

Caribbean Producers (Jamaica) Limited Report to Shareholders Nine Months ended March 31, 2014



Report to the Shareholders

Unaudited Results for 3rd Quarter Ended March 31, 2014

Balance Sheet

Total assets in 2014 grew by 12% to US\$47.1 million for the period compared to the corresponding period last year 2013. Financing these assets were liabilities of US\$31.6 million and equity of US\$15.4 million, both showing growth year on year of 3% and 33% respectively. Current assets rose by US\$4.9 million or 16% over the same period last year. Accounts receivable increased by US\$319 thousand and Inventory by US\$3.3 million or 19%. Current Liabilities increased by 9%. Long Term promissory notes reduced by 2%

Future Outlook

The outlook for the remainder of FY 2013/2014 remains encouraging. On May 1st, 2014 the company started distribution for Sealed Air Diversey Care products to support their ongoing institutional business on the North coast.

CPJ St. Lucia will begin its food service operations by 1st quarter of next fiscal year.

YTD Quarter 3 Financial Highlights (JA\$) March 2014 vs. March 2013

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	Mar 2014 YTD	Mar 2013 YTD	Change YTD	% Change
Gross Revenue	6,096,936	4,623,359	1,473,577	32%
Gross Profit	1,804,487	1,338,347	466,140	35%
Gross Profit %	30%	29%	-	1%
Less: Expenses	1,235,534	941,485	294,049	31%
EBIDTA	568,953	396,862	172,091	43%
Interest & Depreciation	281,301	230,755	50,546	22%
Net Profit Year to Date (3rd Qtr)	287,652	166,107	121,545	73%

*Exchange rates based on weighted average to US\$1.00 Qtr 3, 2013 JM\$92.1927 & Qtr 3, 2014 JM\$105.1442

Solid performance for 9 months ending March 31, 2014

The Board of Directors is pleased to present the company's unaudited results for the 9 months ending March 31, 2014.

Profit and Loss Statement

The year to date net profit attributable to shareholders for the quarter ending March 31, 2014 was US\$2.7 million compared to US\$1.8M, an impressive increase of 52% year on year. Accordingly, the earnings per stock increased from USD 0.164 cents to USD 0.249 cents.

Gross revenues to date are US\$57.99 million versus US\$50.15 million over the corresponding period last year, an increase of US\$7.84 million or 15.6% due to rising sales in the CPJ heritage products produced by the manufacturing operations and CPJ retail divisions in Kingston. Gross Profit increased by US\$2.64 million or 18.2% compared to last year (US\$17.16 million in 2014 versus US\$14.52 million in 2013).

Selling and Administrative expenses for the year increased by US\$1.54 million compared to last year relating to increased marketing of our retail distribution portfolio and increased costs in utilities. The depreciation charge (2014: US\$1.33M; 2013: US\$1.14M.) increased by US\$188 thousand or 16.5% compared to the corresponding period in 2013 due to further capital expenditure in manufacturing and investments in operational assets. Finance costs rose by 13% due to an increase in short term borrowings for higher inventory levels and trade receivables, triggered by increased sales during the Winter Season. The operations of the joint venture, Caribbean Egg Processors have been impaired by a market shortfall of available shell egg supply resulting in a loss of US\$46.2 thousand.

Company continues growth in the Quarter

The company concluded the third quarter positively as gross revenues increased year over year by US\$1.07 million or 5.5%; revenues for the period were US\$20.48 million (2013: US\$19.41 million). The hospitality sales team focused on maintaining high service levels and ensuring consistent product fulfillment throughout the quarter. Further growth in the retail trade was driven by introduction of new products and more effective customer engagement. Gross profit increased by 3.8% over the corresponding period last year, moving from US\$5.77 million to US\$5.99 million this year, an increase of US\$220 thousand. Selling and Administrative expenses increased by US\$340 thousand or 9.4% from US\$3.60 million to US\$3.95 million primarily due to higher staffing and utility costs. Net profit attributable to shareholders was US\$1.11 million compared with US\$1.26 million for the comparative period in 2013, a decrease of US\$151.8 thousand. This was due in part to the losses incurred in the operations of the joint venture Caribbean Egg Processors and increased operating costs.

Community Relations

During the quarter the company engaged in a number of initiatives that focused on children. We sponsored the Care Protect Jamaica Project in association with the Montego Bay Marine Park Trust. This project was created to influence better sold waste management within schools located near to rivers and gullies that lead into the Montego Bay Marine Park. The program is endorsed by the National Environment and Planning Agency and seeks to encourage students to recognize the importance of proper garbage disposal in an environmentally responsible way. As part of our education initiative we participated in the Junior Achievement Program conducted at the Saint Mary's Primary School and Bogue Hill Primary in St. James. Several CPJ team members instructed students each week on the importance of city planning to local economic development. We continued to support several fundraising activities including the sponsorship of the Shaggy and Friends concert held in January proceeds of which were donated to the Bustamante Hospital for Children.

We thank our customers, employees, shareholders, suppliers and other stakeholders for their continued commitment and support throughout the year.

Mark Hart, Executive Chairman



Audited

17,219,136

221,931

88,453

28,538,061

CARIBBEAN PRODUCERS (JAMAICA) LIMITED Period ended March 31, 2014

Interim Statement of Financial Position

NET CURRENT ASSETS

NON-CURRENT ASSETS
Interest in joint venture

Deferred tax asset

	March 31, <u>2014</u>	March 31, 2013	June 30, 2013
CURRENT ASSETS			
Cash and cash equivalents	1,978,566	708,687	3,127,306
Accounts receivable	13,302,396	12,983,833	11,092,195
Inventories	20,441,456	17,137,165	17,956,774
	35,722,418	30,829,685	32,176,275
CURRENT LIABILITIES			
Short-term loans	6,325,000	5,100,000	5,100,000
Accounts payable	6,128,694	6,502,067	5,481,644
Short term promissory notes	4,320,182	3,746,667	3,746,667
Current portion long-term borrowings	343,688	337,610	451,268
Tax payable	177,471	177,543	177,560
	17,295,035	15,863,887	14,957,139

Unaudited

18,427,383

196,894

88,453

29,801,760

Unaudited

14,965,798

270,265

26,342,626

Property, plant and equipment		11,089,030	11,106,563	11,008,541
	,	11,374,377	11,376,828	11,318,925
	USS	29,801,760	26,342,626	28,538,061
SHAREHOLDERS' EQUITY				
Share capital		4,898,430	4,898,430	4,898,430
Accumulated surplus	-	10,566,357	6,752,559	8,141,904
	1-	15,464,787	11,650,989	13,040,334
NON-CURRENT LIABILITIES				
Deferred tax liability		-	17.599	-
Long-term promissory notes		9,514,532	12,265,833	10,213,266
Long-term borrowings	_	4,822,441	2,408,205	5,284,461
	_	14,336,973	14,691,637	15,497,727

These interim financial statements were approved by the Board of Directors and signed on its behalf by:

Mark Hart

Director

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Director

The accompanying notes form an integral part of the interim financial statements.

CARIBBEAN PRODUCERS (JAMAICA) LIMITED Period ended March 31, 2014

Interim Statement of Comprehensive Income - Unaudited

	Three month ended		Three months ended	Nine months ended	Nine months ended	
		March 31, 2014	March 31, 2013	March 31, 2014	March 31, 2013	
Gross operating revenue		20,483,030	19,412,828	57,986,422	50,148,864	
Cost of operating revenue		(14,492,884)	(13,642,532)	(40,824,398)	(35,632,022)	
Gross profit		5,990,146	5,770,296	17,162,024	14,516,842	
Selling and administration expenses		(3,945,058)	(3,604,960)	(11,750,857)	(10,212,138)	
Depreciation		(444,530)	(442,633)	(1,328,860)	(1,140,749)	
Other operating income/(expenses), net		32,726	6,593	189,189	(33,087)	
Operating profit		1,633,284	1,729,296	4,271,496	3,130,868	
Finance income		127	259	591	883	
Finance costs		(508,677)	(461,287)	(1,490,124)	(1,318,671)	
Share of (loss)/profit in joint venture		(13,578)	(5,264)	(46,175)	(11,344)	
Profit for the period, being total comprehensive income	US\$	1,111,156	1,263,004	2,735,788	1,801,736	
Earnings per stock unit		0.101¢	0.115¢	0.249¢	0.164¢	

CARIBBEAN PRODUCERS (JAMAICA) LIMITED Period ended March 31, 2014

Interim Statement of Changes in Equity - Unaudited

	Share <u>capital</u>	Accumulated surplus	<u>Total</u>
Nine months ended March 31, 2013			
Balances at June 30, 2012	4,898,430	5,457,709	10,356,139
Profit for the period, being total comprehensive income	-	1,801,736	1,801,736
Dividends Paid	-	(506,886)	(506,886)
Unaudited balances at March 31, 2013	US\$ 4,898,430 6,752,559		11,650,989
Nine months ended March 31, 2014			
Balances at June 30, 2013	4,898,430	8,141,904	13,040,334
Profit for the period, being total comprehensive income		2,735,788	2,735,788
Dividends Paid		(311,335)	(311,335)
Unaudited balances at March 31, 2014	US\$ 4,898,430	10,566,357	15,464,787

CARIBBEAN PRODUCERS (JAMAICA) LIMITED Period ended March 31, 2014

Interim Statement of Cash Flows - Unaudited

		Nine months ended March 31, <u>2014</u>	Nine months ended March 31, 2013
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit for the period		2,735,788	1 001 737
Adjustments for:		2,733,700	1,801,736
Depreciation		1,328,860	1,140,749
Share of Loss in Joint Venture		46,175	1,140,749
Loss/(gain) on disposal of property, plant and equipment		17,969	(17,751)
Interest income		(591)	(883)
Interest expense		1,490,124	1,318,671
		5,618,325	4,242,522
Increase in current assets:			,,
Accounts receivable		(2,210,201)	(1.402.016)
Inventories		(2,484,682)	(1,483,916)
Increase in current liability:		(2,404,002)	(1,414,753)
Accounts payable		(05.200	
		685,280	1,747,207
Cash generated by operations		1,608,722	3,091,060
Interest paid		(1,528,354)	(1,135,740)
Tax paid		(89)	(40,838)
Net cash provided by operating activities		80,279	1,914,482
CASH FLOWS FROM INVESTING ACTIVITIES			
Interest received			
Interest in joint venture		591	883
Additions to property, plant and equipment		(21,138)	(1,622)
Proceeds from disposal of property, plant and equipment		(1,452,201) 24,883	(3,676,600)
Net cash used by investing activities		Other control of the	23,115
reveals used by investing detrines		(1,447,865)	(3,654,224)
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividends Paid		(311,335)	(506,886)
Promissory notes received		674,781	3,631,340
Promissory notes repaid		(800,000)	(150,000)
Long-term/short-term borrowings repaid		(7,264,446)	(1,199,498)
Long-term/short-term borrowings received		7,919,846	(-,->>,->)
Net cash provided by financing activities		218,846	1,774,956
Net (decrease)/increase in cash and cash equivalents for the period		(1,148,740)	35,214
Cash and cash equivalents at beginning of the period		3,127,306	673,473
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD	US\$	1,978,566	708,687

CARIBBEAN PRODUCERS (JAMAICA) LIMITED Period ended March 31, 2014

Selected explanatory notes

1 Basis of preparation

These interim financial statements for the period ended March 31, 2014, have been prepared in accordance with accounting policies set out in note 2 to the audited financial statements for the year ended June 30, 2013, which have been consistently applied from period to period and are in accordance with IAS 34, Interim Financial Reporting.

2 Issue of shares

In July 2011, the company issued 220,000,000 new shares to the public. The company's shares were listed on the Junior Market of the Jamaica Stock Exchange on July 20, 2011.

3 Operating segments

An operating segment is a component of the company that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the company's other components and for which discrete financial information is available. An operating segment's operating results are reviewed regularly by the Board of Directors to make decisions about resources to be allocated to the segment and assess its performance.

Based on the nature of the company's products, processes, customers and distribution systems, management has determined that disclosure of segment information is not applicable to the company.

4 Taxation

The company's shares were listed on the Junior Market of the Jamaica Stock Exchange on July 20, 2011. Consequently, the company is entitled to a remission of taxes for 10 years in the proportions set out below, provided the shares remain listed for at least 15 years.

Years 1 to 5 100%

Years 6 to 10 50%

5 Earnings per stock unit

Earnings per stock unit is calculated by dividing the profit for the period by the weighted average number of ordinary shares in issue for the period. The weighted average number of shares for the period was calculated as follows:

	Three months ended March 31, 2014	Three months ended March 31, 2013	Nine months ended March 31, 2014	Nine months ended March 31, 2013
Issued ordinary shares at beginning of period Effect of shares issued during the period Weighted average number of ordinary shares	1,100,000,000	1,100,000,000	1,100,000,000	1,100,000,000
held during the period	1,100,000,000	1,100,000,000	1,100,000,000	1,100,000,000

During the period, the company acquired 100% interest in a subsidiary called CPJ Investments Limited, which owns 51% interest in CPJ St. Lucia Limited. Both companies are incorporated in St. Lucia. The Board of Directors have determined that the transactions for the period ended March 31, 2014 are not material to the results of the company, hence consolidated financial statements have not been prepared.



TOP TEN (10) SHAREHOLDERS

As at 31 March 2014

NAME	SHARES
Wave Trading Limited Sportswear Producers Limited Mayberry West Indies Limited JCSD Trustee Services Ltd. A/C#76579-02 ATL Group Pension Fund Trustees Nom. Ltd. SJIML A/C 3119 Huixiong, Liao JCSD Trustee Services Ltd Sigma Venture SJLIC for Scotiabridge Retirement Scheme SJIML A/C 831	440,000,000 440,000,000 24,571,488 13,679,900 12,982,044 11,906,171 9,971,710 6,270,084 6,070,917 5,975,229

DIRECTORS' AND SENIOR OFFICERS' INTERESTS

The interests of the Directors and Senior Officers, holding office at the end of the quarter, along with their connected persons*, in the ordinary stock units of the Company were as follows:

1 3	
Directors	
Mark Hart ^{1, 2}	
Antony Hart ¹	
Ronald Schrager ³	
Jan Polack	2,790,185
Theresa Chin	760,900
Richard Mark Hall	828,769
Sandra Glasgow (Mentor)	100,000
Senior Officers	
Hugh Logan	575,743
Radcliffe Murray	567,098
Petra-Ann Williamson	285,467
Sandrene Weichenberger	148,763
¹ Interests in Sportswear Producers Limited	440,000,000
² Interests in Wave Trading Limited	440,000,000
³ Interests in Alpine Endeavors Limited	2,636,324

^{*}Persons deemed to be connected with a director/senior manager are:

- i. The director's/senior manager's husband or wife.
- ii. The director's/senior manager's minor children (these include step-children) and dependants and their spouses.
- iii. The director's/senior manager's partners.
- iv. Bodies corporate of which the director/senior manager and or persons connected with him together



Compliance Statement for Statutory Obligations

Reporting Period:

3rd Quarter Ending March 31, 2014

Statutory Liability	Jan-14	Date of Pmt	Feb-14	Date of Pmt	Mar-14	Date of Pmt
P.A.Y.E.	88,083.13	14-Feb-14	76,250.90	14-Mar-14	94,085.54	14-Apr-14
N.H.T.	24,547.51	14-Feb-14	22,314.84	14-Mar-14	28,854.40	14-Apr-14
Education Tax	27,755.20	14-Feb-14	25,198.54	14-Mar-14	32,571.16	14-Apr-14
HEART	14,757.40	14-Feb-14	13,418.18	14-Mar-14	17,355.16	14-Apr-14
NIS	14,067.21	14-Feb-14	13,712.20	14-Mar-14	19,455.72	14-Apr-14
GCT	- 72,415.13	27-Feb-14	-	27-Mar-14		15-Apr-14

* - To be paid

Sandrene Weichenberger

Financial Controller

Jan Polack

Chief Operating Officer

22/4/14

22/4/14