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December 2019

**Schedule 2
FORM ECSRC – OR**

(Select One)

QUARTERLY FINANCIAL REPORT for the period ended
Pursuant to Section 98(2) of the Securities Act, 2001

OR

TRANSITION REPORT
for the transition period from _____ to _____
Pursuant to Section 98(2) of the Securities Act, 2001
(Applicable where there is a change in reporting issuer's financial year)

Issuer Registration Number: **SLH120119112KN**

S. L. HORSFORD & COMPANY LIMITED
(Exact name of reporting issuer as specified in its charter)

ST. KITTS & NEVIS
(Territory or jurisdiction of incorporation)

WEST INDEPENDENCE SQUARE BASSETERRE
(Address of principal executive Offices)

(Reporting issuer's:
Telephone number (including area code): **869-465-2616**

Fax number: **869-465-1042**

Email address: **headoffice@horsfords.com**

NONE
(Former name, former address and former financial year, if changed since last report)

(Provide information stipulated in paragraphs 1 to 8 hereunder)

Indicate the number of outstanding shares of each of the reporting issuer's classes of common stock, as of the date of completion of this report. NONE

CLASS	NUMBER
Ordinary	60,296,860

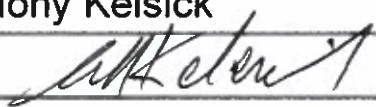
SIGNATURES

A Director, the Chief Executive Officer and Chief Financial Officer of the company shall sign this Annual Report on behalf of the company. By so doing each certifies that he has made diligent efforts to verify the material accuracy and completeness of the information herein contained.

The Chief Financial Officer by signing this form is hereby certifying that the financial statements submitted fairly state the company's financial position and results of operations, or receipts and disbursements, as of the dates and period(s) indicated. The Chief Financial Officer further certifies that all financial statements submitted herewith are prepared in accordance with International Accounting Standards consistently applied (except as stated in the notes thereto) and (with respect to year-end figures) including all adjustments necessary for fair presentation under the circumstances.

Name of Chief Executive Officer:

Anthony Kelsick




Signature

31/01/2020

Date

Name of Director:

Natalie Kelsick




Signature

31/01/20

Date

Name of Chief Financial Officer:

Bernard Malcolm



Signature

January 31st 2020

Date

INFORMATION TO BE INCLUDED IN FORM ECSRC-OR

1. **Financial Statements**

Provide Financial Statements for the period being reported in accordance with International Accounting Standards. The format of the financial statements should be similar to those provided with the registration statement. Include the following:

- (a) Condensed Balance Sheet as of the end of the most recent financial year and just concluded reporting period.
- (b) Condensed Statement of Income for the just concluded reporting period and the corresponding period in the previous financial year along with interim three, six and nine months of the current financial year and corresponding period in the previous financial year.
- (c) Condensed Statement of Cash Flows for the just concluded reporting period and the corresponding period in the previous financial year along with the interim three, six and nine months of the current financial year and the corresponding period in the previous financial year.
- (d) By way of *Notes to Condensed Financial Statements*, provide explanation of items in the financial statements and indicate any deviations from generally accepted accounting practices.

2. **Management's Discussion and Analysis of Financial Condition and Results of Operation.**

Discuss the reporting issuer's financial condition covering aspects such as liquidity, capital resources, changes in financial condition and results of operations during the reporting period. Discussions of liquidity and capital resources may be combined whenever the two topics are interrelated. Discussion of material changes should be from the end of the preceding financial year to the date of the most recent interim report.

The Management's Discussion and Analysis should disclose sufficient information to enable investors to judge:

1. The quality of earnings;
2. The likelihood that past performance is indicative of future performance; and
3. The issuer's general financial condition and outlook.

It should disclose information over and above that which is provided in the management accounts and should not be merely a description of the movements in the financial statements in narrative form or an otherwise uninformative series of technical responses. It should provide management's perspective of the company that enables investors to view the business from the vantage point of management.

The discussion should focus on aspects such as liquidity; capital resources; changes in financial condition; results of operations; material trends and uncertainties and measures

taken or to be taken to address unfavourable trends; key performance indicators; and non-financial indicators.

General Discussion and Analysis of Financial Condition

The company has continued to meet its budget objective for the financial year 2019/2020. For the quarter October 2019 – December 2019, profit before tax was \$5,052K which was \$468K (10%) above budget. The result however was \$174K (3%) lower than the same period last year.

Sales for the period were \$49,246K which was \$328K (1%) lower than budget and \$1,064 (2%) lower than last year.

The financial strength of the company remains strong with a current ratio of 1:1.81 and a debt to equity ratio of .34:1

Liquidity and Capital Resources

Provide a narrative explanation of the following (but not limited to):

- i) The reporting issuer's financial condition covering aspects such as liquidity, capital resources, changes in financial condition and results of operations.
- ii) Any known trends, demands, commitments, events or uncertainties that will result in, or that are reasonably likely to result in, the issuer's liquidity increasing or decreasing in any material way. If a deficiency is identified, indicate the course of action that the reporting issuer has taken or proposes to take to remedy the deficiency.
- iii) The issuer's internal and external sources of liquidity and any material unused sources of liquid assets.
- iv) Provisions contained in financial guarantees or commitments, debt or lease agreements or other arrangements that could trigger a requirement for an early payment, additional collateral support, changes in terms, acceleration of maturity, or the creation of an additional financial obligation such as adverse changes in the issuer's financial ratios, earnings, cash flows or stock price or changes in the value of underlying, linked or indexed assets.

- v) Circumstances that could impair the issuer's ability to continue to engage in transactions that have been integral to historical operations or are financially or operationally essential or that could render that activity commercially impracticable such as the inability to maintain a specified level of earnings, earnings per share, financial ratios or collateral.
- vi) Factors specific to the issuer and its markets that the issuer expects will affect its ability to raise short-term and long-term financing, guarantees of debt or other commitment to third parties, and written options on non-financial assets.
- vii) The relevant maturity grouping of assets and liabilities based on the remaining period at the balance sheet date to the contractual maturity date. Commentary should provide information about effective periods and the way the risks associated with different maturity and interest profiles are managed and controlled.
- viii) The issuer's material commitments for capital expenditures as of the end of the latest fiscal period, and indicate the general purposes of such commitments and the anticipated source of funds needed to fulfil such commitments.
- ix) Any known material trends, favorable or unfavorable, in the issuer's capital resources, including any expected material changes in the mix and relative cost of capital resources, considering changes between debt, equity and any off-balance sheet financing arrangements.

Discussion of Liquidity and Capital Resources

The company continues to be liquid and has met all of its loan commitment as and when due. At the end of the period its overdraft facilities was not fully utilized and it's current ratios are positive.

There were no capital commitments.

Off Balance Sheet Arrangements

Provide a narrative explanation of the following (but not limited to):

- i) Disclosures concerning transactions, arrangements and other relationships with unconsolidated entities or other persons that are reasonably likely to materially affect liquidity or the availability of, or requirements for capital resources.
- ii) The extent of the issuer's reliance on off-balance sheet arrangements should be described fully and clearly where those entities provide financing, liquidity, market or credit risk support, or expose the issuer to liability that is not reflected on the face of the financial statements.
- iii) Off-balance sheet arrangements such as their business purposes and activities, their economic substance, the key terms and conditions of any commitments, the initial on-going relationship with the issuer and its affiliates and the potential risk exposures resulting from its contractual or other commitments involving the off-balance sheet arrangements.
- iv) The effects on the issuer's business and financial condition of the entity's termination if it has a finite life or it is reasonably likely that the issuer's arrangements with the entity may be discontinued in the foreseeable future.

There are no off-balance sheet arrangements.

Results of Operations

In discussing results of operations, issuers should highlight the company's products and services, facilities and future direction. There should be a discussion of operating considerations and unusual events, which have influenced results for the reporting period. Additionally, any trends or uncertainties that might materially affect operating results in the future should be discussed.

Provide a narrative explanation of the following (but not limited to):

- i) Any unusual or infrequent events or transactions or any significant economic changes that materially affected the amount of reported income from continuing operations and, in each case, the extent to which income was so affected.
- ii) Significant components of revenues or expenses that should, in the company's judgment, be described in order to understand the issuer's results of operations.
- iii) Known trends or uncertainties that have had or that the issuer reasonably expects will have a material favorable or unfavorable impact on net sales or revenues or income from continuing operations.
- iv) Known events that will cause a material change in the relationship between costs and revenues (such as price increases, costs of labour or materials), and changes in relationships should be disclosed.
- v) The extent to which material increases in net sales or revenues are attributable to increases in prices or to increases in the volume or amount of goods or services being sold or to the introduction of new products or services.
- vi) Matters that will have an impact on future operations and have not had an impact in the past.
- vii) Matters that have had an impact on reported operations and are not expected to have an impact upon future operations
- viii) Off-balance sheet transactions, arrangements, obligations (including contingent obligations), and other relationships that have or are reasonably likely to have a current or future effect on the registrant's financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources.
- ix) Performance goals, systems and, controls.

Overview of Results of Operations

Results for the three months ended December 31 2019 were satisfactory and in surpassed budget. Although sales were 1% lower than budget, profit before tax was 10% above budget.

Management is not aware of any events that would materially affect the profitability of the group other than the rate of the country's economic growth. Outlook for the rest of the year is to achieve the same level of profitability as 2018/19.

3. Disclosure about Risk Factors.

Provide a discussion of the risk factors that may have an impact on the results from operations or on the financial conditions. Avoid generalised statements. Typical risk factors include untested products, cash flow and liquidity problems, dependence on a key supplier or customer, management inexperience, nature of business, absence of a trading market (specific to the securities of the reporting issuer), etc. Indicate if any risk factors have increased or decreased in the time interval between the previous and current filing.

Potential RISK Factors

(1) General country economic conditions and its effects on consumer disposable income and spending

(2) Competitive environment and entry of significant new competitors engaged in similar lines of business and their effects of market share, sales and margins.

(3) Availability and cost of capital, particularly debt capital to finance ongoing working capital needs.

(4) Availability of labour, particularly in the area of skilled management

The economic forecast for the country is positive and no changes in the above risk factors are expected.

(5) The company operates in the retail industry and carry Public Liability Insurance. The business generates adequate cash flow to meet working capital needs and no shortfall in liquidity is anticipated.

4. Legal Proceedings.

A legal proceeding need only be reported in the ECSRC – OR filed for the period in which it first became a reportable event and in subsequent interim reports in which there have been material developments. Subsequent Form ECSRC – OR filings in the same financial year in which a legal proceeding or a material development is reported should reference any previous reports in that year. Where proceedings have been terminated during the period covered by the report, provide similar information, including the date of termination and a description of the disposition thereof with respect to the reporting issuer and its subsidiaries.

NONE

5. Changes in Securities and Use of Proceeds.

- (a) Where the rights of the holders of any class of registered securities have been materially modified, give the title of the class of securities involved. State briefly the general effect of such modification upon the rights of holders of such securities.

NOT APPLICABLE

(a) Where the use of proceeds of a security issue is different from that which is stated in the registration statement, provide the following:

- Offer opening date (provide explanation if different from date disclosed in the registration statement)

NOT APPLICABLE

- Offer closing date (provide explanation if different from date disclosed in the registration statement)

N/A

- Name and address of underwriter(s)

N/A

- Amount of expenses incurred in connection with the offer N/A

- Net proceeds of the issue and a schedule of its use

N/A

- Payments to associated persons and the purpose for such payments

N/A

(c) Report any working capital restrictions and other limitations upon the payment of dividends.

There are no working capital restrictions. However, the Company must seek the consent of its bankers, the Royal Bank of Canada, before making a dividend payment

6. Defaults upon Senior Securities.

- (a) If there has been any material default in the payment of principal, interest, a sinking or purchase fund instalment, or any other material default not satisfied within 30 days, with respect to any indebtedness of the reporting issuer or any of its significant subsidiaries exceeding 5 per cent of the total assets of the reporting issuer and its consolidated subsidiaries, identify the indebtedness. Indicate the nature of the default. In the case of default in the payment of principal, interest, or a sinking or purchase fund instalment, state the amount of the default and the total arrears on the date of filing this report.

There were no defaults. Principle and interest were paid on it's due date.

- (b) If any material arrears in the payment of dividends have occurred or if there has been any other material delinquency not satisfied within 30 days, give the title of the class and state the amount and nature of the arrears or delinquency.

An interim dividend on 2019 profits was declared and paid during the quarter. There are no arrears of dividends.

7. Submission of Matters to a Vote of Security Holders.

If any matter was submitted to a vote of security holders through the solicitation of proxies or otherwise during the financial year covered by this report, furnish the following information:

- (a) The date of the meeting and whether it was an annual or special meeting.

N/A

- (b) If the meeting involved the election of directors, the name of each director elected at the meeting and the name of each other director whose term of office as a director continued after the meeting.

N/A

- (c) A brief description of each other matter voted upon at the meeting and a statement of the number of votes cast for or against as well as the number of abstentions as to each such matter, including a separate tabulation with respect to each nominee for office.

N/A

- (d) A description of the terms of any settlement between the registrant and any other participant.

N/A

- (e) Relevant details of any matter where a decision was taken otherwise than at a meeting of such security holders.

N/A

8. Other Information.

The reporting issuer may, at its option, report under this item any information, not previously reported in a Form ECSRC – MC report (used to report material changes), with respect to which information is not otherwise called for by this form, provided that the material change occurred within seven days of the due date of the Form ECSRC-OR report. If disclosure of such information is made under this item, it need not be repeated in a Form ECSRC – MC report which would otherwise be required to be filed with respect to such information or in a subsequent Form ECSRC – OR report.

N/A

SL Horsford & Company Limited**Group Consolidated Balance Sheet As at December 2019 EC\$**

	Dec 2019	Dec 2018	Sept 2019	Sept 2018
Current Assets				
Cash & Bank Balances	4,197,807	3,576,645	2,279,665	1,439,295
Trade Receivables (Note 1)	15,931,732	18,109,259	16,909,710	16,091,442
Inventory	31,834,494	32,822,179	42,041,255	39,375,214
Taxation Recoverable		11,102		11,102
	<u>51,964,033</u>	<u>54,519,185</u>	<u>61,230,630</u>	<u>56,917,053</u>
Current Liabilities				
Demand Loans (Note 2)	16,037,921	24,906,224	24,056,144	25,767,719
Trade Payables	10,216,168	14,435,633	16,713,153	13,867,347
Provision For Income Tax	2,104,186	1,766,865	1,786,248	975,807
	<u>28,358,275</u>	<u>41,108,722</u>	<u>42,555,545</u>	<u>40,610,873</u>
Working Capital	23,605,758	13,410,463	18,675,085	16,306,180
Non Current Assets				
Fixed Assets	98,873,688	100,493,187	98,256,336	100,752,580
Accounts Receivable (Note 1)	24,994,631	26,650,319	24,028,338	23,510,099
Investment & Long Term Loans	14,909,847	11,561,275	14,909,847	11,561,275
Available For Sale Investment	503,885	590,233	503,885	590,233
Intangibles	82,219	68,704	55,592	77,680
	<u>139,364,270</u>	<u>139,363,718</u>	<u>137,753,998</u>	<u>136,491,867</u>
Total	<u>162,970,027</u>	<u>152,774,181</u>	<u>156,429,083</u>	<u>152,798,047</u>
Equity				
Share Capital	60,296,860	60,296,860	60,296,860	60,296,860
Reserves (Note 3)	83,157,537	76,367,840	74,330,658	71,247,143
Current Year Profit	3,182,531	3,292,459	12,746,121	8,437,021
	<u>146,636,928</u>	<u>139,957,159</u>	<u>147,373,639</u>	<u>139,981,024</u>
Long Term Liabilities				
Bank Loans (Note 2)	9,494,554	5,777,989	2,216,899	5,777,989
Deferred Taxation	6,838,545	7,039,033	6,838,545	7,039,034
	<u>16,333,099</u>	<u>12,817,022</u>	<u>9,055,444</u>	<u>12,817,023</u>
Funds Employed	<u>162,970,027</u>	<u>152,774,181</u>	<u>156,429,083</u>	<u>152,798,047</u>

SL Horsford & Company Limited**Group Income Statement for the period October 2019 to December 2019**

	Dec-19	Dec-18	Sep-19	Sep-18
Sales	<u>49,246,260</u>	<u>49,952,561</u>	<u>161,706,652</u>	<u>160,083,660</u>
Gross Margin	11,725,979	10,806,174	38,372,606	38,895,355
Other Income	3,467,053	4,620,273	15,262,684	10,183,363
Gross Revenue	<u>15,193,032</u>	<u>15,426,447</u>	<u>53,635,290</u>	<u>49,078,718</u>
Expenses				
Occupancy	1,035,704	849,364	3,955,932	3,441,010
Insurance	302,457	310,363	1,311,183	1,318,257
Office	523,440	418,048	2,204,223	1,493,573
Employment	5,100,587	5,127,349	19,915,258	19,106,177
Advertising	803,927	826,564	2,664,766	3,014,720
Selling & Distribution	657,166	727,051	2,499,403	2,072,068
Depreciation	1,037,134	1,057,666	4,209,741	4,310,466
Sundry Expenses	414,088	511,787	2,260,105	1,464,761
Interest Expenses	266,892	372,130	1,177,551	1,554,478
Total Expenses	<u>10,141,395</u>	<u>10,200,322</u>	<u>40,198,162</u>	<u>37,775,510</u>
Net Income Before Associated Co.	5,051,637	5,226,125	13,437,128	11,303,208
Share Of Associated Co. Results			4,414,885	3,075,605
Profit Before Taxation	<u>5,051,637</u>	<u>5,226,125</u>	<u>17,852,013</u>	<u>14,378,813</u>
Corporation Tax Expense (Note 4)	(1,869,106)	(1,933,666)	(5,105,892)	(5,941,792)
Profit After Tax	<u>3,182,531</u>	<u>3,292,459</u>	<u>12,746,121</u>	<u>8,437,021</u>

SL Horsford & Company Limited

Group Consolidated Statement Of Cashflow October 2019 - December 2019 EC \$

	Oct - Dec 2019	Oct - Dec 2018	October 2018 to September 2019	October 2017 to September 2018
CASH FLOW FROM OPERATING ACTIVITIES				
Income before Taxation	5,051,637	5,226,125	17,852,013	14,378,813
Adjustments for:				
Depreciation and Amortization	1,037,134	1,057,667	4,209,731	4,310,466
Gain on disposal of Property, Plant and Equipment		(159,422)	(262,283)	(284,444)
Adjustment For Interest	266,892	372,130	1,066,635	1,554,478
Share of Income from Associated Companies	-	-	(4,414,885)	(3,075,605)
Operating profit before working capital changes	6,355,663	6,496,501	18,451,211	16,883,708
Net change in non-cash working capital balances related to Operations	4,687,755	5,103,505	377,095	(340,598)
Finance Costs Paid	11,043,418	11,600,006	18,828,306	16,543,110
Taxation Paid	(266,892)	(372,130)	(1,066,635)	(1,554,478)
	(1,551,168)	(1,142,606)	(4,484,845)	(4,359,355)
Net cash inflow from Operating activities	9,225,358	10,085,270	13,276,826	10,629,277
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchase of Property, Plant and Equipment	(1,772,056)	(860,770)	(2,070,708)	(3,428,798)
Proceeds on disposal of Property, Plant and Equipment	117,570	230,894	663,685	695,927
Purchase of Intangibles	(26,627)		(22,088)	(96,414)
Dividend Received from Associated Companies			1,012,510	1,885,135
Net cash used in investing activities	(1,681,113)	(629,876)	(416,601)	(944,150)
CASH FLOWS FROM FINANCING ACTIVITIES				
Non-current Receivables	(966,293)	(3,140,222)	(326,935)	1,947,407
Long-term loans received/paid	347,389	(300,144)	(7,374,266)	(3,986,194)
Dividends paid to Shareholders	(3,919,242)	(3,316,327)	(6,451,764)	(5,125,233)
Net cash used in financing activities	(4,538,146)	(6,756,693)	(14,152,965)	(7,164,020)
Net Increase/(decrease) in cash and cash equivalents	3,006,099	2,698,701	(1,292,740)	2,521,107
Cash and cash equivalents - beginning of quarter	(414,796)	877,944	877,944	(1,643,163)
Cash and cash equivalent - end of quarter	2,591,303	3,576,645	(414,796)	877,944
Cash	4,197,807	3,576,645	2,279,665	1,439,295
Bank Overdraft	(1,606,504)		(2,694,461)	(561,351)
	2,591,303	3,576,645	(414,796)	877,944

S.L. Horsford & Company Limited**Notes To The Financial Statements As At December 2019****Note 1 :- ACCOUNT RECEIVABLE**

Trade and Instalment Receivables	46,318,480
Less: Provision for Impairment	(7,658,431)

	<u>38,660,049</u>
Sundry Receivables and Prepayments	2,190,672

	<u>40,850,721</u>
Less: Non Current portion of Receivables	(24,994,631)

CURRENT RECEIVABLE	<u>15,856,090</u>
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Note 2 :- LOANS & BANK OVERDRAFT

Overdrafts	1,606,504
Bank Loans	6,350,983
Demand Loans	17,574,988

TOTAL CURRENT LOANS AND OVERDRAFTS	<u>25,532,475</u>
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Loans - Current	16,037,921
Loans - Non Current	9,494,554

25,532,475

Note 3 :- RESERVES

As at September 2019	87,076,779
Less: interim Dividend paid	(3,919,242)
Profit After Tax For The Quarter	3,182,531

86,340,068

Note 4 :- PROVISION FOR TAXATION AT 37%

Profit Before Tax	5,051,637
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Estimated Tax Charge For The Quarter	<u>1,869,106</u>
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Current Year Profit After Tax	3,182,531
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