercially viable content projects for licensing, with expectations for them to enter production by the second quarter of 2024.

In furtherance of our strategic goals, we are pleased to announce the establishment of a strategic partnership with Alliance Cinema, a distinguished finance and distribution company based in Los Angeles.

The Board of Directors and the Management Team wishes to express deep gratitude to our valued customers for their ongoing patronage and trust. We extend our heartfelt appreciation to our dedicated and resilient team members for their unwavering commitment and hard work. Additionally, we express our sincere gratitude to our shareholders for their continuous support and encouragement.



Steven Gooden
Chairman



Kimala Bennett
Chief Executive Officer