



## **SEPROD LIMITED**

INTERIM REPORT

**12 MONTHS ENDED**  
**31 DECEMBER 2023**



## HIGHLIGHTS FOR Q4 2023 YEAR-TO-DATE



### REVENUE

**December 2023 – \$113.04 billion**

December 2022 – \$78.43 billion



### NET PROFIT

**December 2023 – \$5.45 billion**

December 2022 – \$2.92 billion



### EPS

**December 2023 – \$5.14 per share**

December 2022 – \$2.92 per share



### STOCKHOLDERS' EQUITY

**December 2023 – \$36.66 billion**

December 2022 – \$32.89 billion



## INTERIM REPORT TO THE STOCKHOLDERS

### ● **Q4 performance (October-December 2023)**

For the three (3) months ended 31 December 2023 (Q3), the Seprod Group achieved revenues of \$30.84 billion, an increase of \$2.61 billion or 9% over the corresponding period in 2022; and net profit of \$1.49 billion, an increase of \$279 million or 23% over the prior period.

### ● **Q4 year-to-date performance (January-December 2023)**

For the twelve (12) months ended 31 December 2023 (Q4 year-to-date), the Seprod Group achieved revenues of \$113.04 billion, an increase of \$34.61 billion or 44% over the corresponding period in 2022; and net profit of \$5.45 billion, an increase of \$2.53 billion or 87% over the prior period.

The Group acquired a majority shareholding in A.S. Bryden Holdings Limited (ASBH) in June 2022; the Group's 2023 results, therefore, include 12 months of the results of ASBH compared to 7 months for 2022.

- The explanation for the improved business performance remains consistent with the prior quarters:
  - Continued growth in the business post ASBH acquisition in June 2022
  - 45% increase in export sales
  - Significant progress in the modernization of the margarine plant, which has led to improved availability of key shortening and margarine products.

Despite the high risk of uncertainty in the geopolitical environment and increasing credit risk in the domestic market, management is positive on the outlook and is focused on several initiatives to deliver outstanding results, which include:

- Deepening technology integration in the business to drive efficiency and to improve productivity
- Growing exports by at least 40%
- Upskilling our human capital
- Extracting synergies from the ASBH acquisition
- Continuing the build-out of our regional platform to be the partner of choice for great brands

We thank you for your support and remain confident that the Seprod Group will deliver outstanding performance in 2024.

  
P. B. Scott  
Chairman  
R. R. Pandohie  
Chief Executive Officer

February 15, 2024



## SHAREHOLDERS PROFILE AS AT 31 DECEMBER 2023

### Ten Largest Shareholders

|                                                                                          |             |
|------------------------------------------------------------------------------------------|-------------|
| 1. Musson (Jamaica) Limited                                                              | 233,747,988 |
| 2. Coconut Industry Board                                                                | 163,420,345 |
| 3. JCSD Trustee Services Limited – Facey Group Limited                                   | 125,234,043 |
| 4. Grace Kennedy Pension Fund Custodian Limited for Grace Kennedy Limited Pension Scheme | 21,955,904  |
| 5. National Insurance Fund                                                               | 15,443,045  |
| 6. Scotia Jamaica Investment Management - A/C 3119                                       | 12,162,075  |
| 7. ATL Group Pension Fund Trustee Nominee Limited                                        | 6,492,559   |
| 8. NCB Insurance Agency and Fund Managers Limited - A/C 109                              | 4,708,662   |
| 9. JCSD Trustee Services Limited – Barita Unit Trust Capital Growth Fund                 | 4,423,174   |
| 10. Sagicor Select Fund Limited ('Class C' Shares) Manufacturing and Distribution        | 4,189,298   |

### Shareholding of Directors

|                                                  |             |
|--------------------------------------------------|-------------|
| 1. Paul B. Scott (Chairman)                      | Nil         |
| - connected persons                              | 366,772,031 |
| 2. Richard R. Pandohie (Chief Executive Officer) | 3,998,231   |
| 3. Byron E. Thompson                             | 1,220,668   |
| 4. Melanie Subratie                              | Nil         |
| - connected persons                              | 366,772,031 |
| 5. Michael J. Subratie                           | Nil         |
| 6. Nicholas Scott                                | 122,884     |
| - connected persons                              | 961,000     |
| 7. Christopher Gentles                           | Nil         |
| 8. Patrick Scott                                 | 3,000,000   |
| 9. Nicholas Jones                                | Nil         |
| 10. Brian Wynter                                 | Nil         |
| 11. Mark Suomi                                   | Nil         |
| 12. Ron Schindler                                | Nil         |



## Shareholding of Executive Committee

|                             |           |
|-----------------------------|-----------|
| 1. Marilyn Anderson         | 25,000    |
| 2. Carol Andrade            | 13,000    |
| 3. Juan Baez                | Nil       |
| 4. Damion Dodd              | 300,000   |
| 5. Fredy Graell             | Nil       |
| 6. Chana Hay                | 1,375,500 |
| 7. Hossam Monir             | Nil       |
| 8. Keshia Nelson-Brown      | Nil       |
| 9. Richard Pandohie         | 3,998,231 |
| 10. Patrick Scott           | 3,000,000 |
| 11. Patrick Sterling        | 20,700    |
| 12. Tameka Williamson-Smart | Nil       |
| 13. Perry Wright            | 6,500     |

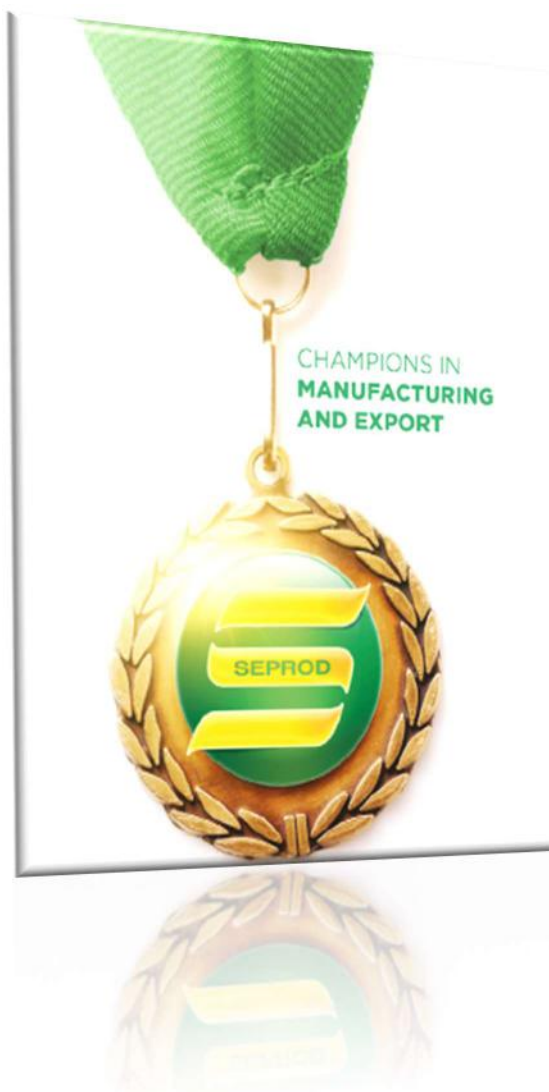


## UNAUDITED INTERIM FINANCIAL STATEMENTS

### 12 MONTHS ENDED 31 DECEMBER 2023

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## Consolidated Statement of Comprehensive Income (Unaudited)

(expressed in Jamaican dollars unless otherwise indicated)

|                                                                            | 3 months ended 31 December |              | 12 months ended 31 December |              |
|----------------------------------------------------------------------------|----------------------------|--------------|-----------------------------|--------------|
|                                                                            | 2023                       | 2022         | 2023                        | 2022         |
|                                                                            | \$'000                     | \$'000       | \$'000                      | \$'000       |
| <b>Revenue</b>                                                             | 30,841,744                 | 28,230,267   | 113,044,679                 | 78,433,836   |
| Direct expenses                                                            | (23,056,074)               | (20,962,315) | (84,400,559)                | (56,123,964) |
| <b>Gross Profit</b>                                                        | 7,785,670                  | 7,267,952    | 28,644,120                  | 22,309,872   |
| Other operating income                                                     | 312,196                    | 183,204      | 2,036,424                   | 1,762,732    |
| Other operating expenses                                                   | (5,953,264)                | (5,607,830)  | (21,030,151)                | (18,098,065) |
| <b>Operating Profit</b>                                                    | 2,144,602                  | 1,843,326    | 9,650,393                   | 5,974,539    |
| Finance costs                                                              | (663,127)                  | (660,474)    | (3,054,932)                 | (1,837,476)  |
| Share of results of joint venture                                          | 91,355                     | 85,659       | 268,687                     | 106,552      |
| <b>Profit before Taxation</b>                                              | 1,572,830                  | 1,268,511    | 6,864,148                   | 4,243,615    |
| Taxation                                                                   | (57,407)                   | (59,874)     | (1,338,090)                 | (1,146,933)  |
| <b>Net Profit from continuing operations</b>                               | 1,515,423                  | 1,208,637    | 5,526,058                   | 3,096,682    |
| Net loss from discontinued operations                                      | (28,328)                   | (716)        | (74,475)                    | (178,690)    |
| <b>Net Profit</b>                                                          | 1,487,095                  | 1,207,921    | 5,451,583                   | 2,917,992    |
| Other comprehensive income, net of taxes                                   | (288,036)                  | (336,021)    | 34,119                      | 194,233      |
| <b>Total Comprehensive Income</b>                                          | 1,199,059                  | 871,900      | 5,485,702                   | 3,112,225    |
| <b>Net Profit is attributable to:</b>                                      |                            |              |                             |              |
| Stockholders of the Company                                                | 997,849                    | 703,247      | 3,770,629                   | 2,143,973    |
| Non-controlling interests                                                  | 489,246                    | 504,674      | 1,680,954                   | 774,019      |
| <b>Total</b>                                                               | 1,487,095                  | 1,207,921    | 5,451,583                   | 2,917,992    |
| <b>Total Comprehensive Income is attributable to:</b>                      |                            |              |                             |              |
| Stockholders of the Company                                                | 709,813                    | 586,117      | 3,804,748                   | 2,419,051    |
| Non-controlling interests                                                  | 489,246                    | 285,783      | 1,680,954                   | 693,174      |
| <b>Total</b>                                                               | 1,199,059                  | 871,900      | 5,485,702                   | 3,112,225    |
| <b>Earnings per Stock Unit attributable to Stockholders of the Company</b> |                            |              |                             |              |
| Continuing operations                                                      | \$1.40                     | \$0.96       | \$5.24                      | \$3.17       |
| Discontinued operations                                                    | (\$0.04)                   | (\$0.00)     | (\$0.10)                    | (\$0.25)     |
| <b>Total</b>                                                               | \$1.36                     | \$0.96       | \$5.14                      | \$2.92       |





## Consolidated Statement of Financial Position (Unaudited)

(expressed in Jamaican dollars unless otherwise indicated)

|                                                           | 31 December<br>2023<br>\$'000 | 31 December<br>2022<br>\$'000 |
|-----------------------------------------------------------|-------------------------------|-------------------------------|
| <b>Non-current Assets</b>                                 |                               |                               |
| Property, plant and equipment                             | 21,196,863                    | 20,778,802                    |
| Right of use assets                                       | 1,810,037                     | 1,856,714                     |
| Intangible assets                                         | 12,710,593                    | 13,205,047                    |
| Investments                                               | 1,255,553                     | 1,221,434                     |
| Investment in joint venture                               | 1,394,233                     | 1,125,546                     |
| Long term receivables                                     | 1,087,793                     | 1,180,972                     |
| Post-employment benefit asset                             | 674,693                       | 674,693                       |
| Biological assets                                         | 445,105                       | 458,981                       |
| Deferred tax assets                                       | 1,982,344                     | 1,796,354                     |
|                                                           | <u>42,557,214</u>             | <u>42,298,543</u>             |
| <b>Current Assets</b>                                     |                               |                               |
| Inventories                                               | 26,239,788                    | 27,464,700                    |
| Biological assets                                         | 51,254                        | 51,254                        |
| Receivables                                               | 22,744,246                    | 19,414,777                    |
| Current portion of long term receivables                  | 222,537                       | 233,368                       |
| Non-current assets held for sale                          | 285,761                       | 285,761                       |
| Taxation recoverable                                      | 151,088                       | 278,639                       |
| Cash and bank balances                                    | 4,743,280                     | 4,469,995                     |
|                                                           | <u>54,437,954</u>             | <u>52,198,494</u>             |
| <b>Current Liabilities</b>                                |                               |                               |
| Payables                                                  | 20,699,511                    | 21,244,218                    |
| Current portion of long term liabilities                  | 10,296,805                    | 6,031,153                     |
| Current portion of lease obligations                      | 357,074                       | 377,761                       |
| Taxation payable                                          | 524,745                       | 863,207                       |
|                                                           | <u>31,878,135</u>             | <u>28,516,339</u>             |
| <b>Net Current Assets</b>                                 | <u>22,559,819</u>             | <u>23,682,155</u>             |
|                                                           | <u>65,117,033</u>             | <u>65,980,698</u>             |
| <b>Equity Attributable to Stockholders of the Company</b> |                               |                               |
| Share capital                                             | 5,768,558                     | 5,768,558                     |
| Preference shares                                         | 3,191,020                     | 3,191,020                     |
| Capital reserves                                          | 7,088,509                     | 7,054,390                     |
| Retained earnings                                         | 14,000,434                    | 11,535,884                    |
|                                                           | <u>30,048,521</u>             | <u>27,549,852</u>             |
| <b>Non-controlling Interest</b>                           | <u>6,607,787</u>              | <u>5,344,763</u>              |
|                                                           | <u>36,656,308</u>             | <u>32,894,615</u>             |
| <b>Non-current Liabilities</b>                            |                               |                               |
| Post-employment benefit obligations                       | 298,416                       | 1,655,416                     |
| Long term liabilities                                     | 24,274,773                    | 26,981,402                    |
| Lease obligations                                         | 1,129,692                     | 1,720,532                     |
| Deferred tax liabilities                                  | 2,757,844                     | 2,728,733                     |
|                                                           | <u>28,460,725</u>             | <u>33,086,083</u>             |
|                                                           | <u>65,117,033</u>             | <u>65,980,698</u>             |

Approved for issue by the Board of Directors on 15 February 2024 and signed on its behalf by:

Paul B. Scott

Chairman

Richard R. Pandohie

Director





## Consolidated Statement of Changes in Equity (Unaudited)

(expressed in Jamaican dollars unless otherwise indicated)

|                                               | 12 months ended 31 December 2023            |                             |                            |                             |                        |                          |                   |
|-----------------------------------------------|---------------------------------------------|-----------------------------|----------------------------|-----------------------------|------------------------|--------------------------|-------------------|
|                                               | Attributable to stockholders of the Company |                             |                            |                             |                        | Non-controlling Interest | Total             |
|                                               | Share Capital<br>\$'000                     | Preference Shares<br>\$'000 | Capital Reserves<br>\$'000 | Retained Earnings<br>\$'000 | Total Equity<br>\$'000 | \$'000                   | \$'000            |
| At 1 January 2023                             | 5,768,558                                   | 3,191,020                   | 7,054,390                  | 11,535,884                  | 27,549,852             | 5,344,763                | 32,894,615        |
| Total comprehensive income:                   |                                             |                             |                            |                             |                        |                          |                   |
| Profit for the period                         | -                                           | -                           | -                          | 3,770,629                   | 3,770,629              | 1,680,954                | 5,451,583         |
| Fair value gains on investments               | -                                           | -                           | 34,119                     | -                           | 34,119                 | -                        | 34,119            |
|                                               | -                                           | -                           | 34,119                     | 3,770,629                   | 3,804,748              | 1,680,954                | 5,485,702         |
| Transactions with owners:                     |                                             |                             |                            |                             |                        |                          |                   |
| Ordinary dividends declared by the Company    | -                                           | -                           | -                          | (1,210,353)                 | (1,210,353)            | -                        | (1,210,353)       |
| Preference dividends declared by a subsidiary | -                                           | -                           | -                          | (95,726)                    | (95,726)               | -                        | (95,726)          |
| Ordinary dividends declared by a subsidiary   | -                                           | -                           | -                          | -                           | -                      | (417,930)                | (417,930)         |
| <b>At 31 December 2023</b>                    | <b>5,768,558</b>                            | <b>3,191,020</b>            | <b>7,088,509</b>           | <b>14,000,434</b>           | <b>30,048,521</b>      | <b>6,607,787</b>         | <b>36,656,308</b> |



|                                               | 12 months ended 31 December 2022            |                             |                            |                             |                        |                          |                   |
|-----------------------------------------------|---------------------------------------------|-----------------------------|----------------------------|-----------------------------|------------------------|--------------------------|-------------------|
|                                               | Attributable to stockholders of the Company |                             |                            |                             |                        | Non-controlling Interest | Total             |
|                                               | Share Capital<br>\$'000                     | Preference Shares<br>\$'000 | Capital Reserves<br>\$'000 | Retained Earnings<br>\$'000 | Total Equity<br>\$'000 | \$'000                   | \$'000            |
| At 1 January 2022                             | 5,768,558                                   | -                           | 6,700,164                  | 10,980,182                  | 23,448,904             | -                        | 23,448,904        |
| Total comprehensive income:                   |                                             |                             |                            |                             |                        |                          |                   |
| Profit for the period                         | -                                           | -                           | -                          | 2,143,974                   | 2,143,974              | 774,019                  | 2,917,992         |
| Re-measurement on post-employment benefits    | -                                           | -                           | -                          | (79,148)                    | (79,148)               | (80,845)                 | (159,993)         |
| Currency translation gains and losses         | -                                           | -                           | (13,417)                   | -                           | (13,417)               | -                        | (13,417)          |
| Fair value gains on investments               | -                                           | -                           | 367,643                    | -                           | 367,643                | -                        | 367,643           |
| Transactions with owners:                     | -                                           | -                           | 352,226                    | 2,064,825                   | 2,419,051              | 693,174                  | 3,112,225         |
| On acquisition of subsidiary                  | -                                           | 3,191,020                   | -                          | (347,438)                   | 2,843,582              | 4,836,739                | 7,680,321         |
| Ordinary dividends declared by the Company    | -                                           | -                           | -                          | (1,100,321)                 | (1,100,321)            | -                        | (1,100,321)       |
| Preference dividends declared by a subsidiary | -                                           | -                           | -                          | (61,364)                    | (61,364)               | -                        | (61,364)          |
| Ordinary dividends declared by a subsidiary   | -                                           | -                           | -                          | -                           | -                      | (185,150)                | (185,150)         |
| <b>At 31 December 2022</b>                    | <b>5,768,558</b>                            | <b>3,191,020</b>            | <b>7,054,390</b>           | <b>11,535,884</b>           | <b>27,549,852</b>      | <b>5,344,763</b>         | <b>32,894,615</b> |



## Consolidated Statement of Cash Flows (Unaudited)

(expressed in Jamaican dollars unless otherwise indicated)

|                                                   | 12 months ended 31 December |                  |
|---------------------------------------------------|-----------------------------|------------------|
|                                                   | 2023                        | 2022             |
|                                                   | \$'000                      | \$'000           |
| <b>Cash Flows from Operating Activities</b>       |                             |                  |
| Net profit                                        | 5,451,583                   | 2,917,992        |
| Items not affecting cash resources:               |                             |                  |
| Amortization of intangible assets                 | 494,454                     | 367,494          |
| Depreciation                                      | 1,710,866                   | 1,497,238        |
| Interest income                                   | (76,445)                    | (77,708)         |
| Interest expense –                                |                             |                  |
| Lease obligations                                 | 100,072                     | 112,851          |
| Loans and other                                   | 2,672,787                   | 1,830,663        |
| Results of joint venture                          | (268,687)                   | (106,552)        |
| Post-employment benefits                          | (1,357,000)                 | (10,389)         |
| Taxation                                          | 1,338,090                   | 1,146,933        |
|                                                   | 10,065,720                  | 7,678,522        |
| Changes in operating assets and liabilities:      |                             |                  |
| Inventories                                       | 1,224,912                   | (8,509,378)      |
| Receivables                                       | (3,329,469)                 | (3,087,522)      |
| Biological assets                                 | 13,876                      | 89,221           |
| Payables and other                                | (544,707)                   | 5,100,942        |
|                                                   | 7,430,332                   | 1,271,785        |
| Taxation paid                                     | (1,705,880)                 | (1,391,223)      |
| Cash provided by/(used in) operating activities   | 5,724,452                   | (119,438)        |
| <b>Cash Flows from Investing Activities</b>       |                             |                  |
| Net purchase of property, plant and equipment     | (1,851,608)                 | (2,079,087)      |
| Encashment of investments                         | -                           | 30,050           |
| Net cash received on acquisition of subsidiary    | -                           | 6,099,991        |
| Long term receivables                             | 104,010                     | 136,323          |
| Interest received                                 | 76,445                      | 77,708           |
| Cash (used in)/provided by investing activities   | (1,671,153)                 | 4,317,540        |
| <b>Cash Flows from Financing Activities</b>       |                             |                  |
| Long term loans                                   | 1,535,678                   | 2,109,584        |
| Lease obligations                                 | (942,241)                   | (364,150)        |
| Dividends paid                                    | (1,724,009)                 | (1,364,835)      |
| Interest paid                                     | (2,649,442)                 | (1,773,728)      |
| Cash used in financing activities                 | (3,780,014)                 | (1,375,129)      |
| Change in cash and cash equivalents               | 273,285                     | 2,820,243        |
| Cash and cash equivalents at beginning of period  | 4,469,995                   | 1,649,752        |
| <b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b> | <b>4,743,280</b>            | <b>4,469,995</b> |



## Business Segments (Unaudited)

(expressed in Jamaican dollars unless otherwise indicated)

| 12 months ended 31 December 2023 | Manufacturing     | Distribution       | Eliminations        | Group              |
|----------------------------------|-------------------|--------------------|---------------------|--------------------|
|                                  | \$'000            | \$'000             | \$'000              | \$'000             |
| External revenue                 | 13,028,484        | 100,016,195        | -                   | 113,044,679        |
| Inter-segment revenue            | 19,600,894        | -                  | (19,600,894)        | -                  |
| <b>Total revenue</b>             | <b>32,629,378</b> | <b>100,016,195</b> | <b>(19,600,894)</b> | <b>113,044,679</b> |
| Segment result                   | 3,273,380         | 6,675,913          | -                   | 9,949,293          |
| Unallocated income and expenses  |                   |                    |                     | (298,900)          |
| <b>Operating profit</b>          |                   |                    |                     | <b>9,650,393</b>   |
| Segment assets                   | 19,041,442        | 57,029,930         | -                   | 76,071,372         |
| Unallocated assets               |                   |                    |                     | 20,923,796         |
| <b>Total assets</b>              |                   |                    |                     | <b>96,995,168</b>  |
| Segment liabilities              | 9,474,991         | 34,331,099         | -                   | 43,806,090         |
| Unallocated liabilities          |                   |                    |                     | 16,532,770         |
| <b>Total liabilities</b>         |                   |                    |                     | <b>60,338,860</b>  |
| Capital expenditure              | 753,843           | 1,097,765          | -                   | 1,851,608          |
| Unallocated capital expenditure  |                   |                    |                     | -                  |
| <b>Total capital expenditure</b> |                   |                    |                     | <b>1,851,608</b>   |
| Depreciation                     | 640,507           | 906,403            | -                   | 1,546,910          |
| Unallocated depreciation         |                   |                    |                     | 163,956            |
| <b>Total depreciation</b>        |                   |                    |                     | <b>1,710,866</b>   |

| 12 months ended 31 December 2022 | Manufacturing     | Distribution      | Eliminations        | Group             |
|----------------------------------|-------------------|-------------------|---------------------|-------------------|
|                                  | \$'000            | \$'000            | \$'000              | \$'000            |
| External revenue                 | 13,249,511        | 65,184,325        | -                   | 78,433,836        |
| Inter-segment revenue            | 14,647,783        | -                 | (14,647,783)        | -                 |
| <b>Total revenue</b>             | <b>27,897,294</b> | <b>65,184,325</b> | <b>(14,647,783)</b> | <b>78,433,836</b> |
| Segment result                   | 1,821,321         | 4,173,837         | -                   | 5,995,158         |
| Unallocated income and expenses  |                   |                   |                     | (20,619)          |
| <b>Operating profit</b>          |                   |                   |                     | <b>5,974,539</b>  |
| Segment assets                   | 21,159,893        | 49,220,581        | -                   | 70,380,474        |
| Unallocated assets               |                   |                   |                     | 24,116,563        |
| <b>Total assets</b>              |                   |                   |                     | <b>94,497,037</b> |
| Segment liabilities              | 8,989,500         | 34,090,893        | -                   | 43,080,393        |
| Unallocated liabilities          |                   |                   |                     | 18,522,029        |
| <b>Total liabilities</b>         |                   |                   |                     | <b>61,602,422</b> |
| Capital expenditure              | 907,207           | 1,244,259         | -                   | 2,151,466         |
| Unallocated capital expenditure  |                   |                   |                     | -                 |
| <b>Total capital expenditure</b> |                   |                   |                     | <b>2,151,466</b>  |
| Depreciation                     | 643,107           | 801,277           | -                   | 1,444,384         |
| Unallocated depreciation         |                   |                   |                     | 52,854            |
| <b>Total depreciation</b>        |                   |                   |                     | <b>1,497,238</b>  |

Total revenue for the period includes export sales of \$5,102,735,000 (2022 – \$3,239,754,000).



## Notes to the Interim Financial Statements

(expressed in Jamaican dollars unless otherwise indicated)

### Basis of preparation

These unaudited interim financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and IFRS Interpretations Committee (IFRS IC) applicable to companies reporting under IFRS. The financial statements have been prepared under the historical cost convention, as modified by the measurement of: land and buildings, investments and defined benefit pension plan assets at fair value; and assets held for sale and biological assets at fair value less costs to sell.

The accounting policies followed in these interim financial statements are consistent with those used in the audited financial statements for the year ended 31 December 2022.

These interim financial statements do not reflect adjustments for the re-measurement of post-employment benefits or for the fair value of investments (other than those resulting from changes in foreign exchange rates) as at 31 December 2023. Such adjustments are made during the annual audit process based on independent valuations and will be reflected in the annual audited financial statements.



**SEPROD LIMITED**

3 Felix Fox Boulevard, Kingston, Jamaica