

FINANCIAL PERFORMANCE HIGHLIGHTS

Limners and Bards Limited (The LAB) presents its audited financial statements for the year ended October 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.

Despite the reduction in revenues, we continue to maintain a strong balance sheet with a healthy cash position. Our asset base increased, as we reinvested in the business through the acquisition of state-of-the-art equipment, upgrading film studio facilities and retraining our team.

PERIOD RESULTS:

Year Over Year Performance Summary						
	Year ended October 31	Year ended October 31	YOY		Quarter October 31	Quarter October 31
	2023	2022	Change	Percentage	2023	2022
	Revenue	1,124,749,630	1,344,781,456	(220,031,826)	-16.4%	211,250,551
Gross Profit	388,918,646	474,306,292	(85,387,646)	-18.0%	74,136,940	94,339,543
Net Profit	57,316,500	144,038,991	(86,722,491)	-60.2%	345,993	(264,639)
Earnings per Share	\$0.06	\$0.15	(0.09)	-59.6%	\$0.04	\$0.02
Total Assets	917,588,465	892,084,284	25,504,181	2.9%		
Shareholders' equity	597,871,168	574,328,316	23,542,852	4.1%		
Gross Profit Margin	34.6%	35.3%	-0.7%		35.1%	40.4%

Revenue for the financial year ended October 31, 2023, was \$1.1 billion, down 16.4% relative to the prior period. This decline was primarily attributable to changing customer advertising spending patterns, within the context of the macroeconomic conditions. The revenue achieved was derived from the company's core business lines: Media totaling \$672.9 million, followed by Production with \$296.0 million and Agency with \$155.7 million.

The company remains fully focused on executing its strategy of diversifying its income, 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, increased revenues, enhanced profitability; while proactively anticipating the evolving needs of our valued clients and enhancing shareholders' value.

Gross Profit for the financial year was \$388.9 million, down 18% when compared to the corresponding period (FYE 2022). Net Profit achieved was \$57.3 million, down 60.2% relative to the comparable period (FYE 2022), due to lower revenues and higher administrative expenses. Administrative expenses increased by \$22.8 million or 7.2% in comparison to the previous year. 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 performance was affected by a \$2.3 million loss recorded by Scope Caribbean. Scope is in its second year of operation and continues to explore other revenue streams.

The consolidated Balance Sheet saw total assets increasing by \$25.5 million or 2.9% to \$917.5 million compared to \$892 million in the corresponding period. This increase in assets is driven by purchases of new production equipment to facilitate future growth.

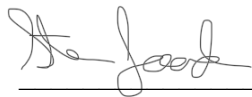
Current Assets amounted to \$741.5 million, increasing by \$20.3 million over the prior year, primarily due to a 5.3% increase in receivables. Management continues to maintain tight monitoring and control over receivables. Cash and cash equivalent increased by \$6.3 million over the corresponding period last year. Shareholders' equity grew to \$597.8 million, up from \$574.3 million or 4.1% over the prior year.

Outlook:

The LAB is laser focused on its mission of *“building brands and creating entertainment.”* Our commitment to the strategic pillar of revenue diversification is unwavering, as we engage in a series of exciting 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 continue in our 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 sincere gratitude to our shareholders and valued clients for their ongoing trust in our delivery of exceptional services. We extend our heartfelt appreciation to our dedicated and dynamic team members, for their creativity, commitment and hard work.



Steven Gooden
Chairman



Kimala Bennett
Chief Executive Officer