

## Agostini's Limited Results for the Year Ended September 30, 2017

### Earnings Per Share

Agostini's Limited (AGL) for the Year Ended September 30, 2017 reported Earnings Per Share (EPS) of \$1.45, down 4.61 per cent or \$0.07 on the corresponding EPS of \$1.52 in YE16. In YE16 AGL's issued share capital was 58,583,349 shares, however on December 29, 2016 10,399,530 ordinary shares of AGL was listed on the Stock Exchange for the purchase of Vemco Limited, thus increasing the company's issued share capital to 69,103,779 shares at YE17.

### Financial Highlights (YE17 on YE16)

	YE17 \$'000	YE16 \$'000	\$ Change YE17 - YE16 \$'000	% Change YE17 - YE16
Revenue	3,073,240	2,453,713	619,527	25.25%
Operating Profit after Finance Costs	200,721	160,009	40,712	25.44%
Finance Costs - Net	(26,101)	(22,146)	(3,955)	17.86%
Share of Profit of an Associate	816	1,188	(372)	-31.31%
<b>Profit Before Taxation</b>	<b>175,436</b>	<b>139,051</b>	<b>36,385</b>	<b>26.17%</b>
Taxation	(50,449)	(42,299)	(8,150)	19.27%
<b>Profit for the Period</b>	<b>124,987</b>	<b>96,752</b>	<b>28,235</b>	<b>29.18%</b>
Attributable to:				
Owners of the Parent	100,207	89,034	11,173	12.55%
Non-Controlling Interest	24,780	7,718	17,062	221.07%
	124,987	96,752	28,235	29.18%
<b>EPS</b>	<b>\$1.45</b>	<b>\$1.52</b>	<b>(\$0.07)</b>	<b>-4.61%</b>

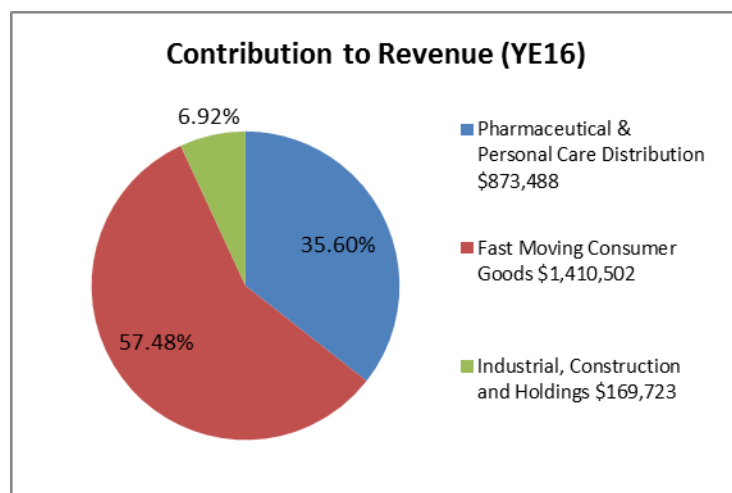
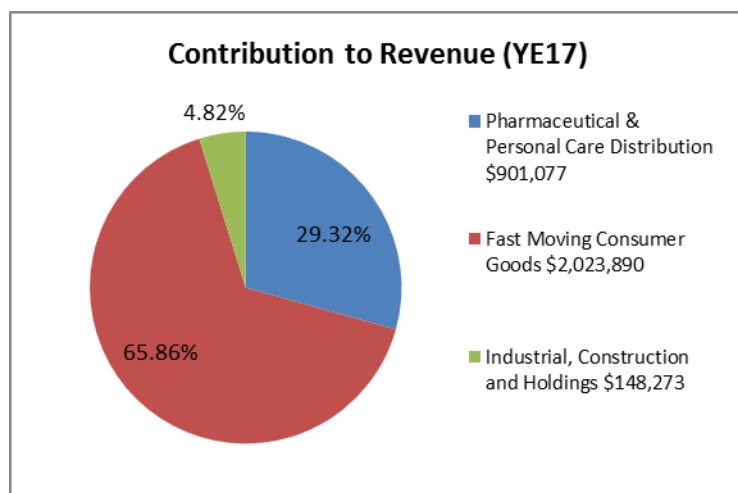
YE17 on YE16, Revenue increased from \$2.45B to \$3.07B, up a significant 25.25 per cent or \$620MM. According to the Chairman, this increase was primarily due to the consolidation of the sales of Vemco Limited and Pepsi Cola Trinidad Bottling Company Limited (PCT) into Caribbean Distribution Partners Limited (CDPL), which is the Fast Moving Consumer Goods (FMCG) Joint Venture business with Goddard Enterprises Limited (GEL).

Operating Profit after Finance Costs for the twelve month period stood at \$200.72MM, a growth of 25.44 per cent or \$40.71MM on YE16's total of \$160.00MM. Net Finance Costs rose 17.86 per cent or \$3.96MM from \$22.15MM in YE16 to \$26.10MM in YE17. Share of Profit of an Associate declined 31.31 per cent or \$0.37MM to \$0.82MM from \$1.19MM in YE16. Thus Profit Before Taxation ended the period under review at \$175.44MM, up 26.17 per cent or \$36.39MM from \$139.05MM in YE16. The Effective Tax Rate decreased from 30.42 per cent in YE16 to 28.76 per cent in YE17. Profit After Tax closed YE17 at \$124.99MM, up 29.18 per cent or \$28.24MM from \$96.75MM in the corresponding period last fiscal year.

### Revenue by Business Segment (YE17 on YE16)

	YE17 \$'000	YE16 \$'000	\$ Change YE17 - YE16 \$'000	% Change YE17 - YE16
Pharmaceutical & Personal Care Distribution	901,077	873,488	27,589	3.16%
Fast Moving Consumer Goods	2,023,890	1,410,502	613,388	43.49%
Industrial, Construction and Holdings	148,273	169,723	(21,450)	-12.64%
<b>Total</b>	<b>3,073,240</b>	<b>2,453,713</b>	<b>619,527</b>	<b>25.25%</b>

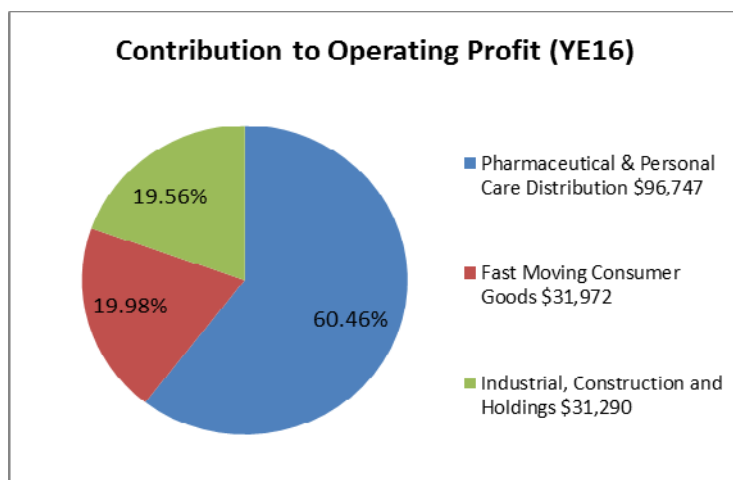
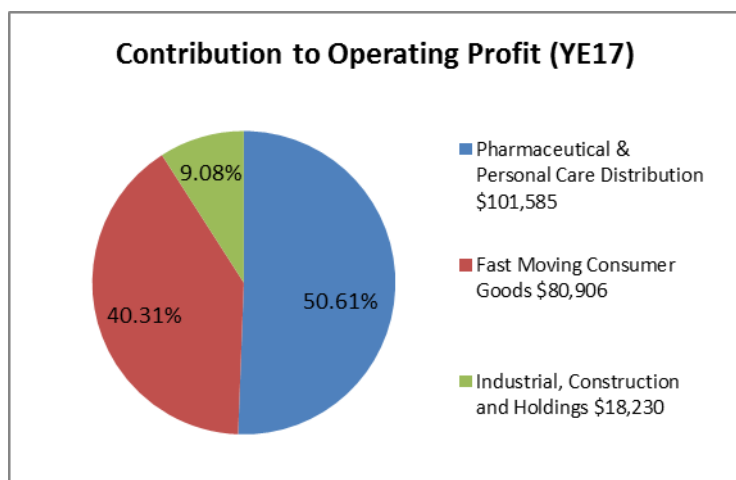
### Contribution to Revenue by Business Segment (YE17 and YE16)



### Operating Profit by Business Segment (YE17 on YE16)

	YE17 \$'000	YE16 \$'000	\$ Change YE17 - YE16 \$'000	% Change YE17 - YE16
Pharmaceutical & Personal Care Distribution	101,585	96,747	4,838	5.00%
Fast Moving Consumer Goods	80,906	31,972	48,934	153.05%
Industrial, Construction and Holdings	18,230	31,290	(13,060)	-41.74%
<b>Total</b>	<b>200,721</b>	<b>160,009</b>	<b>40,712</b>	<b>25.44%</b>

**Contribution to Operating Profit by Business Segment (YE17 and YE16)**



**Dividends**

At the current price of \$20.75 the trailing P/E ratio is 14.31 times which is lower than the trading sector weighted average P/E of 15.07 times. AGL's historic dividend yield is 2.73 per cent which is lower than the historic dividend yield of 3.53 per cent of Prestige Holdings Limited (PHL) which is the other competing trading company that paid out dividends.

Financial Year End	September 30
Symbol on TTSE	AGL
Issued Share Capital	69.10MM
Market Capitalization	\$1.42B
Current Price (as at December 20, 2017)	\$20.75
52 Week Price Range	\$17.50 - \$20.75
Trailing EPS	\$1.45
Trailing Price to Earnings Multiple	14.3 x
Current Book Value/Share	\$12.85
Price to Book	1.6 x
Return on Equity	18.3%
Return on Assets	7.3%
Dividend Yield	2.7%



**Equity Research  
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