



Third Quarter Results

12th August 2020

Disclaimer

FORWARD LOOKING STATEMENTS

“This presentation does not contain material non-public information as defined in the Trinidad and Tobago Securities Act, 2012. The presentation may however, contain ‘forward-looking statements’. Forward-looking statements may include statements about our future business, operations, capital expenditures, capabilities and financial projections.

Our forward-looking statements reflect our views and assumptions on the date of this presentation regarding future events and operating performance. They involve known and unknown risks, uncertainties and other factors, many of which may be beyond our control, that may cause actual results to differ materially from any future results, performance or achievements expressed or implied by forward-looking statements. We do not undertake any obligation, other than as required in accordance with the laws of Trinidad and Tobago, to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.”

AGENDA



A LOOK BACK: Q3 FY 2020

THE MASSY GROUP

GROUP FINANCIAL RESULTS

INNOVATIONS INSPIRED

PERFORMANCE REVIEWS: Portfolios & LoBs

A LOOK BACK: Third Quarter FY 2020

- Our Third Quarter performance reflects the resilience of the Group.
- During this period, during which most countries were under lockdown and curfew orders for much of the quarter, almost all companies in the Group were negatively impacted.
- Assisted by the strong performance for the first five months of the FY, Group Year To Date (YTD) Third Party Revenue at Q3 of FY2020 only declined by 5% over prior year.

'While the future is uncertain, we are confident in the Group's resilience and ability to adapt to the changes in the environment as they emerge. We will continue the path of innovation, productivity improvement, enhanced employee engagement and agile decision-making that the pandemic has helped us to forge.'

Robert Bermudez, Group Chairman



The Massy Group



MOTORS & MACHINES



represents vehicle and equipment manufacturers, automotive components manufacturers and suppliers and offers

short - and long-term rental of vehicles. We provide service and equipment rental to customers in the marine, energy and power generation sectors. We are the Caterpillar dealer for Trinidad & Tobago

INTEGRATED RETAIL



combines leading regional retail and distribution companies, with integrated service and loyalty

offerings. Massy Stores operates an extensive network of food retail stores across five territories: Trinidad & Tobago, Barbados, Saint Lucia, St. Vincent and Guyana. Massy Distribution's network across the region gives us competitive advantages which permit lower cost of service and other volume benefits.

GAS PRODUCTS



Includes wholly owned industrial gas operations in Trinidad & Tobago, Guyana and Jamaica.

These companies distribute LPG (in Jamaica and Guyana), nitrogen, oxygen, argon, carbon dioxide, helium, nitrous oxide, acetylene, ammonia, hydrogen and other industrial gases. The portfolio also includes Massy Energy Colombia S.A.S. which provides operations and maintenance, facility modifications and other technical services to oil and gas, mining and pipeline companies in Colombia.

Portfolios

The Massy Group



FINANCIAL SERVICES

consists of the Insurance Business which provides Property & Casualty Insurance within the region. Our Money Services businesses operate the agencies for MoneyGram International in Guyana and Trinidad and Tobago and Western Union in Barbados. Our Consumer Finance business provides motor vehicle loans to customers, while in Barbados, our revolving credit business provides credit card services.

INFORMATION TECHNOLOGY & COMMUNICATIONS

is a regionally diverse portfolio of companies operating in Trinidad and Tobago, Guyana, Barbados, Antigua and Jamaica. The unit has also established a presence in the United States of America. The group provides a number of products, services and solutions in the Information Technology and Communications Space.

STRATEGIC & OTHER INVESTMENTS

consists of subsidiaries, joint ventures and investments that are not directly related to the Group's Core Business Unit Activities.

Lines of Business

Executing our Growth Strategy: Progress on Key Initiatives

The Group's geographic diversification continues to be beneficial

- Profit contribution from overseas investments is 56% in Q3 2020
- There were mixed performances among the various operating entities, however the impact of COVID-19 and other one-off events resulted in an overall decrease in PBT for all territories.

The Group's 3rd Quarter Profits decreased from 2019 as a result of COVID-19 and other one-off events

- PBT decreased by -15%
- EPS decreased by -10%

The Group's Balance Sheet remains strong

- Total assets of \$13 billion
- Cash is \$1.8 billion
- \$971 million of the Group debt relates to IFRS 16 lease liabilities

Portfolio and LOB performance for the 3rd Quarter

- Retail stores in all territories achieved third party revenue growth as food is still considered a necessity.
- The non-essential businesses took a harder hit during the lock-down periods, and this has led our companies, both essential and non-essential to establish quick and innovative coping and adaptive strategies.

-15%

PBT decrease
over prior year

- 10%

EPS decrease
over prior year

56%

Profit contribution
from overseas
investments

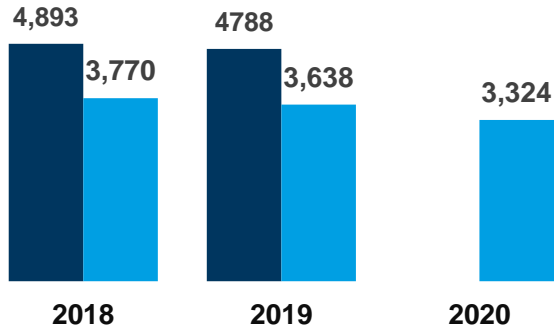
Results by Key Territories

FY Q3



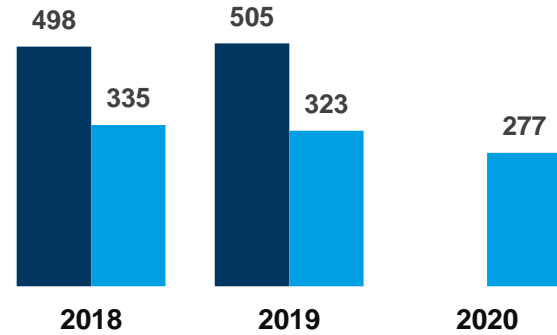
Revenue

TT\$,mn



Profit Before Tax

TT\$, mn



Trinidad & Tobago

-9%

Chg in Revenue over prior year

38%

% of Group Revenue

-14%

Chg in PBT over prior year

44%

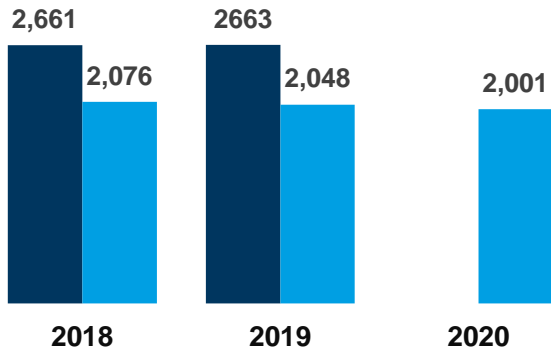
% of Group Profit

xx%

Represents the Territory's contribution as a percent of the Group total

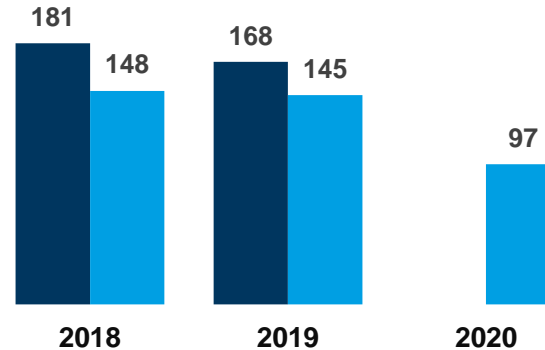
Revenue

TT\$,mn



Profit Before Tax

TT\$, mn



Barbados

-2%

Chg in Revenue over prior year

23%

% of Group Revenue

-33%

Chg in PBT over prior year

15%

% of Group Profit

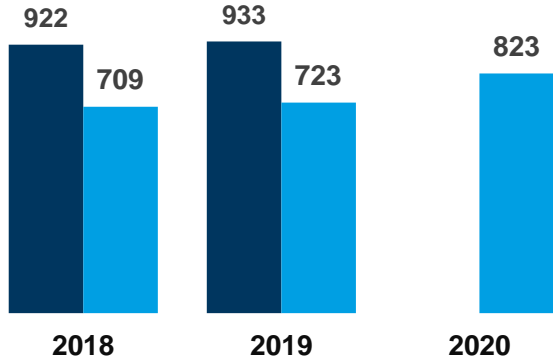
Results by Key Territories

FY Q3



Revenue

TT\$,mn

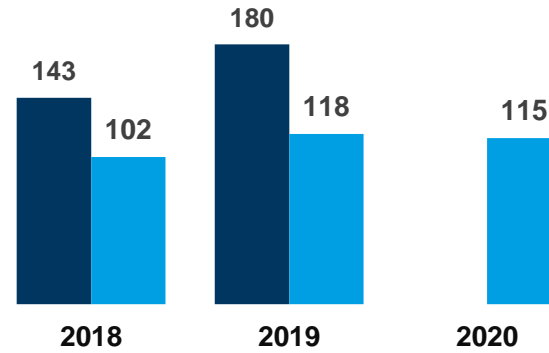


8%

9%

Profit Before Tax

TT\$, mn



16%

18%

Guyana

14%

Chg in Revenue over prior year

9%

% of Group Revenue

-3%

Chg in PBT over prior year

18%

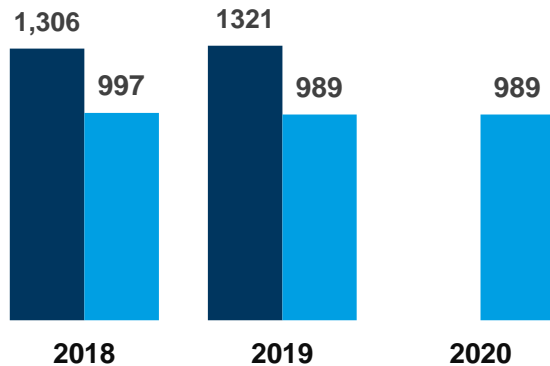
% of Group Profit

xx%

Represents the Territory's contribution as a percent of the Group total

Revenue

TT\$,mn

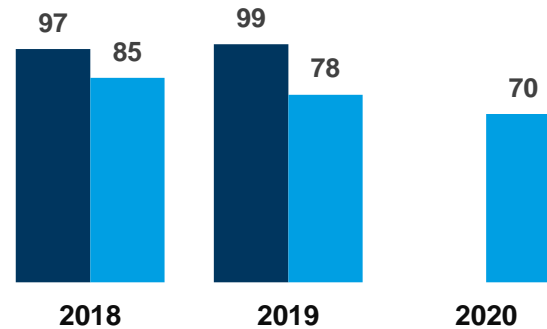


11%

11%

Profit Before Tax

TT\$, mn



10%

11%

Eastern Caribbean

0%

Chg in Revenue over prior year

11%

% of Group Revenue

-10%

Chg in PBT over prior year

11%

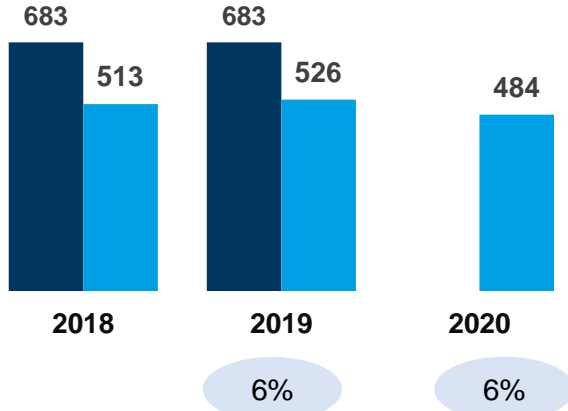
% of Group Profit

Results by Key Territories

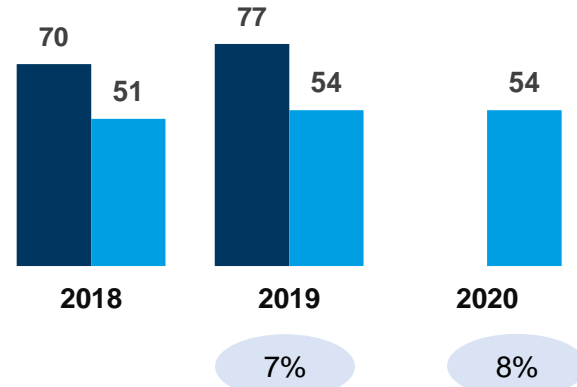
FY Q3



Revenue TT\$,mn



Profit Before Tax TT\$, mn



Jamaica

-8%

Chg in Revenue over prior year

6%

% of Group Revenue

-1%

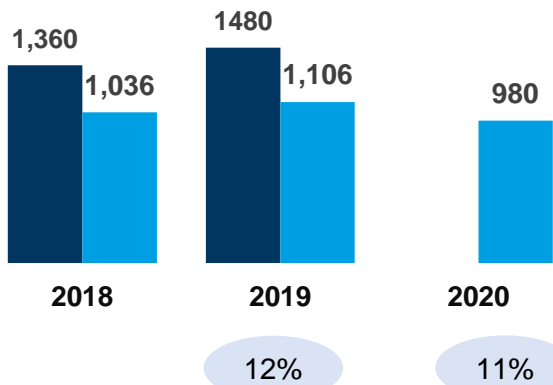
Chg in PBT over prior year

8%

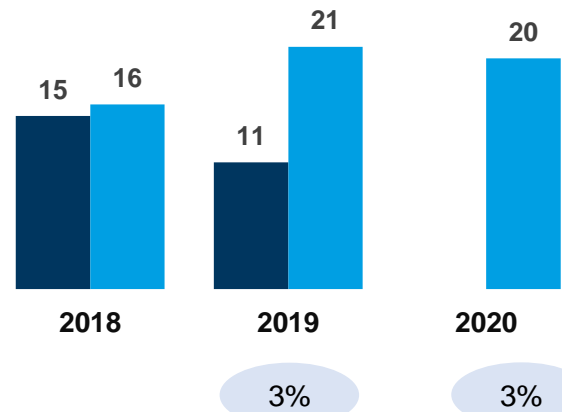
% of Group Profit

xx% Represents the Territory's contribution as a percent of the Group total

Revenue TT\$,mn



Profit Before Tax TT\$, mn



Colombia

-11%

Chg in Revenue over prior year

11%

% of Group Revenue

-2%

Chg in PBT over prior year

3%

% of Group Profit

Consolidated Income Statement

TT\$ '000 for the 3rd Quarter Ended June 30, 2020



	% Variance	Jun-20	Jun-19	Sep-19
Third Party Revenue	-5%	8,676,177	9,093,439	11,958,666
Net Operating profit after finance costs	-13%	504,987	582,621	853,271
Share of results of associates and JV	-28%	43,087	59,718	65,965
Profit before income tax	-15%	548,074	642,339	919,236
Income tax expense	20%	(180,864)	(226,489)	(306,004)
Effective tax rate		33%	35%	33%
Profit for the year	-12%	367,210	415,850	613,232
Attributable to Non Controlling Interests	-25%	30,432	40,373	50,068
Attributable to Shareholders	-10%	336,778	375,477	563,164
Basic EPS	-10%	3.44	3.84	5.76

Our Balance Sheet remains Strong



	Jun-20	Jun-19	Sep-19
Total Assets (TT\$ mn)	13,062	12,013	12,325
Net Current Assets (TT\$ mn)	3,090	3,259	3,362
Total Borrowings - includes IFRS 16 lease liabilities (TT\$ mn)	3,114	2,238	2,200
Total Cash (TT\$ mn)	1,796	1,613	2,073
Net assets per share (TT\$)	59.15	56.98	58.46
Total Debt to Shareholders' Equity	53.7%	40.2%	38.5%
Total Debt to Shareholders' Equity + Debt	35%	28.7%	27.8%
Debt to Total assets	23.8%	18.6%	17.8%
Interest Coverage ratio	5.07	7.46	8.08
Current ratio	1.74	1.87	1.85
Acid test ratio	1.33	1.46	1.46

Consolidated Statement of Cash Flows

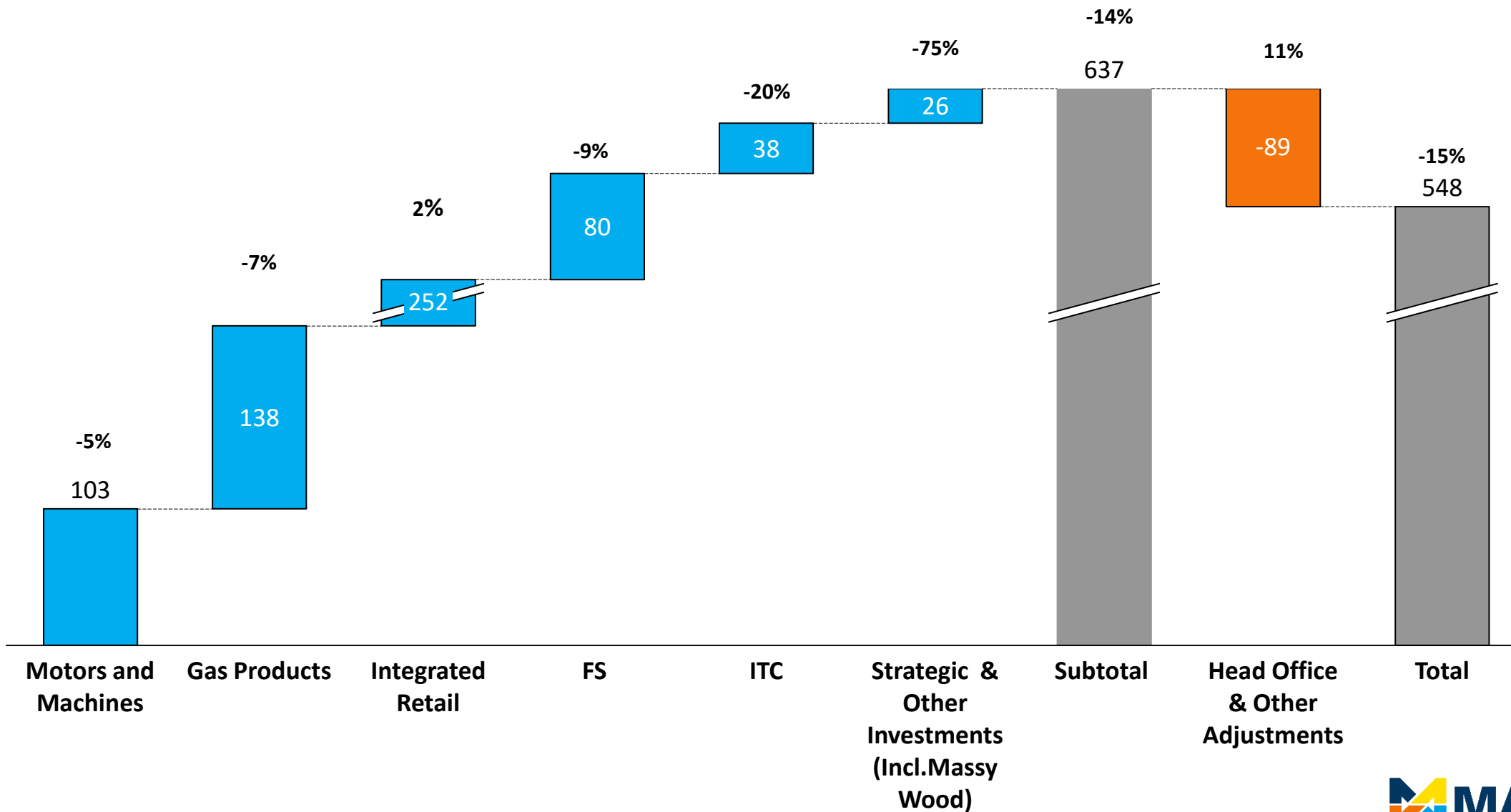
TT\$m for the Period ended June 30, 2020



	Jun-20	Jun-19	Sep-19
Profit before income tax	548	642	919
Share of results of associates and joint ventures	(43)	(60)	(66)
Adjustment for non cash items	294	169	229
Operating profit before working capital changes	799	751	1,083
Net working capital changes	(280)	(194)	(9)
Cash generated from operations	519	557	1,074
Tax Payments	(209)	(189)	(268)
Cash flows from operating activities	310	368	806
Investing Activities	(287)	(76)	17
Financing Activities	(295)	(283)	(354)
Increase /(Decrease) in Short Term Funds	(272)	9	469
Cash, cash equivalents and bank overdrafts at start of year	2,064	1,600	1,600
Translation Difference on cash held	(5)	(2)	(4)
Cash, cash equivalents and bank overdrafts at end of year	1,787	1,606	2,064

Varied BU Performance at Q3 2020

% PBT Change / 2019 PBT



The Group's Innovative Spirit



INTEGRATED RETAIL

- Introduced Online Shopping, Curbside Pickup and Delivery to Home
- Special shopping hours for elderly and differently abled persons.
- Retail footprint expansion program continued.

GAS PRODUCTS

- Increased investment in new technologies to improve the resilience of the business.
- Mobile or website ordering for LPG and automation of cylinder tracking
- On going implementation of augment reality smart glasses to provide commissioning and other services.

MOTORS & MACHINES

- Developing a robust digital presence as an alternative channel to serve our customers.
- Measures were introduced to facilitate remote working, as well as protocols to ensure customer and employee safety at our locations

INFORMATION TECHNOLOGY & COMMUNICATIONS

- Promotion of products supporting mobility / working remotely and digital transformation
- Creation of a COVID Portal housing key HSE, BCP and HR information.

STRATEGIC & OTHER INVESTMENTS

- Increase use of technology for meetings, banking, customer payments, advertising and marketing
- Internal processes reviewed for cost optimization and increased productivity.

FINANCIAL SERVICES

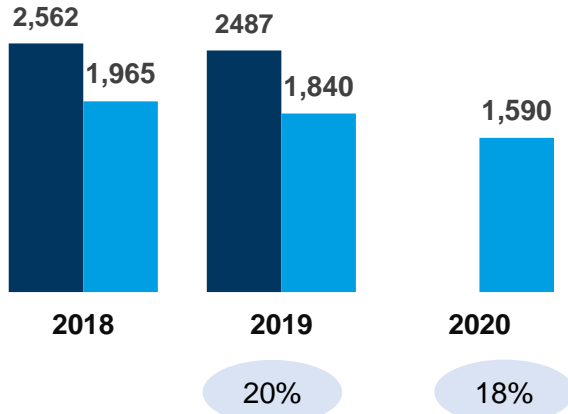
- Development of a direct to bank product to facilitate online transactions
- Introduced a mobile wallet for card transactions and POS alerts on credit limits in real-time.
- Loan Deferral and Loan Restructure programs developed.

Portfolio Level Performance

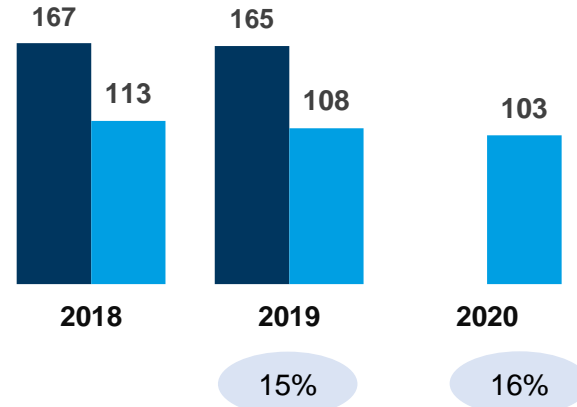
FY Q3



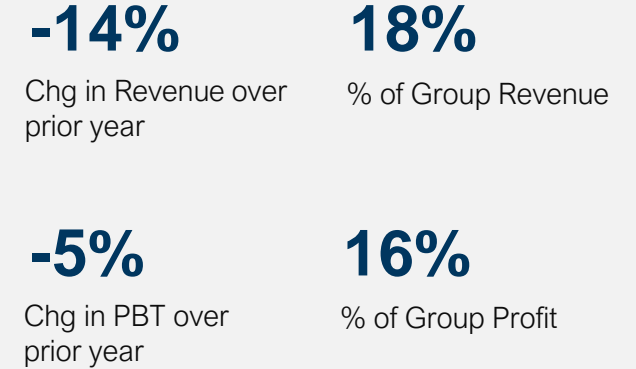
Revenue TT\$,mn



Profit Before Tax TT\$, mn



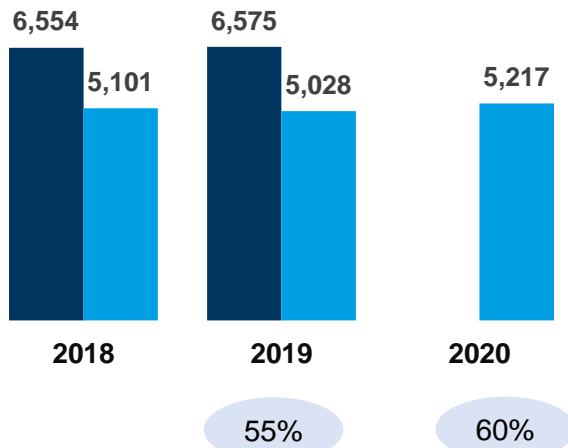
Motors and Machines



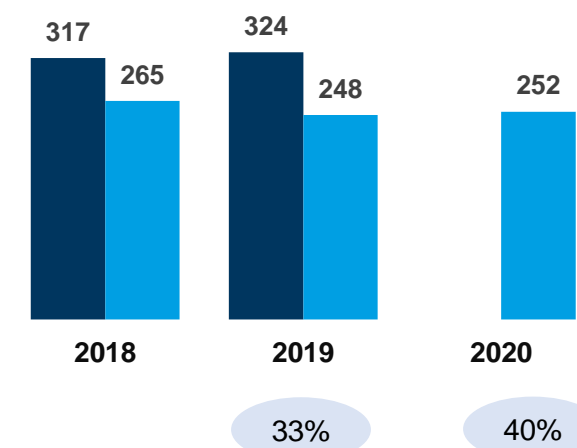
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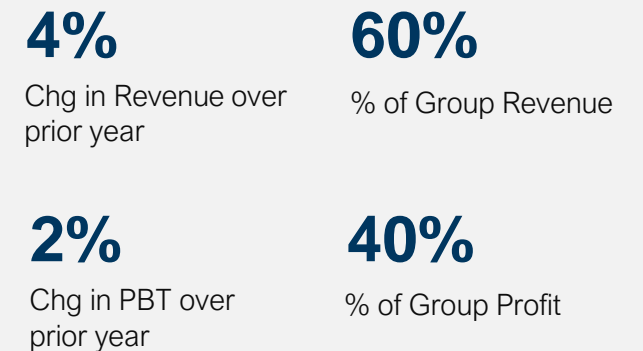
Revenue TT\$,mn



Profit Before Tax TT\$, mn



Integrated Retail



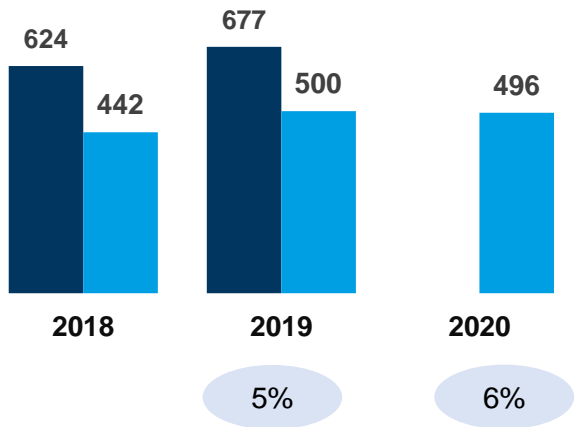
Portfolio Level Performance

FY Q3



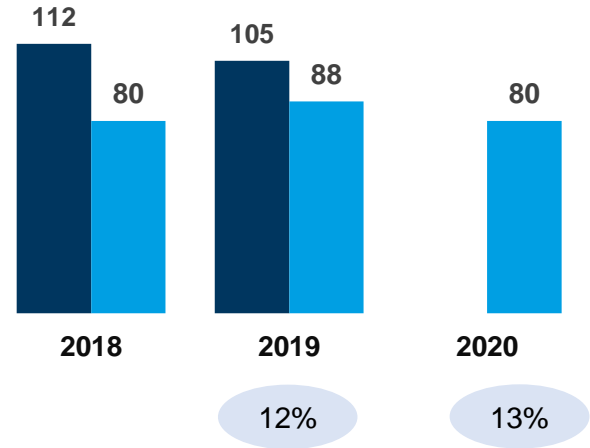
Revenue

TT\$,mn



Profit Before Tax

TT\$, mn



Financial Services

-1%

Chg in Revenue over prior year

6%

% of Group Revenue

-9%

Chg in PBT over prior year

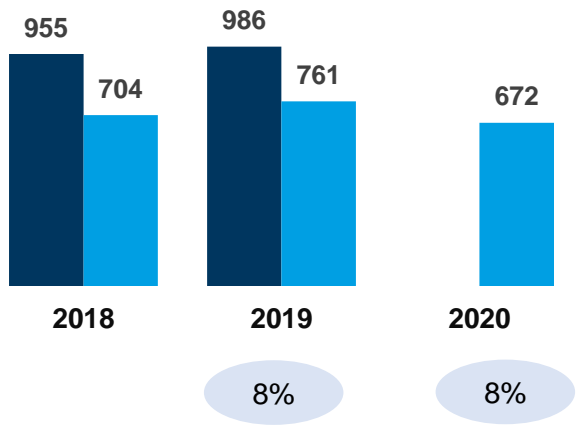
13%

% of Group Profit

xx% Represents the Territory's contribution as a percent of the Group total

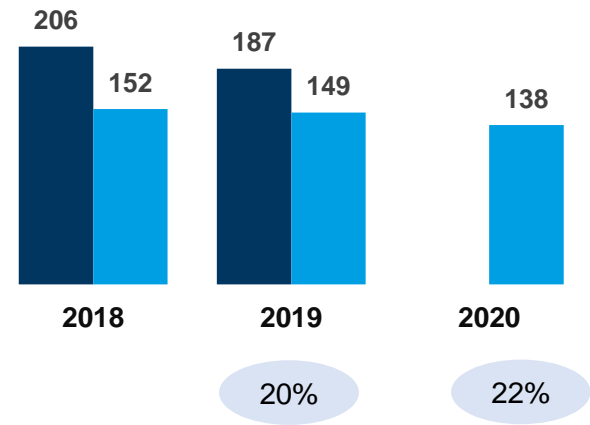
Revenue

TT\$,mn



Profit Before Tax

TT\$, mn



Gas Products

-12%

Chg in Revenue over prior year

8%

% of Group Revenue

-7%

Chg in PBT over prior year

22%

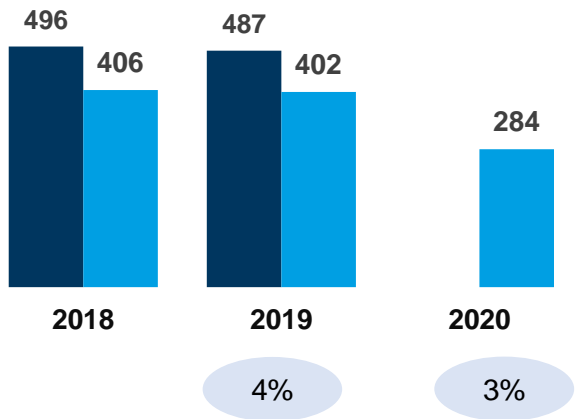
% of Group Profit

Portfolio Level Performance

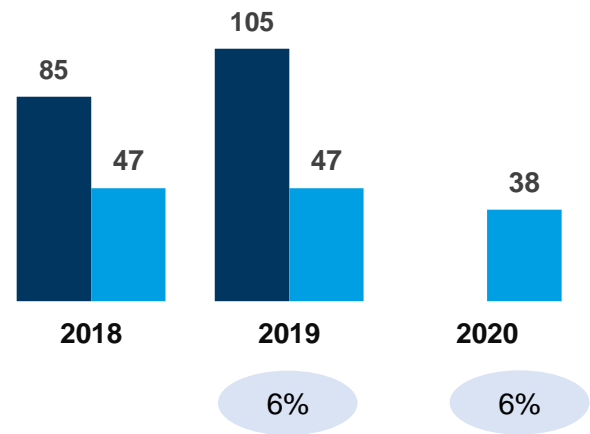
FY Q3



Revenue TT\$,mn



Profit Before Tax TT\$, mn



Information Technology & Communications (ITC)

-29%
Chg in Revenue over prior year

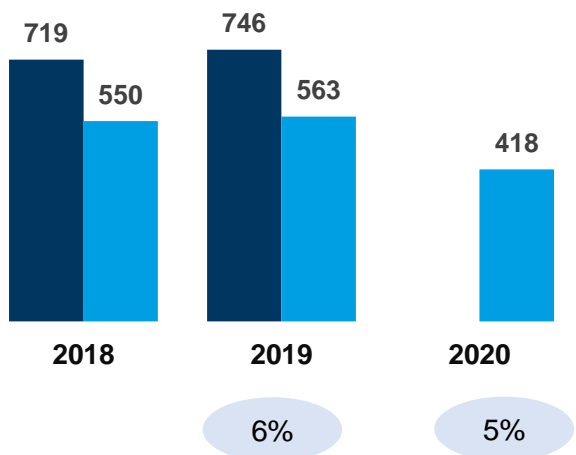
3%
% of Group Revenue

-20%
Chg in PBT over prior year

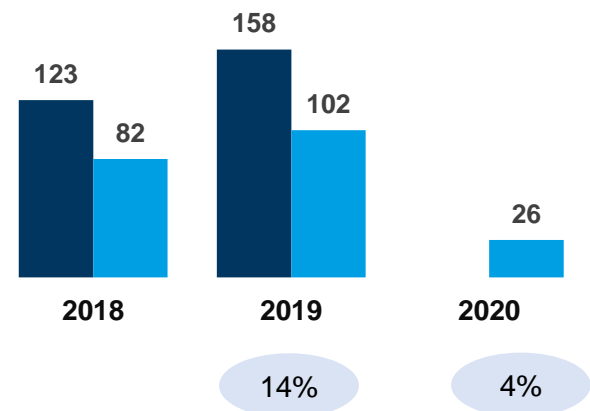
6%
% of Group Profit

xx% Represents the Territory's contribution as a percent of the Group total

Revenue TT\$,mn



Profit Before Tax TT\$, mn



Strategic & Other Investments

-26%
Chg in Revenue over prior year

5%
% of Group Revenue

-75%
Chg in PBT over prior year

4%
% of Group Profit



Thank you