

**L.J.WILLIAMS LIMITED****Chairman's Review 1st Quarter FY 2021**

Group sales for the quarter were \$29.06 million vs \$30.5 million in the previous year, a 4% sales decline. Loss before tax was \$353,000 vs a profit of \$1.12 million for the same period last year.

The Covid 19 health crisis, both locally and abroad, has impacted our Group results for this quarter.

The Parent company sales were flat with an improved profit over the same period last year. Our Food and Hardware Divisions remained open, as a distributor we continued to sell our products to companies deemed essential. The Food Division results were better than previous year's despite being impacted by shortages from US and UK suppliers. This supplier shortage is expected to continue through the 2nd quarter and possibly into the 3rd quarter.

The Hardware Division did not show any improvement for the first quarter as not all hardwares remained open. Despite lower sales we showed a higher profit due to reduced overhead costs

Shipping Division sales were down, this was expected due to the closing of our border, and most stores, which resulted in fewer shipments into the country.

The Home Store was most impacted by the Stay at Home order and all stores were closed in April. Our Barataria branch opened in May while Chaguanas and C3 remained closed until June. Our landlords were very generous in the waiving of our rents during the closures and reopening period. This generosity was offset by IFRS 16 which negated the savings on rent that we would have had. The closures significantly impacted our profitability for this quarter and we have taken steps to reduce our overheads. We expect to reverse the 1st Quarter loss by the end of the year provided there are no further shocks to our economy.

With the lifting of the Stay at Home order in June, we are cautiously optimistic that the company will be profitable for FY2021.

**Krishna Bahadoorsingh, CMT. Ph.D.
Chairman**

Statement of Financial Position

	Unaudited 30 June 2020 \$'000	Audited 31 March 2020 \$'000	Unaudited 30 June 2019 \$'000
Assets			
Investment property	15,650	15,650	15,650
Property, plant and equipment	66,857	67,345	64,367
Right of use assets	14,400	15,164	-
Available-for-sale financial assets	262	240	266
Other non-current assets	-	-	240
Total non-current assets	97,169	98,399	80,523
Current assets	56,607	59,153	59,560
Total assets	153,776	157,552	140,083
Equity and Liabilities			
Share capital	33,976	33,976	33,976
Reserves	17,295	17,273	17,997
Retained earnings	32,785	33,342	30,498
Total Equity	84,056	84,591	82,471
Total non-current liabilities	28,186	23,581	14,651
Total current liabilities	41,534	49,380	42,961
Total equity and liabilities	153,776	157,552	140,083

Statement of Comprehensive Income

	Unaudited Quarter Ended 30 June 2020 \$'000	Audited Year Ended 31 March 2020 \$'000	Unaudited Quarter Ended 30 June 2019 \$'000
Sales	29,059	147,247	30,290
Operating profit	668	11,410	2,048
Finance cost	(1,021)	(4,803)	(849)
(Loss)/profit before taxation	(353)	6,607	1,199
Taxation	(204)	(1,353)	(257)
(Loss)/profit for the period	(557)	5,254	942
Other Comprehensive Income			
Items that will not be reclassified to profit and loss			
Remeasurement of retirement benefit assets	-	(698)	-
	-	(698)	-
Items that maybe subsequently classified to profit and loss			
Fair value gain/(loss)	22	(28)	(2)
	22	(28)	(2)
Total comprehensive (loss)/profit for the year attributable to equity holders of the company	(535)	4,528	940
(Loss)/profit per share from attributable to the equity holders of the company during the year			
-basic	(2.2 cents)	22 cents	3.5 cents

Statement of changes in equity

	Share Capital \$'000	Other Reserves \$'000	Retained Earnings \$'000	Total Equity \$'000
Quarter Ended 30 June 2020				
Balance at 1 April 2020	33,976	17,273	33,342	84,591
Comprehensive Income				
Loss for the period			(557)	(557)
Other Comprehensive Income				
Fair value gain on available-for-sale financial assets	-	22	-	22
Balance at 30 June 2020	33,976	17,295	32,785	84,056
Year Ended 31 March 2020				
Balance at 1 April 2019	33,976	17,999	29,556	81,531
Comprehensive Income				
Profit for the year	-	-	5,254	5,254
Dividend paid			(1,468)	(1,468)
Other Comprehensive Income				
Loss on revaluation of land and buildings	-	-	-	-
Remeasurement on retirement benefit assets	-	(698)	-	(698)
Fair value loss on available-for-sale financial assets	-	(28)	-	(28)
Balance at 31 March 2020	33,976	17,273	33,342	84,591
Quarter Ended 30 June 2019				
Balance at 1 April 2019	33,976	17,999	29,556	81,531
Comprehensive Income				
Profit for the period			942	942
Other Comprehensive Income				
Fair value loss on available-for-sale financial assets	-	(2)	-	(2)
Balance at 30 June 2019	33,976	17,997	30,498	82,471

Statement of Cash Flows

	Unaudited Quarter Ended 30 June 2020 \$'000	Audited Year Ended 31 March 2020 \$'000	Unaudited Quarter Ended 30 June 2019 \$'000
Net Cash Generated (Used In)/From Operating Activities	(5,294)	17,862	(1,001)
Net Cash Generated (Used In) Investing Activities	(333)	(10,287)	(2,342)
Net Cash Generated (Used In) Financing Activities	5,124	(1,523)	4,262
Net (Decrease)/Increase In Cash And Cash Equivalents	(503)	6,052	919
Cash And Cash Equivalents At Beginning Of Year	(11,142)	(17,194)	(17,194)
Cash And Cash Equivalents At End Of Year	(11,645)	(11,142)	(16,275)

Director

Director