



**Management's Discussion and Analysis of
Financial and Operating Performance**
For the quarter ended March 31, 2025
Reported in JM\$

CHIEF EXECUTIVE OFFICER'S COMMENTARY ON FINANCIAL RESULTS

Economic and Business Environment

In 2024, Jamaica's economy experienced a 0.7% decline in total value added at constant prices compared to 2023. This downturn was primarily due to contractions of 3.3% and 0.8% in the last two quarters of the year, caused by adverse weather conditions, including Hurricane Beryl and Tropical Storm Rafael, which significantly impacted the agriculture sector. As a result, the Goods Producing Industries saw a 2.2% decrease, while the Services Industries experienced a slight 0.2% decline. However, some sectors within services, such as finance and insurance, and transport, demonstrated resilience and growth. Despite these challenges, the unemployment rate reached a record low of 3.5% in October 2024, reflecting improved labour market conditions. Additionally, public debt continued to decrease, reaching 72.2% of GDP at the end of the 2023/2024 fiscal year. This reduction in public debt was crucial to Fitch Ratings affirming a "BB-" credit rating with a positive outlook on Jamaica's economic affairs in February 2025.

The point-to-point inflation rate as of March 2025 was 5.0%, 0.6 percentage points higher than the 4.4% recorded between February 2024 and February 2025. The inflation rate for the month of March remained unchanged (0.0%). The main driver of the monthly stability was a 2.4% increase in the index for the 'Housing, Water, Electricity, Gas, and Other Fuels' division, primarily due to higher electricity rates and household rental rates. This increase was offset by a 1.0% decrease in the 'Food and Non-Alcoholic Beverages' division, driven by a 4.9% fall in the 'Vegetables, tubers, plantains, cooking bananas and pulses' class, and a 0.2% decrease in the 'Transport' division, attributed to lower petrol prices.

The Bank of Jamaica's Monetary Policy Committee (MPC) opted to keep the policy interest rate at 6.0%, maintain relative stability in the foreign exchange market, and uphold tight Jamaican dollar liquidity conditions during its meetings on March 25 and 26, 2025. This decision stemmed from Jamaica's headline inflation, which at 4.4% in February 2025, down from 6.2% in February 2024. Core inflation, excluding agricultural food products and fuel, was 3.8%, marking the twentieth consecutive month below 6.0%. The reduction in headline inflation was attributed to stability in key inflation drivers, including the exchange rate, which remained stable due to a surplus on Jamaica's external accounts and BOJ's monetary policy actions.

The Bank of Jamaica's monthly weighted average FX rates revealed that the Jamaican dollar was at \$158.77 in April 2025, compared to \$156.15 in April of last year. This represents a \$2.62 or 1.68% depreciation against the United States dollar over the one-year period. In January 2025, the dollar traded at \$157.38 on average, slightly cheaper when compared to April 30, 2025. Consequently, the Bank of Jamaica, via its Foreign Exchange Intervention Trading Tool (B-FXITT), sold US\$320.0 million between January 8, 2025, and April 11, 2025, to alleviate demand pressure.

Financial Highlights

The Company reported net profit of \$53.5 million for the period January to March 31, 2025, compared to a loss of \$113.4 million for the corresponding period in 2024. This performance was primarily attributable to an \$86 million or 18% increase in operating income largely resulting from a 29% increase in net interest income, complemented by higher net foreign exchange gains by 44%. Total operating expenses for the quarter ended March 31, 2025 decreased by \$81 million or 14% when compared to the comparative period in 2024. This resulted in an earnings per share (EPS) of \$0.04 (2024: (LPS) \$0.09).

SUMMARY OF CHANGES ON THE STATEMENT OF PROFIT AND LOSS AND COMPREHENSIVE INCOME				
Description	Unaudited 3 Months ended Mar. 31, 2025 J\$'000	Unaudited 3 Months ended Mar. 31, 2024 J\$'000	Change J\$'000	% Change
Net Interest Income/(Expense) and Other Revenues	\$563,794	\$478,013	\$85,781	17.9%
Operating Expenses	\$510,281	\$591,419	(\$81,138)	(13.7%)
Profit/(Loss) before Taxation	\$53,513	(\$113,406)	\$166,919	147.2%
Net Profit/(Loss)	\$53,513	(\$113,406)	\$166,919	147.2%
Other Comprehensive (Loss)/Income	(\$10,388)	\$48,516	(\$58,904)	(121.4%)
Total Comprehensive Income/(Loss)	\$43,125	(\$64,890)	\$108,015	166.5%
Earnings/(Loss) Per Share	\$0.04	(\$0.09)	\$0.14	147.2%

Financial Performance

Net Interest Income

For the quarter ended March 31, 2025, net interest income grew by \$71 million or 29% to \$312 million, when compared to the corresponding period in 2024. This was primarily attributable to higher bond income of \$164 million or 136% and lower interest expense by \$56 million or 12% quarter over quarter reflecting reduced interest rates on average borrowings over the period.

Consulting Fees and Commissions

The Company reported consulting fees & commission income of \$136.5 million for the three months ended March 31, 2025, a reduction of \$5.6 million or 4% over the comparative period due to deals delayed until the second quarter.

Significant contributors during the quarter were:

- Portfolio management fees were higher by \$14 million or 47% based on increased volumes and value,
- Loan processing fees increased by \$9.8 million or 204% over the corresponding quarter in 2024 due to increased transaction volumes.

Other Operating Income

Other operating income for the quarter ended March 31, 2025, was higher by \$20.5 million or 22% compared to the corresponding prior year period. Notable variances for the quarter include:

- Net foreign exchange gains of \$76.6 million compared to gains of \$53.3 million for 2024 partially due to unrealized gains on the revaluation of foreign currency balance sheet positions. Cambio gains increased by 17% resulting from improved cambio volumes and spreads,
- Net trading gains on the disposal of securities totaled \$21 million compared to gains of \$14.8 million when compared to the corresponding quarter in 2024,
- Other income grew by 60% or \$7.7 million.

Operating Expenses

Total operating expenses amounted to \$510 million for the three months ended March 31, 2025, a decrease of 13.7% over the corresponding period in 2024. Operational administrative expenses were lower by \$101 million or 30% primarily resulting from the reorganization of the Group. The position was offset by a 5.7% increase in staff costs.

Summary of Financial Position

SUMMARY OF CHANGES ON THE STATEMENT OF FINANCIAL POSITION				
Description	Unaudited Mar. 31, 2025 J\$'000	Unaudited Dec. 31, 2024 J\$'000	Change J\$'000	% Change
Total Assets	45,194,526	41,470,256	\$3,724,270	9.0%
Total Liabilities	38,651,370	34,970,226	\$3,681,144	10.5%
Equity Attributable to Shareholders of Parent	6,543,155	6,500,030	\$43,125	0.7%
Total Equity	45,194,526	41,470,256	\$3,724,270	9.0%
Net Book Value Per Share	\$5.45	\$5.41	\$0.04	0.7%

Assets and Liabilities

Total assets as at March 31, 2025 increased by 9% from the \$41.5 billion reported as at December 31, 2024. The \$3.7 billion increase was mainly attributable to a \$2.2 billion increase in loans and other receivables due to higher client margins. This is in addition to higher cash resources of \$983 million or 38%. This was offset by repurchase agreements balances lower by 8%.

Total liabilities increased by \$3.7 billion or 10.5% over December 2024. The growth in the balance sheet assets was funded by a \$1.3 billion increase in loans payable. In addition, securities sold under repurchase agreement were higher by \$1.1 billion or 12%, accounts payables increased by \$645.6 million, and bank overdraft balances higher by \$680.7 million when compared to December 2024.

Mayberry Investments Limited's Capital Base remains strong with total shareholders' equity valued at \$6.5 billion. This resulted in a net book value per share of \$5.45 (Dec. 2024: \$5.41).

Capital Adequacy and Liquidity

The Company's regulatory capital base continues to be robust and compliant with regulatory benchmarks. As at March 31, 2025, the capital to risk-weighted asset ratio of 16.7% exceeds the established minimum of 10% set by the Financial Services Commission (FSC). In addition, Tier one Capital is 99% of the Company's overall capital base and exceeds the regulatory minimum of 50% established by the FSC.

The maturities of assets and liabilities and the ability to replace at an acceptable cost, interest-bearing liabilities as they mature are important factors in assessing the liquidity of the Company and exposure to changes in interest rates and exchange rates. The Company's policy is to hold a high proportion of liquid assets to cover withdrawals at unexpected levels of demand.



Patrick Bataille
Chief Executive Officer

MAYBERRY INVESTMENTS LIMITED
STATEMENT OF FINANCIAL POSITION
AS AT MARCH 31, 2025
UNAUDITED

	Unaudited Mar. 31, 2025 J\$' 000	Unaudited Mar. 31, 2024 J\$' 000	Audited Dec. 31, 2024 J\$' 000
Assets			
Cash resources	3,579,357	4,729,312	2,596,181
Investment securities	9,596,227	2,814,920	9,627,796
Reverse repurchase agreements	3,037,194	4,010,988	3,305,323
Promissory notes	7,243,806	5,742,539	6,537,508
Due from related companies	3,775,629	8,034,608	3,775,923
Loans and other receivables	12,198,748	8,966,808	9,962,612
Deferred tax asset	1,648,129	1,148,464	1,648,128
Property, plant and equipment	237,313	189,873	214,518
Investment properties	2,250,236	2,113,472	2,181,854
Right of use assets	55,165	48,867	62,989
Taxation recoverable	194,434	194,434	194,434
Intangibles	1,378,288	1,264,730	1,362,990
Total Assets	45,194,526	39,259,015	41,470,256
Liabilities			
Bank overdraft	1,388,182	2,961,013	707,508
Securities sold under repurchase agreements	10,163,211	6,453,565	9,079,356
Loans	14,264,765	13,066,275	12,993,445
Taxation payable	4	-	-
Lease liabilities	83,320	66,726	83,638
Accounts payable	12,751,889	10,191,811	12,106,279
Total Liabilities	38,651,371	32,739,390	34,970,226
Equity			
Share capital	1,582,382	1,582,382	1,582,382
Fair value reserves	449,777	376,179	460,165
Other reserves	77,939	77,939	77,939
Retained earnings	4,433,057	4,483,125	4,379,544
Total Equity	6,543,155	6,519,625	6,500,030
Total Equity and Liabilities	45,194,526	39,259,015	41,470,256

Net Book Value per Stock Unit : **\$5.45** **\$5.43** **\$5.41**

Approved by the Board of Directors for issue on May 14, 2025 and signed on its behalf by:



Gary Peart
 Chairman



Patrick Bataille
 Chief Executive Officer/Director

MAYBERRY INVESTMENTS LIMITED
STATEMENT OF PROFIT OR LOSS AND COMPREHENSIVE INCOME
FOR THE PERIOD ENDED MARCH 31, 2025
UNAUDITED

	Unaudited 3 Months Ended Mar. 31, 2025 J\$'000	Unaudited 3 Months Ended Mar. 31, 2024 J\$'000	Audited 12 Months Ended Dec. 31, 2024 J\$'000
Net Interest Income and Other Revenues			
Interest income	708,012	693,245	2,062,748
Interest expense	(396,162)	(452,332)	(1,740,279)
Net interest income	311,850	240,913	322,469
Consulting fees and commissions	136,577	142,232	807,842
Dividend income	1,238	41	15,722
Net trading gains/(losses) on financial instruments at amortised cost	21,002	14,877	60,799
Net change in fair value on financial instruments at FVTPL	(4,253)	13,690	(5,634)
Net foreign exchange gains	76,645	53,305	186,791
Other income	20,735	12,956	97,497
Unrealised gains on investment properties	-	-	68,382
	<u>563,794</u>	<u>478,013</u>	<u>1,881,298</u>
Operating Expenses			
Salaries, statutory contributions and other staff costs	222,603	213,589	777,589
Provision for credit losses	8,750	11,100	148,130
Depreciation and amortisation	46,455	36,007	151,745
Other operating expenses	232,472	330,723	1,183,889
	<u>510,281</u>	<u>591,419</u>	<u>2,261,353</u>
Profit/(Loss) before Taxation	53,513	(113,406)	(380,055)
Taxation credit	-	-	519,337
Net Profit/(Loss) for the Period	<u>53,513</u>	<u>(113,406)</u>	<u>139,282</u>
Other Comprehensive Income Net of Taxation:			
Item that will not be reclassified to profit or loss			
Net unrealized (losses)/gains on financial instruments - FVOCI	(10,388)	48,516	126,235
Total Comprehensive Income/(Loss) for the Period	<u>43,125</u>	<u>(64,890)</u>	<u>265,517</u>
 Number of shares in issue - '000	 1,201,149	 1,201,149	 1,201,149
 Earnings/(Loss) per share	 \$0.04	 (\$0.09)	 \$0.12

MAYBERRY INVESTMENTS LIMITED
STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY
FOR THE PERIOD ENDED MARCH 31, 2025
 UNAUDITED

	Share Capital	Fair Value Reserve	Other Reserve	Retained Earnings	Total
	J\$' 000	J\$' 000	J\$' 000	J\$' 000	J\$' 000
Balance at January 1, 2024	1,582,382	327,663	77,939	4,596,531	6,584,515
<i>Total comprehensive income for the period</i>					-
(Loss)/Profit for the period	-	-	-	(113,406)	(113,406)
Other Comprehensive Income	-	48,516	-	-	48,516
Balance at March 31, 2024	1,582,382	376,179	77,939	4,483,125	6,519,625
Balance at January 1, 2025	1,582,382	460,165	77,939	4,379,544	6,500,030
<i>Total comprehensive income for the period</i>					
Profit/(Loss) for the period	-	-	-	53,513	53,513
Other Comprehensive Income	-	(10,388)	-	-	(10,388)
Balance at March 31, 2025	1,582,382	449,777	77,939	4,433,057	6,543,155

MAYBERRY INVESTMENTS LIMITED
STATEMENT OF CASH FLOWS
FOR THE PERIOD ENDED MARCH 31, 2025
UNAUDITED

	Unaudited 3 Months Ended Mar. 31, 2025 J\$'000	Unaudited 3 Months Ended Mar. 31, 2024 J\$'000	Audited 12 Months Ended Dec. 31, 2024 J\$'000
Cash Flows from Operating Activities			
Profit/(Loss) before taxation	53,513	(113,406)	(380,055)
Adjustments for items not affecting cash	(225,142)	(332,070)	(649,634)
Changes in operating assets and liabilities			
Loans and other receivables	(1,801,551)	1,374,873	212,598
Investments	393,191	(447,827)	(5,674,530)
Promissory notes	(715,048)	568,689	(127,494)
Reverse repurchase agreements	(335,055)	(14,018)	(135,104)
Due from subsidiary	294	1,247	4,274,224
Accounts payable	1,851,941	(155,486)	570,745
Securities sold under repurchase agreements	1,083,855	(415,988)	2,126,147
Loans	(136,872)	(1,034,742)	(297,578)
	115,613	(455,322)	299,374
Interest received	273,426	466,154	2,455,177
Interest paid	(292,243)	(473,782)	(1,839,791)
Cash provided by/(used in) operating activities	96,796	(462,950)	534,705
Cash Flows from Investing Activities			
Additions to property, plant and equipment	(32,689)	(57,117)	(67,411)
Additions to investment properties	(68,382)	-	-
Additions to intangible assets	(51,858)	(22,468)	(232,634)
Right of use asset	7,824	4,251	-
Cash (used in)/provided by Investing Activities	(145,105)	(75,334)	(300,045)
Cash Flows from Financing Activities			
Loans received	56,966	-	2,556,272
Loans repaid	-	(770,220)	(3,542,157)
Dividend payment	-	-	(350,000)
Lease principal payment	(318)	(3,061)	(14,202)
Cash provided by/(used in) Financing Activities	56,648	(773,281)	(1,350,087)
Net Increase/(Decrease) in Cash and Cash Equivalents	8,339	(1,311,566)	(1,115,427)
Exchange gain/(loss) on foreign cash balances	-	-	(147)
Cash and cash equivalents at beginning of year	2,491,857	4,367,667	3,607,431
Cash And Cash Equivalents At End Of The Period	2,500,196	3,056,101	2,491,857
Cash resources	3,579,357	4,729,312	2,596,181
Reverse Repo with OM 90 Days	309,021	1,287,802	603,184
Bank overdraft	(1,388,182)	(2,961,013)	(707,508)
Cash And Cash Equivalents At End Of The Period	2,500,196	3,056,101	2,491,857

Notes to Statements

1. Identification and Principal Activities

Mayberry Investments Limited (“the Company”) is a company limited by shares, incorporated and domiciled in Jamaica. The registered office of the company is located at 1 ½ Oxford Road, Kingston 5. The Company is a 100%-owned subsidiary of Mayberry Holdings Limited. This became effective December 31, 2023, with the completion of the Mayberry Group of companies’ reorganization. The ultimate parent company is Mayberry Group Limited incorporated in Saint Lucia.

The Company is a licensed securities dealer and is a member of the Jamaica Stock Exchange. The Company has primary dealer status from the Bank of Jamaica.

The principal activities of the Company comprise dealing in securities, portfolio management, investment advisory services, operating foreign exchange cambio, managing funds on behalf of clients and administrative and investment management services for pension plans.

2. Basis of preparation

These interim financial statements have been prepared in accordance with IAS 34 Interim Financial Reporting. These interim financial statements should be read in conjunction with the Company’s last annual audited financial statements as at and for the year ended December 31, 2024 (‘last financial statements’) which have been prepared in accordance with International Financial Reporting Standards (IFRS) and the Jamaican Companies Act. These interim financial statements are presented in Jamaica dollars, which is the Company’s functional currency.

3. Material accounting policies

The accounting policies applied in these interim financial statements are the same as those applied in the Company’s financial statements as at and for the year ended December 31, 2024, which were prepared in accordance with International Financial Reporting Standards (IFRS).

Top Ten Shareholders as at March 31, 2025

<u>Name</u>	<u>Ordinary Stock Units</u>	<u>% Ownership</u>
Mayberry Holdings Limited	1,201,149,290	100%

Shareholdings of Directors and Senior Management

No directors or senior management hold any shares in Mayberry Investments Limited. The Company is 100% (2024 – 100%) owned by Mayberry Holdings Limited (“MHL”) which is incorporated and domiciled in Jamaica.