AGOSTINI'S

Audited Summary Results

for the Year Ended 30th September, 2018

Summary Consolidated Statement of Financial Position

	$'000 Audited 30 Sept 2018	$'000 Restated Audited 30 Sept 2017
ASSETS		
Non-Current Assets	1,123,865	880,333
Current Assets	1,356,925	1,303,059
Total Assets	**2,480,790**	**2,183,392**
EQUITY AND LIABILITIES		
Capital and Reserves	1,069,365	885,029
Non-Controlling Interests	302,273	249,166
Non-Current Liabilities	430,438	411,561
Current Liabilities	678,714	637,636
Total Equity and Liabilities	**2,480,790**	**2,183,392**

Summary Consolidated Statement of Income

	$'000 Audited 30 Sept 2018	$'000 Restated Audited 30 Sept 2017
Revenue	3,252,447	3,073,240
Operating Profit	218,195	178,756
Gain on revaluation of investment property	9,485	-
Finance Costs - Net	(27,299)	(26,101)
Share of profit of an associate	481	816
Profit before taxation	200,862	153,471
Taxation	(55,465)	(43,859)
Profit for the year	145,397	109,612
Attributable to :		
Owners of the parent	114,707	92,520
Non-Controlling Interests	30,690	17,092
	145,397	109,612
Earnings per share for profit attributable to equity holders of the parent	$1.66	$1.34

Summary Consolidated Statement of Comprehensive Income

	$'000 Audited 30 Sept 2018	$'000 Restated Audited 30 Sept 2017
Profit for the year	145,397	109,612
Other comprehensive income		
- Gains/(Losses) on defined benefit plans	4,195	(336)
- Tax relating to components of other recognised income and expense	(1,310)	99
- Exchange differences on translation of foreign operations	(1,989)	5,539
- Revaluation of land and buildings	119,540	-
Other comprehensive income for the year	120,436	5,302
Total comprehensive income	265,833	114,914
Attributable to:		
Owners of the parent	227,240	99,603
Non-Controlling Interests	38,593	15,311
	265,833	114,914

Summary Consolidated Statement of Changes in Equity

	$'000 Audited 30 Sept 2018	$'000 Restated Audited 30 Sept 2017
Balance at beginning of the year	1,134,195	807,532
Total comprehensive income for the year	265,833	114,914
Issuance of shares	-	177,312
Transaction with owners	(3,514)	-
Changes in composition of Group	27,550	76,658
Dividend paid	(52,426)	(42,221)
	1,371,638	1,134,195

Summary Consolidated Statement of Cash Flows

	$'000 Audited 30 Sept 2018	$'000 Restated Audited 30 Sept 2017
Operating Activities		
Profit before tax	200,862	153,471
Adjustment to reconcile net profit to net cash provided by operating activities	68,272	94,845
Changes in operating assets/liabilities	(44,673)	(48,844)
Cash provided by operating activities	224,461	199,472
Contributions paid	(5,364)	(5,677)
Taxation paid	(51,210)	(41,654)
Finance cost paid	(26,548)	(26,101)
Net cash provided by operating activities	141,339	126,040
Net cash used in investing activities	(149,130)	(49,558)
Net used in financing activities	(27,826)	(13,432)
Cash (decrease)/increase during the year	(35,617)	63,050
Net translation differences	2,637	(1,874)
Cash and cash equivalents, beginning of year	160,027	98,851
Cash and cash equivalents, end of year	127,047	160,027

Notes

1 The summary consolidated financial statements are prepared in accordance with the criteria developed by management. Under management's established criteria, management discloses the summary consolidated statements of financial position, income, comprehensive income, and changes in equity and cash flows. These summary consolidated financial statements are derived from the audited consolidated financial statements of Agostini's Limited and its subsidiaries for the year ended 30 September 2018, and are prepared in accordance with International Financial Reporting Standards.

2. The summary consolidated financial statements includes a restatement of certain 2017 comparative information relative to the finalization in the current year of the determination of the fair value of net assets acquired on two Group acquisitions which occurred in 2017.

3 Segment Information -Consolidated Business Segments

	Pharmaceutical & Personal Care Distribution		Fast Moving Consumer Goods Restated		Industrial, Construction and Holdings	
	$'000 2018	$'000 2017	$'000 2018	$'000 2017	$'000 2018	$'000 2017
Revenue	948,720	901,077	2,125,134	2,023,890	178,593	148,273
Operating Profit	98,566	102,002	94,415	57,807	25,215	18,947

REPORT OF THE INDEPENDENT AUDITOR ON THE SUMMARY CONSOLIDATED FINANCIAL STATEMENTS TO THE SHAREHOLDERS OF AGOSTINI'S LIMITED

Opinion

The Summary Consolidated FInancial Statements, which comprise the Summary Consolidated Statement of Financial Position as at 30 September, 2018, the Summary Consolidated Statement of Income, Summary Consolidated Statement of Comprehensive Income, Summary Consolidated Statement of Changes in Equity and Summary Consolidated Statement of Cash Flows for the year then ended and related notes, are derived from the complete Audited Consolidated Financial Statements of Agostini's Limited and its subsidiaries ("the Group") for the year ended 30 September , 2018.

In our opinion, the accompanying Summary Consolidated Financial Statements are consistent, in all material respects, with the Audited Consolidated Financial Statements, on the basis described in Note 1.

Summary Consolidated Financial Statements

The Summary Consolidated Financial Statements do not contain all the disclosures required by International Financial Reporting Standards ("IFRSs"). Reading the summary Consolidated Financial Statements and the Auditor's Report thereon, therefore, is not a substitute for reading the Audited Consolidated Financial Statements and the Auditor's Report thereon.

The Audited Consolidated Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the Audited Consolidated Financial Statements in our report dated 30 November, 2018. That report also includes the communication of Key Audit Matters. Key Audit Matters are those matters that, in our professional judgment, were of most significance in our audit of the Consolidated Financial Statements of the current period.

Responsibilities of Management for the Summary Consolidated Financial Statements

Management is responsible for the preparation of the Summary Consolidated Financial Statements in accordance with IFRSs.

Auditor's Responsibilities for the Audit of the Summary Consolidated Financial Statements

Our responsibility is to express an opinion on whether the Summary Consolidated Financial Statements are consistent, in all material respects, with the Audited Consolidated Financial Statements based on our procedures, which were conducted in accordance with International Standard on Auditing (ISA) 810 (Revised), *Engagements to Report on Summary Financial Statements.*

Ernst & Young

Port of Spain
TRINIDAD
30 November, 2018

AGOSTINI'S

Chairman's Report to the Shareholders of Agostini's Limited

Consolidated Results and Financial Position

I am pleased to report that for the year ended 30 September, 2018, our company had another solid year, enjoying improvements in sales, profitability and earnings per share. In a challenging domestic and regional economic environment, our improved performance is testimony to the passion, commitment and hard work of our people, all of whom I would like to thank wholeheartedly. Additionally, with no significant acquisitions in 2018, when compared to recent years, improvements to our key financial indicators were all organic in nature.

Group sales grew by 6% to $3.3 billion and profit before tax increased by 31% to $201 million from $153 million (restated) in 2017. Group profit attributable to shareholders increased to $115 million compared to $93 million (restated) in the prior year. The 2018 figures included a one-off gain on our Nelson Street property, which was revalued by $9.4 million. Our earnings per share were $1.66 ($1.52 without the one-off gain), compared to $1.34 (restated) per share in 2017, an increase of 23% (14% without the one-off gain). We ended the year with a strong debt to equity ratio of 17:83, and our Net Assets increased by $237 million, to $1.4 billion, partly as a result of a revaluation gain on properties of $129 million net of deferred tax.

All of our actions continue to be guided by the group's two core objectives: sustainable long term growth and financial strength. A key part of our strategy for achieving sustainable growth is the continued development of our proprietary brands and I am pleased to report that our flagship brands, Swiss, Moo! and Eve (which we own for the islands) continue to build equity and share in the domestic and regional markets, as does SuperPharm and Presto in the domestic market. We measure financial strength by our ability to generate strong cash flows, efficiently manage costs and maintain a strong balance sheet, all of which we were able to achieve in 2018.

OPERATIONS REVIEW AND SEGMENT ANALYSIS

Pharmaceutical & Personal Care

Although experiencing a sluggish market in both the Private Trade and Government sectors, Smith Robertson registered a solid performance for the financial year. In order to further improve efficiencies and customer service, investments in warehouse expansion and our technology infrastructure, are currently underway and will be fully operational in 2019.

During the year we were able to acquire 42% of Curis Technologies (58% previously owned), and it became a fully owned subsidiary of Smith Robertson. We have been able to significantly enhance our service abilities for our GE range of Medical Equipment, by adding personnel and increasing technical training. Given the market response, we are very optimistic for the year and years ahead.

SuperPharm continues to offer our customers in Trinidad, an unmatched experience combining health care and convenience in the nine (9) communities in which we operate. Our first Presto convenience store in Arima continues to perform well and our second location is currently under construction in Trincity and is expected to open in the first quarter 2019. After six long years, we are no longer able to maintain the planned Mausica store location as a serious opportunity in the SuperPharm store development calendar. This is disappointing as we believe the location to be a good one. However, we remain open to this location should the landlord ever get around to completing this development.

Industrial & Construction

The market for construction and by extension interior building works in 2018 has been at its lowest for some years, and Agostini Building Solutions has not been immune to the economics of this sector. Having said that, our management have been tireless in trying to secure projects from the "slim pickings" available, and those efforts have been rewarded with an end of year performance that is only marginally below prior year.

Rosco Petroavance's traditional energy sector and industrial products business experienced some recovery as the overall energy sector returned to growth. This, along with the continued growth of the Mobil range of lubricants, which is becoming a meaningful contributor to this company, has helped Rosco finish the year positively.

Fast Moving Consumer Goods (FMCG) Caribbean Distribution Partners

Our JV Company Caribbean Distribution Partners Limited (CDP), had a successful year driven mainly by the improved results of our companies outside of Trinidad and Tobago, and improvements in exports from our Trinidad plants.

The Trinidad businesses, Vemco, Vembev and Hand Arnold had mixed results, with Vemco being the stand-out performer in both local and export sales and profitability. The management delivered strong results with their portfolio of proprietary and international brands. Hand Arnold had a solid performance, meeting most of its objectives in a soft consumer environment. They suffered an inventory loss towards the end of the financial year of almost $2 million from the magnitude 6.9 earthquake in August 2018 that caused some of their warehouse racking to collapse. Fortunately no one was injured and all of our racking is being recertified to ensure that they meet the highest safety standards. Vembev, our drinks distribution business, underperformed, as it faced both market and company specific challenges. We are robustly addressing these issues so that this business meets all of our objectives.

In Barbados, Hanschell Inniss's performance continued to improve in what is perhaps the most challenged market in the Caribbean. Late in the financial year, a major enlargement and modernization of its warehousing facility in Fontabelle was completed and a similar modernization of their administrative offices will commence in January.

Independence Agencies in Grenada, had a very good year and as expected, their improved and enlarged distribution facility which was completed at the start of the financial year, contributed significantly to this improvement. They were joint winners of the Group's Company of the Year award.

Coreas Distribution in St Vincent also posted very good results in 2018. In 2019 we expect to start construction of a completely new office and distribution facility, at Diamond in St. Vincent and also commence operating the Foodmart at the new Glossy Bay Marina on the island of Canouan.

In St Lucia, the CEO of Peter & Company Limited, Ricardo Leonard passed away during the year after a battle with cancer. We extend our deepest sympathy to his wife, family, friends and all at Peter & Company. We have and will certainly continue to miss his guidance. In the face of these difficulties, it is important that we recognize the tremendous unity, determination and teamwork demonstrated by the management and staff. We have recently been able to recruit a new CEO who will come on board in January 2019.

In Guyana, we were able to increase our shareholding in Desinco Limited from 40% to 51%, in January 2018. Desinco continued to grow sales and market share and delivered a very solid result in 2018. They were joint winners of our Group's Company of the Year award. Agostini's Limited is acquiring 17 ½ acres of land in the Houston area of Guyana. This will facilitate our further expansion in Guyana, a market that we consider strategically very important for our group.

DIVIDEND

Your board has approved a final dividend of 38 cents per share, which brings the total dividend for the year to 61 cents, an overall increase of 5 cents on the dividend paid in 2017. This dividend will be paid on 28 January, 2019 to shareholders on the register of members on 2 January, 2019. The company's register of members will be closed on 3 and 4 January, 2019.

THE YEAR AHEAD

With the exception of Guyana, we expect many of the economies in the Caribbean region to continue to face challenges. Barbados, after years of decline, is now taking some difficult but correct actions, in our opinion, to stabilize and improve that economy. In the smaller islands in which we operate, the economies are not overly buoyant, but our operations in those islands are robust and doing well. Our distribution company in Guyana continues to perform well and the outlook for that economy in the medium term remains bright. We expect to increase our exposure to that market in the coming years.

In Trinidad and Tobago, our largest market, we are challenged by a still recovering economy and severe foreign exchange availability constraints. We are hopeful that the latter will improve in 2019 and beyond, and are confident our group has the right people, brands, processes and culture to deliver above market returns in the year ahead.

OCTOBER FLOODS

At the end of October 2018, just after the end of our financial year, Trinidad and Tobago was hit by the worst flooding in recent history. Many individuals and families were severely impacted with homes, businesses, schools and farms under several feet of water and whole areas being cut off from accessing basic supplies like food, clean water and medical supplies. From the onset of this tragedy, the very best of our human and national spirit emerged and individuals, NGO's, corporations and government agencies all responded with generosity, determination and genuine caring for their fellow citizens. To borrow the opening sentence from Charles Dickens', *A Tale of Two Cities*, "It was the best of times, it was the worst of times…" While for many it will take some time to recover from this natural disaster, we must be thankful that there was no loss of life and appreciative of the many individuals who selflessly, and in some cases at tremendous risk, laboured to help their fellow citizens. To those from our own group, who took the initiative in many cases, and helped others by providing supplies or using company assets to assist in providing relief, you are a credit to your families, our company and the national community. We have dedicated our 2018 Annual Report, which will be released in the latter part of December 2018, to all of the individuals and organizations across Trinidad and Tobago who were part of the relief effort.

ACKNOWLEDGEMENTS

As with all companies, every year brings with it, its own unique set of challenges and opportunities, and 2018 certainly was not short on either. It is to the credit of our management, partners, associates, staff and customers, that we have ended the year with improved results. On behalf of the Board, I extend our thanks to all of them and look forward to their continued support and loyalty. As always, I extend my personal gratitude to the Management and my fellow Directors for their dedication, wisdom and counsel.

Christian E. Mouttet
Chairman
30 November, 2018