

Results for the Financial Year ended December 31, 2016:
Revenues for the financial year end increased by $64 \%$ to $\$ 857.04$ million compared to $\$ 523.25$ million for the last financial year. The quarter had a $72 \%$ or $\$ 103.18$ million increase in Operating Revenues to $\$ 247.25$ million.
Cost of Sales increased by $62 \%$ to $\$ 703.86$ million from $\$ 435.65$ million for the 2015 financial year end. As a result, Gross Profit increased by $75 \%$ to $\$ 153.19$ million (2015: $\$ 87.60$ million).

Other Income increased by $21 \%$ and amounted to $\$ 1.23$ million for the 2016 financial year. As a result, Total Operating Income increased by $74 \%$ to $\$ 154.42$ million (2015: $\$ 88.61$ million).
Total Expenses has increased by $35 \%$ to $\$ 51.25$ million (2015: $\$ 38$ million). This was as a result of a $117 \%$ increase in Selling and Marketing Expenses from $\$ 6.03$ million in 2015 to $\$ 13.08$ million in 2016. Administrative and Other Expenses for the financial year has increased by $\$ 9.05$ million or $33 \%$ to $\$ 36.32$ million while Finance Costs has declined by $61 \%$ to $\$ 1.85$ million.

For the quarter, Total Expenses has increased by $73 \%$ and amounted to $\$ 13.80$ million. Consequently, Profit before Tax increased by $104 \%$ from $\$ 50.61$ million to $\$ 103.17$ million. There was a tax charge of $\$ 4.18$ million in 2016 relative to $\$ 10.26$ million recorded for the prior year.

As a result, Net Profit for the year was reported at $\$ 98.99$ million, an increase of $145 \%$ on the previous year's total of $\$ 40.35$ million. For the quarter, this increased by $154 \%$ to $\$ 32.35$ million relative to $\$ 12.75$ million recorded in the fourth quarter of 2015 .

| $\square$ | FOREIGN EXCHANGE MARKET TRADING SUMMARY * |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | PURCHASE RATE |  |  | SALES RATE |  |  |
| Highest | Lowest | Weighted <br> Average <br> Rate | Highest | Lowest | Weighted <br> Average <br> Rate |  |
| USD | 130.800 | 93.380 | 128.8881 | 140.690 | 100.910 | 129.9083 |
| CAN | 95.800 | 68.250 | 94.3669 | 102.830 | 89.500 | 95.2401 |
| GBP | 168.500 | 122.250 | 163.6217 | 184.190 | 159.500 | 167.3804 |
| EURO | 142.750 | 102.750 | 136.5034 | 150.700 | 129.500 | 143.2190 |

*Rates as at May 6, 2017

## $\square$ MONEY MARKET

The Jamaican dollar fixed income market was illiquid in today's (May 9, 2017) trading session. The overnight rates were quoted around $4.00 \%$ to $4.50 \%$ while the 30 -day rates were between $5.5 \%$ to $5.9 \%$.

The US dollar fixed income market was also liquid during today's (May 9, 2017) trading session; The overnight market rates were quoted at $1 \%$ while the 30 -day market rates stood around $1.30 \%$ to $1.35 \%$.

## OVER THE COUNTER FUNDS (CI FUNDS)

## CI Pacific Corporate Class

This fund's objective is to obtain maximum long-term capital growth. It invests primarily in equity and equity-related securities of established companies that the portfolio advisor believes have good growth potential .The fund has a 1 year return of $19.7 \%$ and a 5 year return of $10.3 \%$ as at April 30, 2017. The Fund also has a three months return of $10.4 \%$.


## U.S.: Markets Are Doing Nothing, and Investors Have Nowhere to Hide

"It doesn't pay to worry about the unprecedented market calm. As U.S. stocks trade at fresh highs and volatility across assets is so subdued it's touching near-record lows, hedging seems like a luxury. It's getting harder to justify coughing up money for cheap protection that ends up seeming overpriced in the face of rare, and quickly reversing, selloffs. With the French election out of the way, investors have stopped paying what had been a five-month high in the cost of insuring against declines in the S\&P 500 Index. The price of hedging against a 5 percent drop in the gauge over the next month is 36 percent below it's five-year average. Meanwhile the Bank of America Corp.'s Skew Index, which measures demand for hedging against large swings in global equities and currencies, is it's lowest since 2013."
https://www.bloomberg.com/news/articles/2017-05-09/finding-protection-is-tricky-as-low-volatility-punishes-hedges

## PLATINUM PORTFOLIO

| Platinum Portfolio Yield Measures as at May 8, 2017 |  |
| :--- | :---: |
|  | Percentage (\%) |
| Yield to Maturity | 4.69 |
| Weighted Average Coupon | 5.30 |
| Current Yield | 5.35 |

The platinum portfolio has an effective maturity of 11.58 years and duration of 4.10 years.

Europe: British exporters see few long-term gains from sterling windfall
"With 85 percent of its customers outside Britain, Sheffield-based Gripple should be cheering the plunge in sterling since last year's vote to leave the European Union, which means every overseas sale brings in more pounds than before. British exporters are enjoying a Brexit windfall as a result of the pound's fall, which has helped push up the value of the goods they export by 15 percent since a year ago. Some hope the boost to manufacturers will foster a rebalancing of the economy, which has long relied on domestic consumers. But Gordon Macrae, a senior manager at Gripple, which makes metal parts used to connect and tension steel cables, does not expect the boost to last long enough to justify speeding up investment plans, despite strong demand for its products. "My honest view is that the government is slightly delusional if it senses there is a great opportunity for companies with the current value of sterling," he said, speaking at a Gripple factory in the northern English city of Sheffield."
http://www.reuters.com/article/us-britain-eu-exports-idUSKBN1850M1

## $\square$ STRUCTURED PRODUCT

## Mayberry MMEP

Mayberry Investments Limited offers managed equity portfolios for both institutions and individuals. The MMEP is a full discretionary managed portfolio of a diversified group of stocks. The stocks that are included in the portfolio represent Mayberry's top recommended stocks, which are to be found in the Mayberry's top equity picks. Persons who find it difficult to manage their equity portfolios on a day to day basis should consider the MMEP. Further, the MMEP is for individuals and institutions who would like to pursue a medium to long term equity strategy.

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## MIL Ratings System:

BUY: We believe the stock is attractively valued. The company has sound or improving fundamentals that should allow it to outperform the broader market. We anticipate the stock will outperform the market over the next 12 months. The risk factors to achieving price targets are minimal.

HOLD: We believe the stock is fairly valued at the current price. The company may have issues affecting fundamentals that could take some time to resolve. Alternatively, company fundamentals may be sound, but this is fully reflected in the current stock price. The risk factors to achieving price targets are moderate. Some volatility is expected. In addition, technically it may be difficult to attain additional volume of the stock(s) at current price.

SELL: We believe the stock is overpriced relative to the soundness of the company's fundamentals and long-term prospects.

SPECULATIVE BUY: We believe the prospects for capital appreciation exist, however there is some level of uncertainty in revenue growth.
Source: www.jamstockex.com, www.bloomberg.com, www.investopedia.com, www.tradewire.com

