

S L HORSFORD & COMPANY LIMITED
And its Subsidiary Companies

QUARTERLY REPORT

October 2011 – June 2012

Results of Operations

Sales for the nine months ended 30 June 2012 were \$84,977,305, an increase of \$9,404,078 or 12.44% over 2011. However, after adjusting for sales from Nevis Valu Mart, which opened in November 2011, there was a decline in sales. Gross revenue declined by \$2,146,921 or 7.7% to \$27,854,160. Expenses increased to \$24,969,134 which was an increase of \$1,193,701 or 5.02%. Net income of \$2,885,026 was a decrease of 57.1% or \$3,840,122 compared to 2011.

Present economic conditions indicate a continuing decline in business activity in the months ahead.

Liquidity

Working capital is adequate; no shortfall is anticipated

Capital Resources

There are no capital commitments

Disclosure of Risk Factors

There are no known risk factors unique to the Company.

Legal Proceedings

There are no legal proceedings against the company.

Changes in Securities and Use of Funds

None

Defaults Upon Senior Securities

Debts were serviced as and when they fell due. There were no defaults.

Submission of Matters to a Vote of Security Holders

The Annual General Meeting (AGM) was held on 19 April 2012. Shareholders voted on the following matters:

- The Financial Statements for the year ended 30 September 2011 were unanimously accepted by the shareholders
- The shareholders unanimously approved a final dividend payment of five cents per share to shareholders on record at 16 February 2012
- Mr. Malcolm Kirwan and Mr. Mark Wilkin retired from the Board on rotation and were unanimously re-elected.

- Mrs Judith Ng'alla, Company Secretary, who was appointed by the Board in June 2010, was unanimously elected a director of the Company.
- Other directors were Messrs. Anthony Kelsick (Chairman and Managing Director) Donald Kelsick (Executive Director), Anthony Gonsalves and Victor Williams..
- Auditors, PKF, Chartered Accountants, were unanimously re-elected as Auditors for the year ending 30 September 2012.

Other Information

Schedule 3
FORM ECSRC - Q

(Select One)

Quarterly Report
For the period ended

— **30 June 2012**

TRANSITION REPORT _____
(Applicable where there is a change in reporting issuer's financial year)

For the transition period from _____ to _____

Issuer Registration Number: **002415**

S. L. HORSFORD & COMPANY LIMITED

(Exact name of reporting issuer as specified in its charter)

ST. KITTS

(Territory or jurisdiction of incorporation)

P O Box 45
Independence Square West
Basseterre

(Address of principal executive Offices)

(Reporting issuer's:

Telephone number (including area code): **(869) 465 2616**

Fax number: **465 1042**

Email address: **headoffice@horsfords.com**

NONE

(Former name, former address and former financial year, if changed since last report)

(Provide information stipulated in items 1 to 8 hereunder)


Indicate the number of outstanding shares of each of the reporting issuer's classes of common stock, as of the date of completion of this report. 31 July 2012

CLASS	NUMBER
ORDINARY SHARES	30,148,430

SIGNATURES

Name of Chief Executive Officer:
W. Anthony Kelsick

Name of Director:
Donald Kelsick



Signature



Signature

31/7/2012

Date

31/07/2012

Date

S.L. Horsford Group of Companies
 Consolidated Statement of Financial Position as at June 2012

	June 2012 EC\$	March 2012 EC\$	December-11 EC\$	September-11 EC\$
CURRENT ASSETS				
Cash at bank & on hand	667,531	461,880	1,240,531	299,755
Accounts Receivable	21,369,719	20,872,901	19,712,897	24,111,894
Inventories	29,707,536	30,275,915	33,556,081	30,714,777
	51,744,786	51,610,696	54,509,509	55,126,426
CURRENT LIABILITIES				
Loans & Bank Overdrafts	18,812,713	18,878,839	20,828,073	22,957,555
Accounts Payable & Accruals	7,564,828	7,705,178	7,514,411	8,665,655
Provision for Taxation	(773,358)	(487,454)	9,387	580,640
	25,604,182	26,096,563	28,351,871	32,203,850
	26,140,604	25,514,133	26,157,638	22,922,576
WORKING CAPITAL				
Investment in Associated Companies	13,183,759	13,183,759	13,183,759	13,183,759
Available for sale Investments	684,967	684,967	684,967	684,967
Fixed Assets	95,505,170	96,013,533	96,105,591	95,232,968
TOTAL	135,514,499	135,396,392	136,131,956	132,024,270
FINANCED BY:				
Share Capital	30,148,430	30,148,430	30,148,430	30,148,430
Reserves	81,682,431	81,682,431	83,189,852	83,189,852
Current Year Profits	2,885,026	2,285,960	848,143	
	114,715,887	114,116,821	114,186,425	113,338,282
SHAREHOLDERS' FUNDS				
Loans - Non - Current	14,913,765	15,394,724	16,060,684	12,801,141
Deferred Tax	5,884,847	5,884,847	5,884,847	5,884,847
	135,514,499	135,396,392	136,131,956	132,024,270
FUNDS EMPLOYED				

S.L. Horsford Group of Companies**Income Statement for the period October 2011 to June 2012**

	October 2011 to June-12	October 2010 to Jun-11
	EC\$	EC\$
SALES	84,977,305	75,573,237
Gross Margin	17,901,750	19,394,240
Other Income	9,952,410	10,606,841
GROSS REVENUE	<u>27,854,160</u>	<u>30,001,081</u>
EXPENSES		
Building and Insurance	4,220,196	3,026,307
Office	-	1,136,983
Employment	11,614,608	11,328,019
Selling	2,936,610	3,048,426
Depreciation	2,350,358	2,098,098
Interest	1,567,009	1,518,298
Other	1,275,882	1,119,802
TOTAL EXPENSES	<u>24,969,134</u>	<u>23,275,933</u>
NET INCOME	<u>2,885,026</u>	<u>6,725,148</u>