



CHAIRMAN'S REPORT Q3 2018

The Board of Directors at *AML Foods Limited* announced results for the third quarter ended January 31st, 2019 reflecting a net profit of \$1.67m, compared to \$1.37m for the same period in the prior year. Sales for the quarter were \$45,473m compared to \$44,319m, an increase of 2.6% for the same period in the previous year.

We are pleased to report positive sales growth and profit despite experiencing market challenges. Although some locations remain depressed, sales have started to rebound in a number of our stores. Consumer spending habits remain heavily focused on value which continues to influence overall customer spend and margins. Our performance was also impacted by an increase in utilities that placed significant pressure on expenses, as well as elevated shrink levels. As we look ahead, we will remain focused on improving the conditions of our stores and driving transaction counts, as well as better management of shrink and expenses.

To prepare us for further growth, we are maintaining our focus on investing in the development and training of our team and driving efficiency and effectiveness in our systems and processes. Our Technology transition is progressing well and our new operating system is now in three of our eight stores. Additionally, I am proud to announce that our new \$600k training centre in New Providence is scheduled to be open and operational in April.

The Board of Directors have approved an ordinary dividend payment of \$0.03 per share, payable on March 29th, 2019 to shareholders on record as of March 22nd, 2019.

Thank you to all our loyal customers, dedicated staff and shareholders for your continued support of *AML Foods Limited*.

Franklyn A. Butler, II
Chairman