

**Schedule 2  
FORM ECSRC – OR**

(Select One)

**QUARTERLY FINANCIAL REPORT** for the period ended December 2022  
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

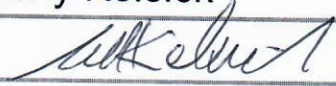
**SIGNATURES**

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

**January 19th 2023**

Date

Name of Director:

**Andrew Kelsick**



Signature

**January 19th 2023**

Date

Name of Chief Financial Officer:

**Bernard Malcolm**



Signature

**January 19th 2023**

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 performance for the period October 2022 – December 2022 continued on a positive note following the September 2022 financial year. All Covid-19 travel restrictions were removed, and the cruise ship sector was fully opened. There was an additional Vat Day during the quarter, which further stimulated customer demand.

This increase in consumer demand increased sales to \$49M, which was 12% above the prior year. The Profit Before Tax for the quarter was \$5.4M, which was 49% above 2021.

Although there was an improved performance for the quarter, the Group continues to monitor and manage the disruption in its supply chain and the risk associated with the current inflation.

The Group asset base remains strong with a Current Ratio of 1: 2.755 and a Debt to Equity Ratio of 0.20: 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 commitments as and when due.

At the end of the period, its overdraft facilities were not fully utilized, and its current ratios were 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*

Several external factors will impact the Group's profitability for the remainder of the financial year.

The constant increase in cost and unavailability of products for resales will affect all divisions of the company and the economy as a whole.

Rising inflation and its effect of reducing consumer demand.

Management has assessed these operational and financial risks factors and will continue to take measures that ensure the profitability of the Group.



**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. Supply chain logistics for the acquisition of products for resale.
2. Cost increases and the inability of the company to maintain margins.
3. Inflation and reduce customer demand

**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 Bank Of Nevis, 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.

Interim dividend on 2022 profits amounting to \$ 4,017,250 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



**S.L. Horsford & Company Limited**  
**Group Consolidated Balance Sheet As at December 2022**

	December 2022	September 2022
<b>Current Assets</b>		
Cash & Bank Balances	9,294,810	3,596,446
Trade Receivables (Note 1)	16,227,533	13,326,968
Inventory	31,007,311	38,982,678
	<b>56,529,654</b>	<b>55,906,092</b>
<b>Non Current Assets</b>		
Fixed Assets	100,569,144	99,743,370
Accounts Receivable (Note 1)	15,292,561	13,702,610
Investment & Long Term Loans	18,541,352	18,541,352
Available For Sale Investment	443,007	443,007
Intangibles	13,665	21,424
	<b>134,859,729</b>	<b>132,451,763</b>
<b>Total Assets</b>	<b>191,389,383</b>	<b>188,357,855</b>
<b>Current Liabilities</b>		
Overdraft	2,107,943	399,466
Demand Loans (Note 2)		
Trade Payables	16,973,438	15,794,163
Provision For Income Tax	1,445,835	1,298,039
	<b>20,527,216</b>	<b>17,491,668</b>
<b>Long Term Liabilities</b>		
Defined Benefit Obligation	4,884,001	4,831,673
Deferred Taxation	6,547,068	6,547,069
	<b>11,431,069</b>	<b>11,378,742</b>
<b>Total Liabilities</b>	<b>31,958,285</b>	<b>28,870,410</b>
<b>Equity</b>		
Share Capital	60,296,860	60,296,860
Retained Earnings (Note 3)	49,023,366	49,079,711
Reserves	50,110,872	50,110,874
Shareholders' Funds	<b>159,431,098</b>	<b>159,487,445</b>
<b>Total Liabilities And Equity</b>	<b>191,389,383</b>	<b>188,357,855</b>

S.L. Horsford Group of Companies

Group Income Statement for the period October 2022 to December 2022

	Oct 2022 - Dec 2022	Oct 2021 - Dec 2021	Oct 2021 - Sept 2022	Oct 2020 - Sept 2021
<b>SALES</b>	<b>49,735,618</b>	<b>44,355,236</b>	<b>147,498,080</b>	<b>130,952,147</b>
Gross Margin	12,952,371	10,746,826	34,917,409	30,554,437
Other Income	2,499,534	2,293,928	10,793,458	9,763,637
<b>GROSS REVENUE</b>	<b>15,451,905</b>	<b>13,040,754</b>	<b>45,710,867</b>	<b>40,318,074</b>
<b>EXPENSES</b>				
Occupancy	969,561	895,606	3,587,068	3,412,130
Insurance	305,846	296,233	1,200,882	1,185,072
Office	536,729	564,113	2,330,277	2,188,797
Employment	5,166,182	4,683,596	18,948,866	18,942,107
Advertising	950,785	758,676	973,504	766,815
Selling & Distribution	527,479	585,200	2,330,792	2,141,497
Depreciation	1,005,819	1,049,177	3,960,746	4,174,053
Sundry Expenses	553,587	500,135	1,481,253	1,745,199
Interest Expenses	11,786	60,433	110,336	309,196
<b>TOTAL EXPENSES</b>	<b>10,027,774</b>	<b>9,393,169</b>	<b>34,923,724</b>	<b>34,864,866</b>
Income Before Associated Companies	5,424,131	3,647,585	10,787,143	5,453,208
Share Of Associated Company Results			2,476,108	1,381,577
<b>PROFIT BEFORE TAX</b>	<b>5,424,131</b>	<b>3,647,585</b>	<b>13,263,251</b>	<b>6,834,785</b>
Less Provision For Tax	(1,463,226)	(1,017,511)	(2,754,911)	(1,821,956)
<b>PROFIT AFTER TAX</b>	<b>3,960,905</b>	<b>2,630,074</b>	<b>10,508,340</b>	<b>5,012,829</b>

**S. L. Horsford And Company Limited**  
**Group Statement Of Cash Flows EC\$**

	Oct 2022 - Dec 2022	Oct 2021 - Dec 2021	Oct 2021 - Sept 2022	Oct 2020 - Sept 2021
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>				
Income before Taxation	5,424,131	3,647,585	13,263,251	6,834,785
<b>Adjustments for:</b>				
Depreciation and Amortization	1,005,819	1,049,177	3,960,746	4,174,053
Gain on disposal of Property, Plant and Equipment	(143,198)	(58,067)	(680,109)	(131,337)
Impairment	225,198	94,455	(65,999)	201,758
Finance Costs incurred	11,786	60,433	110,336	307,651
Pension Plan Expenses	101,619	101,619	406,476	406,476
Share of Income from Associated Companies			(2,476,108)	(1,381,577)
<b>Operating profit before working capital changes</b>	<b>6,625,355</b>	<b>4,895,202</b>	<b>14,518,593</b>	<b>10,411,809</b>
Net change in non-cash working capital balances related to Operations	4,749,740	5,033,672	326,238	4,643,569
	<b>11,375,095</b>	<b>9,928,874</b>	<b>14,844,831</b>	<b>15,055,378</b>
Finance Costs Paid	(11,786)	(60,433)	(110,336)	(307,651)
Pension Payments Made	(49,291)	(49,291)	(197,165)	(196,494)
Taxation Paid	(1,315,430)	(367,302)	(2,211,012)	(3,780,457)
<b>Net cash inflow from Operating activities</b>	<b>9,998,588</b>	<b>9,451,848</b>	<b>12,326,318</b>	<b>10,770,776</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
Purchase of Property, Plant and Equipment	(2,034,787)	(1,574,202)	(3,019,483)	(2,692,875)
Proceeds on disposal of Property, Plant and Equipment	354,153	258,876	2,973,573	284,058
Purchase of Intangibles				(2,891)
Dividend Received from Associated Companies			1,457,583	995,045
<b>Net cash used in investing activities</b>	<b>(1,680,634)</b>	<b>(1,315,326)</b>	<b>1,411,673</b>	<b>(1,416,663)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>				
Non-current Receivables	(310,817)	(211,367)	(11,564)	(8,558)
Long-term loans received/paid		33,006	(4,928,073)	(4,094,119)
Dividends paid to Shareholders	(4,017,250)	(2,370,502)	(4,711,205)	(5,953,223)
<b>Net cash used in financing activities</b>	<b>(4,328,067)</b>	<b>(2,548,863)</b>	<b>(9,650,842)</b>	<b>(10,055,900)</b>
Net Increase/(decrease) in cash and cash equivalents	3,989,887	5,587,659	4,087,149	(701,787)
Cash and cash equivalents - beginning of period	3,196,980	(890,168)	(890,169)	(188,382)
<b>Cash and cash equivalent - end of period</b>	<b>7,186,867</b>	<b>4,697,491</b>	<b>3,196,980</b>	<b>(890,169)</b>
Cash	9,294,810	4,875,175	3,596,446	2,397,549
Bank Overdraft	(2,107,943)	(177,684)	(399,466)	(3,287,718)
	<b>7,186,867</b>	<b>4,697,491</b>	<b>3,196,980</b>	<b>(890,169)</b>



**S.L. Horsford & Company Limited**

**Notes To The Financial Statements As At December 2022**

**Note 1 :- ACCOUNT RECEIVABLE**

Trade and Instalment Receivables	34,233,231
Less: Provision for Impairment	(4,860,812)
	<hr/>
	29,372,419
Sundry Receivables and Prepayments	2,147,675
	<hr/>
	31,520,094
Less: Non Current portion of Receivables	(15,292,561)
	<hr/>
<b>CURRENT RECEIVABLE</b>	<b><u>16,227,533</u></b>

**Note 2 :- LOANS & BANK OVERDRAFT**

Overdrafts	2,107,943
Bank Loans	
Demand Loans	
	<hr/>
<b>TOTAL CURRENT LOANS AND OVERDRAFTS</b>	<b><u>2,107,943</u></b>
	<hr/>
Loans - Current	2,107,943
Loans - Non Current	

**Note 3 :- Retained Earnings**

As at September 2022	49,079,711
Less Dividend For The Quarter	(4,017,250)
Profit/(Loss) After Tax For The Quarter	3,960,905
	<hr/>
	<b><u>49,023,366</u></b>

**Note 4 :- PROVISION FOR TAXATION AT 25%**

Profit Before Tax	5,424,131
Not Taxable Income	
	<hr/>
Taxable Profit/(Loss)	5,424,131
Estimated Tax Charge For The Quarter	(1,463,226)
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<b>Current Quarter Profit/(Loss) After Tax</b>	<b>3,960,905</b>