

# Massy Holdings Ltd. and its subsidiaries

# **Highlights of the Unaudited Consolidated Financial Statements** for the Six Months Ended 31st March 2018

CHAIRMAN'S STATEMENT FOR FIRST HALF 2018 RESULTS (QUARTER ENDED MARCH 31, 2018)

Group Revenue for the First Half of FY2018 increased by 3% over prior year to \$6.5 billion. Most of the increase was provided by our growing auto dealership operations in Colombia at lower margins. Revenue declines from our higher margin businesses in Trinidad and Tobago and Barbados resulted in flat Profit After Tax (PAT) performance (\$272.8 million in Half Year 2018 versus \$272.5 million in Half Year 2017). However, after deducting the Profit Attributable to Minority Shareholders, Group Earnings Per Share (EPS) declined by 3% from \$2.59 to \$2.52. Your directors have thus declared an interim dividend of \$0.52 per share.

The Group continues to focus on measures to improve its efficiency and competitiveness. In March 2018, the Group began implementing the first wave of indirect procurement cost savings initiatives. The Group has also established a centralised procurement team to pursue additional indirect procurement initiatives which will address additional categories of spend;

and will continue to drive future savings on an ongoing basis. Further, proposals have been invited for consultants to assist in creating a Shared Services Centre for the Massy Group to pursue other medium-term cost savings and efficiency improvement opportunities.

The Group's geographic diversification is proving to be beneficial with the growth in Revenue and Profit Before Tax (PBT) in the Eastern Caribbean, Guyana and Colombia cushioning the lower performance of our operations in Trinidad and Tobago and Barbados. However, these increased contributions are not yet able to fully offset the declines from territories experiencing significant economic challenges. The Group will continue to prioritise its investments and growth initiatives in the healthier performing economies in our portfolio.

In April 2018, the Group announced that its CFO Paula Rajkumarsingh

will move from Finance to lead the creation of a Shared Services Centre for the Group. This is an important transformational undertaking by the Group requiring a senior executive with deep experience in the Group's operations. The Board of Directors is thankful that Mrs. Rajkumarsingh has accepted this challenge. Effective June 1st, lan Chinapoo will take over as the Group's CFO bringing over 20 years of local and international banking and financial services experience to the Group. One of Mr. Chinapoo's key roles will be assisting the Group in raising international financing to support funding for more significant international acquisitions.

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**AUDITED** 

Robert Bermudez, Chairman

## **CONSOLIDATED INCOME STATEMENT**

For the Six Months Ended 31st March 2018

|   | UNAUD                   | ITED                          | UNAUI                   | TWELVE                         |                                |  |
|---|-------------------------|-------------------------------|-------------------------|--------------------------------|--------------------------------|--|
|   | THREE MO                | ONTHS                         | SIX MO                  | MONTHS                         |                                |  |
|   | ENDE                    | D                             | END                     | ED                             | ENDED                          |  |
|   | 31-Mar-18               | 31-Mar-17                     | 31-Mar-18               | 31-Mar-17                      | 30-Sep-17                      |  |
|   | TT\$'000                | TT\$'000                      | TT\$'000                | TT\$'000                       | TT\$'000                       |  |
| <b>Continuing Operations:</b><br>Revenue  | 2,954,559               | 2,866,967                     | 6,175,658               | 5,947,095                      | 11,763,669                     |  |
| Operating profit after finance costs<br>Share of results of associates and joint ventures   | 179,512<br>12,135       | 201,048<br>14,961             | 383,159<br>38,493       | 421,907<br>30,744              | 685,299<br>68,993              |  |
| Profit before tax<br>Income tax expense   | 191,647<br>(68,699)     | 216,009<br>(83,435)           | 421,652<br>(148,841)    | 452,651<br>(157,554)           | 754,292<br>(274,465)           |  |
| Profit for the period from continuing operations  | 122,948                 | 132,574                       | 272,811                 | 295,097                        | 479,827                        |  |
| Discontinued Operations:<br>Loss for the period from discontinued operations<br>Profit for the period   | <br>122,948             | (11,363)<br>121,211           |                         | (22,638)<br>272,459            | (67,986)<br>411,841            |  |
| Owners of the parent: Profit for the period from continuing operations Loss for the period from discontinued operations Profit attributable to owners of the parent | 112,145<br>-<br>112,145 | 123,028<br>(8,522)<br>114,506 | 246,197<br>_<br>246,197 | 270,174<br>(16,978)<br>253,196 | 435,555<br>(59,327)<br>376,228 |  |
| ,   | 112,110                 | 111,000                       | 210,101                 | 200,100                        | 0,0,220                        |  |
| Non-controlling interests: Profit for the period from continuing operations Loss for the period from discontinued operations  | 10,803                  | 9,546<br>(2,841)              | 26,614<br>—             | 24,923<br>(5,660)              | 44,272<br>(8,659)              |  |
| Profit attributable to non-controlling interests  | 10,803                  | 6,705                         | 26,614                  | 19,263                         | 35,613                         |  |
| Profit for the period   | 122,948                 | 121,211                       | 272,811                 | 272,459                        | 411,841                        |  |
| Earnings per share attributable to the owners of the parent (\$/cents): Basic (loss)/earnings per share   |                         |                               | 0.50                    | 0.70                           |                                |  |
| <ul><li>from continuing operations</li><li>from discontinued operations</li></ul>   | 1.15                    | 1.25<br>(0.08)                | 2.52                    | 2.76<br>(0.17)                 | 4.46<br>(0.61)                 |  |

### **CONSOLIDATED STATEMENT OF FINANCIAL POSITION** As at 31st March 2018

| Assets                                      |    |
|---|----|
| Non-current assets                          |    |
| Property, plant and equipment               |    |
| Investments in associates and joint venture | es |
| Financial assets                            |    |
| Other non-current assets                    |    |
| Other Hon-current assets                    |    |

**Current assets** Cash and cash equivalents

Other current assets

**Total assets** 

Total equity

**Equity and Liabilities** Capital and reserves attributable to owners of the parent Non-controlling interests

Non-current liabilities

Borrowings Deferred tax liabilities Other non-current liabilities

**Current liabilities** 

Other current liabilities

**Total equity and liabilities** 

|      | UNAUD<br>THREE MO<br>ENDE | ONTHS               | UNAUI<br>SIX MC<br>END | AUDITED<br>TWELVE<br>MONTHS<br>ENDED |                      |
|------|---------------------------|---------------------|------------------------|--------------------------------------|----------------------|
|      | 31-Mar-18                 | 31-Mar-17           | 31-Mar-18 31-Mar-17    |                                      | 30-Sep-17            |
|      | TT\$'000                  | TT\$'000            | TT\$'000               | TT\$'000                             | TT\$'000             |
|      | 2,954,559                 | 2,866,967           | 6,175,658              | 5,947,095                            | 11,763,669           |
| s    | 179,512<br>12,135         | 201,048<br>14,961   | 383,159<br>38,493      | 421,907<br>30,744                    | 685,299<br>68,993    |
|      | 191,647<br>(68,699)       | 216,009<br>(83,435) | 421,652<br>(148,841)   | 452,651<br>(157,554)                 | 754,292<br>(274,465) |
| is . | 122,948                   | 132,574             | 272,811                | 295,097                              | 479,827              |
| าร   | _                         | (11,363)            | _                      | (22,638)                             | (67,986)             |
| -    | 122,948                   | 121,211             | 272,811                | 272,459                              | 411,841              |
| ns   | 112,145                   | 123,028<br>(8,522)  | 246,197                | 270,174<br>(16,978)                  | 435,555<br>(59,327)  |
|      | 112,145                   | 114,506             | 246,197                | 253,196                              | 376,228              |
| ns   | 10,803                    | 9,546<br>(2,841)    | 26,614                 | 24,923<br>(5,660)                    | 44,272<br>(8,659)    |
|      | 10,803                    | 6,705               | 26,614                 | 19,263                               | 35,613               |
|      | 122,948                   | 121,211             | 272,811                | 272,459                              | 411,841              |
|      |                           |                     |                        |                                      |                      |
|      | 1.15<br>—                 | 1.25<br>(0.08)      | 2.52<br>—              | 2.76<br>(0.17)                       | 4.46<br>(0.61)       |
|      | 1.15                      | 1.17                | 2.52                   | 2.59                                 | 3.85                 |

| UNAUDITED  | UNAUDITED  | AUDITED    |
|------------|------------|------------|
| 31-Mar-18  | 31-Mar-17  | 30-Sep-17  |
| TT\$'000   | TT\$'000   | TT\$'000   |
| 2,828,402  | 2,830,493  | 2,730,670  |
| 264,203    | 262,978    | 239,305    |
| 1,101,864  | 773,236    | 859,655    |
| 1,133,340  | 1,181,348  | 1,174,076  |
| 5,327,809  | 5,048,055  | 5,003,706  |
| 1,375,313  | 1,897,196  | 1,565,945  |
| 6,359,543  | 4,170,856  | 6,707,480  |
| 7,734,856  | 6,068,052  | 8,273,425  |
| 13,062,665 | 11,116,107 | 13,277,131 |
| 5,022,699  | 4,903,308  | 4,922,365  |
| 255,677    | 252,159    | 240,882    |
| 5,278,376  | 5,155,467  | 5,163,247  |
| 1,969,447  | 1,925,683  | 1,905,591  |
| 237,610    | 236,528    | 234,485    |
| 628,195    | 622,068    | 604,832    |
| 2,835,252  | 2,784,279  | 2,744,908  |
| 325,695    | 372,118    | 356,355    |
| 4,623,342  | 2,804,243  | 5,012,621  |
| 4,949,037  | 3,176,361  | 5,368,976  |
| 13,062,665 | 11,116,107 | 13,277,131 |

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the Six Months Ended 31st March 2018

|  | SIX MO                | TWELVE MONTHS<br>ENDED |                       |
|--|-----------------------|------------------------|-----------------------|
|  | 31-Mar-18<br>TT\$'000 | 31-Mar-17<br>TT\$'000  | 30-Sep-17<br>TT\$'000 |
| Profit for the period  | 272,811               | 272,459                | 411,841               |
| Other comprehensive income:  |                       |                        |                       |
| Items that will not be reclassified to profit or loss - remeasurement of defined benefit |                       |                        |                       |
| pension plans  | _                     | _                      | (28,406)              |
| Items that may be subsequently reclassified to profit or loss                            | _                     | _                      | (28,406)              |
| <ul> <li>available-for-sale financial assets</li> </ul>                                  | 45                    | 86                     | 171                   |
| <ul> <li>currency translation differences</li> </ul>                                     | 5,148                 | 5,241<br>5,327         | (9,325)               |
| Other comprehensive (loss)/income for the year, net of tax                               | 5,193<br>5,193        | 5,327                  | (9,154)               |
| Total comprehensive income for the period  | 278,004               | 277,786                | 374,281               |
| Attributable to:  - owners of the parent - non-controlling interests                     | 251,727<br>26,277     | 258,319<br>19,467      | 338,542<br>35,739     |
| Total comprehensive income for the period  | 278,004               | 277,786                | 374,281               |

### **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY** For the Six Months Ended 31st March 2018

|  | UNAU      | AUDITED       |           |
|--|-----------|---------------|-----------|
|  | SIX M     | TWELVE MONTHS |           |
|  | EN        | ENDED         |           |
|  | 31-Mar-18 | 31-Mar-17     | 30-Sep-17 |
|  | TT\$'000  | TT\$'000      | TT\$'000  |
| Balance at the beginning of the year           | 4,922,365 | 4,789,943     | 4,789,943 |
| Profit attributable to owners of the parent    | 246,197   | 253,196       | 376,228   |
| Remeasurement of defined benefit pension plans | _         | _             | (28,406)  |
| Dividends paid                                 | (154,434) | (155,411)     | (206,237) |
| Other reserve movements                        | 8,571     | 15,580        | (9,163)   |
|  | 5,022,699 | 4,903,308     | 4,922,365 |

**AUDITED** 

**TWELVE MONTHS** 

UNAUDITED

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

For the Six Months Ended 31st March 2018

SIX MONTHS **ENDED ENDED** 31-Mar-18 31-Mar-17 30-Sep-17 TT\$'000 TT\$'000 TT\$'000 Cash flows from operating activities 383,159 421.907 685.299 Operating Profit Operating Losses from discontinued operations (67,986)(22,638)Dividends from associates and joint ventures 1,159 49,154 Adjustments for non-cash items 147,339 139,242 446,826 546,608 Operating profit before working capital changes Net working capital changes (243,662)(80,874)211,606 Tax payments (113,348)(103,093)(247,145)Cash flows from operating activities 166,550 362,641 1,077,754 (199 286) (1.055.091)(308 782 Financing activities (177.880)(168,479)(124,021)Decrease in short-term funds

| SEGMENT INFORMATION TT\$'000<br>CONTINUING OPERATIONS | Automotive and<br>Industrial<br>Equipment | Integrated<br>Retail | Financial<br>Services | Energy and<br>Industrial<br>Gases | ITC      | Other<br>Investments | Head Office<br>and Other<br>Adjustments | Total     |
|---|---|----------------------|-----------------------|-----------------------------------|----------|----------------------|---|-----------|
| Six Months Ended 31st March 2018                      |   |                      |                       |                                   |          |                      |   |           |
| Group revenue   | 1,409,264                                 | 3,712,845            | 294,356               | 567,980                           | 274,416  | 290,031              | _                                       | 6,548,892 |
| Inter-segment revenue                                 | (61,497)                                  | (248,921)            | (881)                 | (8,626)                           | (16,564) | (36,745)             | _                                       | (373,234) |
| Third-party revenue                                   | 1,347,767                                 | 3,463,924            | 293,475               | 559,354                           | 257,852  | 253,286              | _                                       | 6,175,658 |
| Operating profit/(loss) after finance costs           | 61,584                                    | 194,708              | 46,467                | 88,665                            | 28,030   | 42,629               | (78,924)                                | 383,159   |
| Share of results of associates and joint ventures     | _   | _                    | _                     | 38,189                            | _        | 304                  | _                                       | 38,493    |
| Profit before income tax                              | 61,584                                    | 194,708              | 46,467                | 126,854                           | 28,030   | 42,933               | (78,924)                                | 421,652   |
| Six Months Ended 31st March 2017                      |   |                      |                       |                                   |          |                      |   |           |
| Group revenue   | 1,244,014                                 | 3,738,855            | 281,170               | 514,220                           | 276,790  | 288,986              | -                                       | 6,344,035 |
| Inter-segment revenue                                 | (57,518)                                  | (269,737)            | (1,722)               | (7,621)                           | (22,156) | (38,186)             | _                                       | (396,940) |
| Third-party revenue                                   | 1,186,496                                 | 3,469,118            | 279,448               | 506,599                           | 254,634  | 250,800              | _                                       | 5,947,095 |
| Operating profit/(loss) after finance costs           | 88,376                                    | 193,746              | 53,545                | 86,624                            | 32,449   | 44,594               | (77,427)                                | 421,907   |
| Share of results of associates and joint ventures     | _   | _                    | _                     | 31,149                            | _        | (405)                | _                                       | 30,744    |
| Profit before income tax                              | 88,376                                    | 193,746              | 53,545                | 117,773                           | 32,449   | 44,189               | (77,427)                                | 452,651   |

|                                   | Group     | Group Revenue |           | Inter-Segment |           | Third-Party Revenue |          | Profit Before Tax |  |
|-----------------------------------|-----------|---------------|-----------|---------------|-----------|---------------------|----------|-------------------|--|
|                                   | Mar-18    | Mar-17        | Mar-18    | Mar-17        | Mar-18    | Mar-17              | Mar-18   | Mar-17            |  |
| Trinidad and Tobago               | 2,695,253 | 2,846,161     | (152,627) | (168,999)     | 2,542,626 | 2,677,162           | 222,550  | 253,857           |  |
| Barbados                          | 1,535,319 | 1,550,760     | (137,242) | (143,894)     | 1,398,077 | 1,406,866           | 105,792  | 116,908           |  |
| Eastern Caribbean                 | 684,518   | 637,654       | (6,914)   | (6,994)       | 677,604   | 630,660             | 59,007   | 49,184            |  |
| Guyana                            | 491,735   | 479,797       | (14,681)  | (17,893)      | 477,054   | 461,904             | 67,778   | 65,576            |  |
| Jamaica                           | 343,084   | 339,604       | (2,542)   | (3,322)       | 340,542   | 336,282             | 31,848   | 38,185            |  |
| Colombia                          | 695,441   | 392,023       | _         |               | 695,441   | 392,023             | 10,965   | 3,704             |  |
| Other                             | 103,542   | 98,036        | (59,228)  | (55,838)      | 44,314    | 42,198              | 2,636    | 2,664             |  |
| Head Office and Other adjustments | -         | -             |           | _             | _         | _                   | (78,924) | (77,427)          |  |
|                                   | 6,548,892 | 6,344,035     | (373,234) | (396,940)     | 6,175,658 | 5,947,095           | 421,652  | 452,651           |  |

All monetary amounts are stated in Trinidad and Tobago dollars. Highlights of the Unaudited Consolidated Financial Statements (Highlights) have been prepared in accordance with International Financial Reporting Standards. The Highlights do not include all information and disclosures required in the Annual Financial Statements, and should be read in conjunction with the Group's Annual Financial Statements as at 30th September 2017. For comparative purposes, adjustments and reclassifications to the prior year have been made to conform to the current year's reporting.