

BRYDENS GROUP

QUARTERLY REVIEW

Group CEO's Overview

MD OVERVIEWS

EVENTS

EMPLOYEE FEATURE

SUPPORT SERVICES

SALES

RETAIL

FRANCO TRADING

#02
APR - JUN
2023

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Contributors:

Project Manager & Chief Editor
Janine Rajah-Medford
Group Corporate Affairs Manager

Co-Editor
Scott Franco

Submission Managers
Maureen Sooklal
Alex Hospedales
Tricia Diamond-Bowen
Siann Kalloo

Layout
Batchac Art & Design Limited

Printing
eliv8 multimedia Limited

CEO's Overview
Richard Pandohie

MD's Overview
Stephen Welch - ASB
Barry Tangwell - Bpi
Andrew Crooks - FTF
Gerard Conyers - MML

ASB
Nicholas Hospedales
Andrew Millar
Christopher de Verteuil
Lara Sanchez
Janelle Emmanuel
Arif Mollick
Avalon Frederick
Keston Quow
Kristy Alli-Shaw
Rachelle Ramoutarsingh
Michael Fernandez
Daylene Raghoobar
Dayne Ali-D'arbasie

Bpi
Marc Pontifex
Majella Joseph-Ramdin
Kolene Ellis
Danielle Tardieu
Aisha Sealey
Anthony Ward
Rhoda Guevara
Adetokunbo Adesiyun
Stephen Villafana
Jackie Gittens
Basmatee Sylvester
Patrice Ravello-Wharton
Sarah Roopchand
Jael Pitt
Christina DeSousa
Mary Anne Julien
Sherry Ann Ramlal
Tirmala Ramjattan

FTF
Joanne Tenia
Paul Hee Houg
Aneesia Abdul
Gervan Govia
Richard Benjamin
Allan Boodram
Janine Prudent
Sandra Samnarine

MML
Gerard Conyers
Tricia Diamond-Bowen

GROUP
Bernard Rocke
Scott Franco

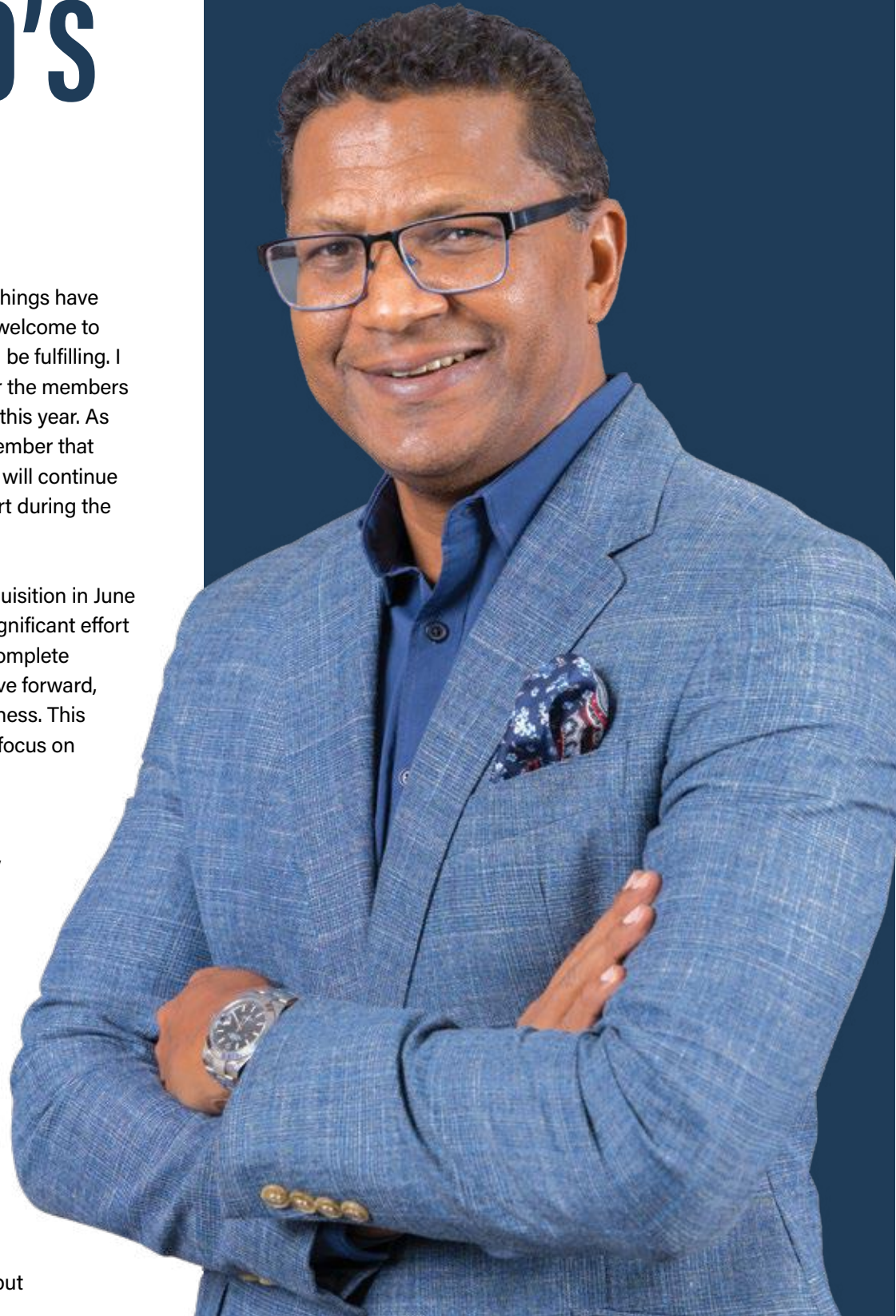
GROUP CEO'S OVERVIEW

Dear Brydens Family,

How are you? I sincerely hope that a lot of good things have been happening in your universe. I wish a warm welcome to our new family members, I hope your journey will be fulfilling. I also want to extend my heartfelt condolences, for the members of our Brydens family that we have tragically lost this year. As we navigate the highs and lows of life, let us remember that the Brydens family is a source of support and we will continue to celebrate the joys and offer unwavering support during the challenges.

More than one (1) year has gone by since the acquisition in June 2023, and during this period, we have invested significant effort behind the scenes to address and successfully complete many of the must-do external matters. As we move forward, our primary priority must be on growing the business. This requires a culture of urgency and an unrelenting focus on our people and our customers.

It is important that we create an environment where your voice can be heard. We are genuinely interested in how you perceive the company, how you want the company to be and any gaps you may identify. Your recommendations on how we can enhance the company are highly valued. Many companies proclaim that "people" are their most important resource, but the on-the-ground reality does not reflect that. We are committed to setting the Brydens Group apart by truly prioritizing our people. Achieving this goal necessitates a collective effort and a strong sense of teamwork. We want our people to be excited about their journey and about the possibilities. I know all is not well, and everything will never be perfect, but everyday we must be improving.



“It is important that we create an environment where your voice can be heard.”

For our shareholders, you have been receiving dividends and I am pleased to confirm that before the end of this year, our company will be listed on the Jamaica Stock Exchange. Following that, the company will be listed on the Trinidad & Tobago Stock Exchange. While this process has taken longer than expected, I am happy to report that we have successfully cleared all major hurdles. I appreciate your continued support and patience throughout this journey.

The company has approved the construction of a major distribution centre in central Trinidad. This strategic decision is poised to streamline our operations by reducing the complexity and costs associated with multiple warehouses across our various subsidiaries. Bids have been invited from external contractors and we will break ground on this project before the end of November. The estimated project timeline is 12-18 months.

Finally, but certainly not least, we are approaching our 100th anniversary (whoop whoop). I know the Communications and HR

teams are going to create a lot of excitement to make this celebration memorable, so stay tuned, lots of niceness coming your way.

I have lots more to say but I have no more space, so until next time big up yourself and I wish you and your family continued blessings.

Warmest regards,

RP

MANAGING DIRECTORS

OVERVIEWS



A.S. BRYDEN
STEPHEN WELCH

“In the upcoming period, our teams will be focused on driving margin management, volume preservation, and astute management of expenses.”

Our H1 period saw us attaining budgeted sales levels (and surpassing last year’s H1 number by 17%) however, Net Profit fell short by 27% but was ahead of the prior year by 7%. The principal driver of this shortfall was an erosion of our margins by 2 percentage points as a result of trade executions and strategies which were needed to remain competitive and protect our market share of key brands within the portfolio. In the upcoming period, our teams will be focused on driving margin management, volume preservation, and astute management of expenses.

Our Divisions are actively pursuing new brands which can add value to our sales mix as well as line extensions to current portfolios. Initiatives underway in the pipeline include Eve Evaporated Milk 250ml Tetra Pack and Condensed Milk from sister company MIDL. We remain focused on exploring exciting opportunities to further develop and enhance

the synergies within our wider Group. Food & Grocery will also be including a line of ethnic foods, as well as additional snacking lines; catering to both the confectionary and the health-conscious consumer. Hardware & Housewares has also been focused on adding product line extensions to brands including Triton, Genie, and Winsford.

The enhancements to our structure within Finance continue apace and we have seen the benefits of already implemented changes with improvements to our receivables and cash flow management. The HR team has also engaged in internal focus groups with our different departments, with a view to understanding the areas where improvement is needed in order to provide a more productive and happy working environment. We have received valuable insights, and changes are coming - all geared toward making Brydens an even better place to work.

BRYDEN pi
BARRY TANGWELL



“Chaos in the world brings uneasiness, but it also allows the opportunity for creativity and growth”

- Tom Barrett

In this VUCA environment, the secret to success is to develop our knowledge, skills and competencies at a pace faster than the rate of change of the internal and external dimensions of the business. While our focus has been dead set on exceeding our overall annual target, achieving this has required mental shift in the way we operate. We now aggressively pursue delivery of our targets day-by-day, strive to maximize on every execution of every single activity and we have had to accelerate the timing of new opportunities.

A significant amount of our energies over the past quarter has been focused on continuing to connect our Caribbean dots. We have successfully migrated a huge portion of our Jamaican exports over to our Jamaican sister company, Facey Commodity, and within a very short space of time we have already seen exponential growth for those brands. Our focus in the upcoming months is to continue to migrate more brands over to Facey, AHCI and Bpi Guyana, as well as to introduce new products to the market, for which we are currently awaiting regulatory approvals.

Our Jamaican alliance was also integral in our successful onboarding of the Pfizer business in Trinidad, albeit shared with the incumbent distributor. The timing augurs well for Bryden

pi, given the imminent announcement of the Government Healthcare Tenders. In Guyana, however, we were able to establish an “exclusive” distribution arrangement through Bpi Guyana, which also marks Pfizer’s first foray into that market. On that note, our Guyana operation continues to be a star performer for the group, with overall sales and profitability levels trending (circa) 50% ahead of last year.

Our Café Barista private-label brand continues to grow from strength to strength. We have made significant inroads in the local market, with our Cappuccino flavours range now becoming the market leader within that segment in several of the larger retail stores. We recently launched our newest entrant into the market, Drip by Café Barista, consistent with the brand’s ethos of innovation. Initial feedback has been quite positive and we expect this to be yet another success story. Our Export team has also been aggressively pursuing regional expansion as well as exploration of extra-regional opportunities.

While we expect the environment for the rest of this year to be more of the same, I am quietly optimistic that our team has adjusted well to this new norm. This competency alone gives us a solid foundation to exploit the opportunities before us and to effectively deal with the challenges (and failures) that come with it.

MANAGING DIRECTORS OVERVIEWS



FT FARFAN
ANDREW CROOKS

“Special mention goes out to our retail team who achieved results 27% ahead of expectations for June 2023, despite the challenging consumer conditions.”

Dear Team,

Our fantastic start of the year continues through all of our groups as we continue to execute our new strategy and learn from our customers. All groups are showing growth ahead of last year and we are on NPBT plan and budget for the first half of 2023. Special mention goes out to our retail team who achieved results 27% ahead of expectations for June 2023, despite the challenging consumer conditions. Additional kudos are due to our operations team as we have found ways to accommodate all the additional product and delivery on time within our current facilities and on budget, keep up the great work.

Planning for buoyant Q2 were hampered by the new public procurement and disposal of public property act proclaimed on April 26th 2023. Most of GOTT were not prepared for this legislation and procurement basically came to a standstill, as plans to upgrade equipment & facilities ahead of Local Government elections did not materialize.

On father’s day of all days we had the unfortunate passing of one of our key staff members – Djarlon Sealy. He was more than just a co-worker; a friend, a mentor and an integral part of our FTF family. His dedication, passion, and contributions were exceptional. As we move

forward, we will remember Djarlon not only for his professional deeds but also his positive impact he had in our lives and workplace.

The star of the show continues to be ICON Guyana, top line we have doubled vs last year, NPBT still behind expectations but significantly better than last year. Most categories of our business are ahead of plan, but we are having some challenges with JCB Construction as competition & stock availability increases. The immediate focus is on leasing and building our after sales capabilities and capacity. Kudos to Amanda and her team for their hard work and commitment to growing the business.

Lastly I would like to thank our people for constantly looking for innovative ways to change the status quo, this first year has been full of change and you have risen and delivered.

Thank you!

MICON
GERARD CONYERS



“The uncertain environment has caused us to look inward in an effort to optimize our route to market for all of our lines and to put our resources to work in the most efficient ways possible.”

The first half of 2023 presented quite a few new challenges for Distributors of Food and Grocery Items. Volatile commodity prices combined with rising food inflation in source countries have changed the competitive landscape. Consumers faced with less disposable income are buying less, downsizing and switching brands. Despite these challenges we continue to grow thanks to the solid relationship built over the years with our customers and the strong brands which we represent. Our Bakery and Tobacco Divisions have done particularly well. Fermipan Yeast, Gold Seal Flour and CGA Bulk Margarines have all seen double digit growth as consumers seek to economize. The L&M Brand of Cigarettes continues to grow through the relentless focus on distribution and availability to consumers. L&M has steadily gained Market Share becoming a leading brand in that category.

The uncertain environment has caused us to look inward in an effort to optimize our route to market for all of our lines and to put our resources to work in the most efficient ways possible. Data has been a useful tool providing valuable insight into the effectiveness of the various teams and buying patterns of our customers. Suppliers are also demanding more and more data to help conduct proper analysis of the market and the issues affecting the respective product lines. We will use the insights

to improve our offerings to customers and also to benchmark the various aspects of our service with a view to identifying winners or losers. We also have been working with our teams emphasizing the importance of building strong relationships with our customers by providing outstanding service and going the extra mile.

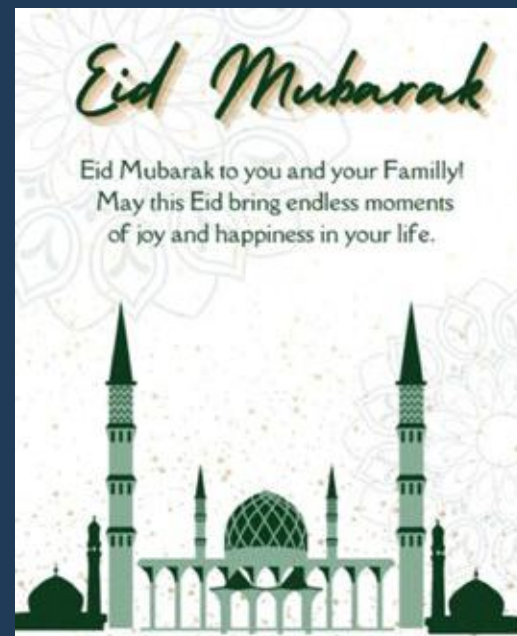
Our company in St Vincent, Facey Trading St Vincent Ltd is the agent for Associated Brands (Sunshine Snacks, Charles Candy and Devon Biscuits), S.M. Jaleel Beverages and Nestle Trinidad. During the quarter, Rude Boy and Castrol Lubricants were added to their portfolio. The team in St Vincent is working to establish distribution and to build these new portfolios in that market. Many more opportunities have been identified for St Vincent which we expect to roll out in the coming months.

We recently launched the Micon Marketing Limited Website (www.micontt.com) with the help of Imanuel Gittens, Brydens very own E Commerce Manager. I would like to take this opportunity to thank Imanuel and all involved for their hard work and valuable knowledge which made the website possible. Please take some time to take a look at the site and get to know Micon, our staff, and the product lines which we represent. We would also welcome any feedback.

EVENTS - ASB

HAPPY EASTER!

ASB Celebrated this Easter with Hot Cross Buns! Freshly baked Buns were delivered to all employees on April 6th, 2023.



EID MUBARAK!

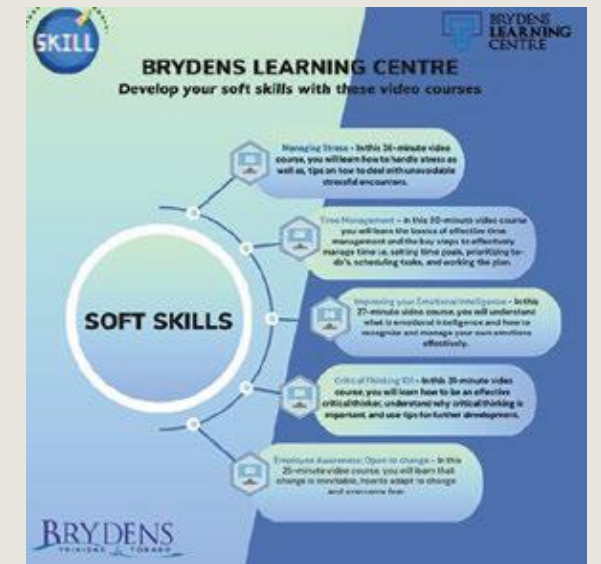
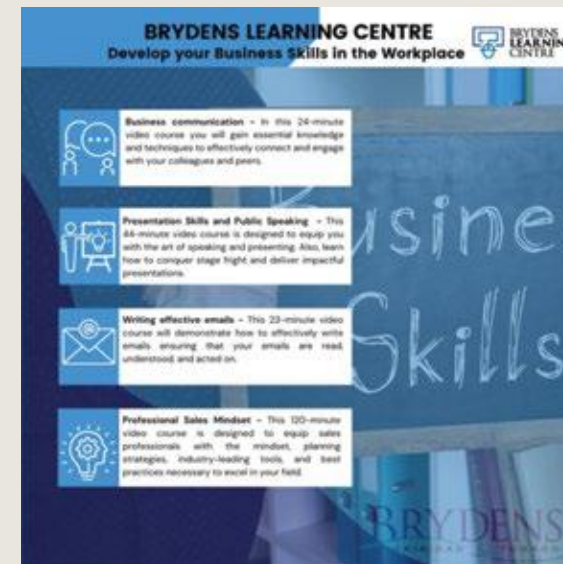
The end of Ramadan was celebrated with a Pop Quiz! Employees submitted their answers and the best in class was chosen. Congrats to our winners Shellyann Garcia (Premium Beverages Division) and Cherysse Alexander (Food & Grocery Division)!

PROFESSIONAL PHOTO-OP

All ASB staff were given the opportunity to have a professional photo shoot for FREE! Our team lined up and had a blast with our in-house professional photographers Megan De Freitas and Marc Flores.



THE IMPORTANCE OF UPSKILLING



Upskilling expands an employee's ability to stay ahead of the competition and grow in their career path. It equips them with new skills and abilities to remain relevant in a dynamic changing business environment. We want staff to be able to position themselves for career success by upgrading and enhancing their skills with our free e-Learning programs on bizlibrary in the Learning Centre.

Celebrating A.S.B Mothers

Life demands so much more from working moms. I have been a working mom for 10 years, and it has never been easy. From preparing meals, beating traffic, work, school projects, housework, missing out on some memorable family moments and 'me' time (in other words, I get to take a nap), being a working mother is definitely difficult.

But, no matter how hard it seems, I show up and get the job done. I get to provide for my family and be a positive role model for my child.

For future moms to be, I say accept help, don't try to do it on your own, it is a learn-as-they-grow process. Don't try to be perfect, just do your best and don't compare yourself to other moms, but rather learn from them.

JUSTINE ROOPLAL-KAWALDHARRY
MERCHANDISER



Celebrating A.S.B Mothers

My experience as a working mother has taught me how to properly balance work, family and school. Being able to do this makes me feel empowered as a woman! I've learnt that you can do anything you set your mind to, and this is the mindset and way of thinking that I've planted in my children. I encourage all mothers to strive to be self-motivated and inspire others along this journey through life. Happy Mother's Day to all!

JENELLE JOSEPH
HOUSEKEEPER



Employees were given some insight into motherhood as our ASB mothers shared their experiences and even gave helpful tips in our Mother's Day 2023 Poster.

Being a working mom made me have some superhero days. I learnt to juggle pick up and drop off like a pro. Some days it all worked out well and some days I was just making it through. It can be pressure to do it all alone, but there always came the time when I couldn't do it without God.

My Advice for future moms, self care makes you a better parent. Sometimes you feel like giving up, but always remember that parenthood goes fast, appreciate every moment of it. Always know it is worth it then, now and forever.

RHEAN DE SILVA
DATA PROCESSING CLERK (FINANCE)



My experience as a working mother has been challenging at times, finding a balance between home and work can be both demanding and rewarding, also time management is very important.

My advice to all moms is, taking care of yourself is not selfish, but VITAL. Don't feel bad for wanting a break or feeling overwhelmed. Please be kind and patient with yourself. And remember, you are doing a wonderful job, YOU GOT THIS!

SHENARI WALDRON
ADMINISTRATIVE COORDINATOR (DISTRIBUTION CENTRE, LAPWING)



My experience as a working mom has been a wonderful one since having my son. He is the main reason why I work and push as hard as I do. My advice for potential moms to be is, when you are blessed with becoming a mother, embrace each and every second of it. Children are a blessing from God, however, please choose your partner wisely and don't compare yourself to other moms, but rather learn from them.

GILLIAN ROBERTS
COORDINATOR (DISTRIBUTION CENTRE, LAPWING)



My experience as a working mother has been both challenging and rewarding. I am not only a working mum but also a single parent, so the challenges of balancing both work and motherhood has been even more difficult, especially with ensuring that my daughter is well taken of both at home and with her schooling.

It is a joy though, to know that despite all the challenges faced on a daily basis, I can hold my head up and say that I am happy and more importantly, my daughter is happy and wants for nothing. God has blessed me so that I am spiritually rich and with that there is no stopping me.

My advice to any young or soon to be mothers is simple, be there for your child no matter what and always, always put God first.

CARLA ENILE
CLERICAL ASSISTANT (DISTRIBUTION CENTRE, FERNANDES)



Celebrating A.S.B Mothers

My experience as a working mother is a challenging, hectic and time consuming one. You have to deal with the hustle of juggling to get your child ready for drop off and pick up to and from school, also to get to work on time dealing with the early morning and evening traffic. You have to organize yourself and always have time put aside for your child. It is a bit overwhelming at times but the joy in seeing your child's beautiful and innocent face with their usual chatter as a ray of sunshine, and the hugs you receive every morning to cherish for the day, and the warm hugs at after a long day at work, it takes away all your worries. This is the blessing of being a parent.

To the potential moms-to-be I would say, it's a blessing being able to experience motherhood. You have to be prepared to have most of your time dedicated to your child or children's upbringing, care and love. However, you must always make time for yourself, have some me time during the day. Being a mother can be a bit overwhelming a times especially for a young mother, but don't ever take out your frustration on your child or children, just take a little time out, seeing your cherished one's face and their lovely smiles always warm your heart. I would say to all moms, to treasure every single moment with your bundle of joys. It is an honor and privilege for any woman to be blessed with motherhood.

SUZANN RAMTAHAL
TELEPHONE OPERATOR/RECEPTIONIST



My experience as a working mom came with the harsh reality of being a single parent and a working woman.

As a single parent I was dependant on my salary so it became super important to work while raising my children.

The challenge was to perform my job effectively and efficiently, trying to meet deadlines, juggling between raising children, being punctual for work and getting them to school on time.

My advice to potential moms to be, is that being a working mom is a constant balancing act. Appreciate the good as well as the bad days, expect the unexpected and lastly, learn to accept any help that is being offered, you can't do it alone!!!

LESLIE ANN LESLIE-HOMER
OPERATIONS SUPPORT ADMINISTRATOR



Being a working mom is difficult, especially establishing work/home life balance. Some days are harder than others but ultimately being a mom is one of the greatest achievements in my life. Being a mom is not going to be easy, but you will love it and your tiny human.

MIRANDA SAMROO-KALAWAN
MERCHANDISER



Celebrating A.S.B Mothers

My experience as a working mother always led me to pray, cover my Family and put God first in everything I do, I know He will always guide my path.

I advise all moms to learn how to balance both work and family, reason being, both will need your attention. Being a working mom has its advantages and disadvantages. At times you may be tired and have to head out to work, and at times being home feels like the walls are closing in and you want to get out. So it all comes down to having a balance of both.

To potential moms, always remember to put God first in all that you do. Keep a healthy balance between family life and work, and always make time for yourself to keep the stress away. Do this and you will be a pro as you move up in life.

CHARLIAN WHITEMAN-STANLEY
TELESALES & CUSTOMER SERVICE REPRESENTATIVE
(PREMIUM BEVERAGES DIVISION)



When your day starts at 4:30 am, being a working mom means hustle, hustle, hustle. From making breakfast and lunch every morning for my two girls and my husband, to visiting my customers all day, and dealing with their challenges and orders. At the end of the workday, I then pick up my next shift, making dinner and helping out the kids with home lessons, and of course, preparing for the following day. It takes a lot of planning and time management to get these tasks done.

My advice to all moms out there is to plan your week ahead by preparing all items to cook and getting all laundry and housework done on the weekend. Also pertaining to work, I complete all paperwork and queries on a day to basis to prevent back work from backing up.

GEETA JAGGERNAUTH-BISSOON
SALES REPRESENTATIVE (FOOD AND GROCERY DIVISION)



As a working mom, it has been tough navigating through everything that life throws at you on a daily basis. My proudest moments are the days when I get it all done and feel like the superhero that I am, as well as the days that I don't and accept that it is okay to not be a superhero every day.

My advice to potential moms-to-be is, being a working mom can be challenging and rewarding at the same time. Embrace both the challenges and the rewards, as one will motivate you while the other will keep you grounded.

CINDY GEORGE-OROSCO
BRAND MANAGER (FOOD AND GROCERY DIVISION)



Celebrating A.S.B Mothers



Being a working mother is a balancing act. It involves juggling my job, household chores, school projects and spending quality time with my son and husband. Multitasking and time management are necessary skills. Despite the challenges, the joy of seeing my son grow up is worth every effort and sacrifice.

I have learnt over the years that children do not need a perfect mother. They need encouragement, support and most importantly to know that they are loved.

ARLENE CHAN-BOHORAN
SENIOR BRAND MANAGER (HARDWARE AND HOUSEWARES DIVISION)

Being a mom of six kids has been very rewarding for me, and I can't imagine my life without such an honour and blessing. My children are currently ages 26, 18, 17, 15, 10, and 10. One can certainly note the age gaps between them. My first experience at motherhood was one only child for eight years. The simple task of preparing a hot cup of milo in a special pink cup for my son, barely awake, each morning became such a cherished memory to this day. Then came my other children. Now, rushing out the house every morning with both my children and me often half-dressed became my daily experience. The car became our principal dressing room and dining table. For it was there that hair was combed, socks and shoes were done, and breakfast from a little pie stand on Park Street was served. Then, when my fourth child was around 6 years old, along came the twin boys... you could only imagine. All in all, I have enjoyed my journey thus far. I am proud of my children, and grateful to God that I am their mother.

MARISSA HERNANDEZ
ACCOUNTS CLERK (FINANCE)



Celebrating A.S.B Fathers

Being a father is the greatest of responsibilities in my life. It has informed and influenced every decision I have made since the day my 'first' came into the world.

It's about providing a safe and secure environment where my children could explore, ask questions, make mistakes, and figure out the kind of person they wish to become. Being a father is sharing with them the traps and pitfalls they are likely to meet along the way and teaching them how to overcome them.

It's about teaching them that we should stand for that which is right even if it costs you. We know that ultimately, God is the author and finisher of our faiths. As bad as things may get from time to time, there is nothing going wrong in our lives.

Being a father is the greatest gift and privilege I could ever have.

MARCUS KANHAI
SALES & DISTRIBUTION MANAGER (FOOD & GROCERY)



On this special Father's Day, I am continuously mesmerized by the miracle that has made me a father. The moment I became a father, my heart was forever captivated. My heart swells with pride as I witness the incredible accomplishments, growth, and unwavering resilience of my precious child, Kyra Natalia Arthur. What truly fills me with indescribable joy is being proud of the choices she makes. Seeing her navigate life with wisdom and grace brings immeasurable warmth to my soul. Being a father means cherishing the bond we share, celebrating triumphs, and standing by her side no matter what. Every step she takes, and every choice she makes fills me with immense pride. Being a father means cherishing these moments, nurturing her dreams, and loving her unconditionally through it all. Today, I celebrate the incredible blessing of fatherhood and the love that binds us forever.

GARY ARTHUR
ACCOUNT MANAGER (HARDWARE & HOUSEWARES)

Being a father allowed me to truly experience unconditional love and ignited a never-ending desire to care, provide for and mentor my daughter.

IMANUEL GITTENS
E-COMMERCE MANAGER (SHARED SERVICES & SPECIAL PROJECTS)



On this day, we celebrate the remarkable father you are and the countless ways you've made a difference. Thank you for your hard work, your laughter, and your unwavering support. Here's to you, Dad, and to all the amazing fathers who inspire us. Enjoy your well-deserved day!

Celebrating A.S.B Fathers



Being a father means taking on the responsibility of raising and nurturing a child. It involves providing for their physical, emotional and psychological needs, as well as being a positive role model and mentor. Fathers play an important role in shaping their children's values, attitudes and beliefs, and helping them develop into confident, capable and independent adults.

Fatherhood also involves building a strong and loving relationship with one's child, spending quality time with them, and creating a sense of security and stability in their lives. It is a lifelong commitment that requires patience, dedication and sacrifice, but also offers countless rewards and joys.

JASON DOLLAWAY
LOGISTICS SUPERVISOR - SHIPMENT CLEARANCE (LOGISTICS)

Celebrating A.S.B Fathers



Being a father is the best thing in the world making sure your kids have a comfortable life and teaching them to be responsible for their own actions.

CARLOS PATEL
MERCHANDISING SUPERVISOR
(MERCHANDISING)



Being a father to me is like being a superhero. Your children always look up to you for guidance, advice and love. So, what do you do? You lead by example and be their Superhero.

I have two daughters and they know that there is nothing I wouldn't do for them, and all I ask in return is to hear their laughter in the house when I reach home, giving me the assurance of their well-being and happiness.

ROGER WARD
WAREHOUSE MANAGER (DISTRIBUTION CENTRE - FERNANDES)



As a father, I try to set positive examples for my children by being a great husband to my wife, showing my daughters how they should be treated by any man, and teaching my sons how to respect themselves and always put God first in any and everything they do.

NICHOLAS LAYNE
HEAVY T DRIVER (DISTRIBUTION CENTRE - LAPWING)



Being a father means putting the needs of those in your care before yourself. Seeing the joy that you bring to them, brings joy to you.

JASON CLYDE-PHILIP
KEY ACCOUNT EXECUTIVE
(PREMIUM BEVERAGES)

Being a newcomer to fatherhood makes me realise how tough parenting can be. Every day is a new chapter where you'll wonder how the parents of previous generations did it, but just like them, you'll overcome and be the best version of yourself for your mini-me.

DANIEL FRANCIS
VAN SALESMAN (FOOD & GROCERY)



Being a father to me means a lot because I get to carry the mantle of my father before me, to provide, protect and love. Also to mention that I'm my kids first teacher in life to guide them on the right path.

JASON PHILIP
COORDINATOR, DISTRIBUTION CENTRE (LAPWING)



Being a father means that I can always be relied on. Even though I may make mistakes being a dad, there is definitely no mistake in me loving my sons unconditionally. I have a wonderful bond with my boys. My responsibility towards them is to provide love, education, food and shelter. Some days it's overwhelming but my loving wife & mother-in-law support me and help me realize that my relationship with my boys is long-term and being patient is important. Fatherhood is definitely challenging, but it has its rewards, especially those long hugs, hearing my boys say, "I love you" and them showing their appreciation. I am proud to be a dad and I know I must set a good example for my kids.

DAVE ARJUN
COORDINATOR (DISTRIBUTION CENTRE - FERNANDES)

Celebrating A.S.B Fathers

Being a father is my greatest achievement and it means that I am able to provide the best possible life for my daughter, whom I have a very special bond with. I love my daughter very much and fatherhood is by far the most rewarding element of my life.

KESHAV LUTCHMAN
MERCHANDISER (MERCHANDISING)



To me, being a dad means being a provider, protector, leader, teacher, helper, encourager, and friend.

DILLON SPRING
MERCHANDISER (MERCHANDISING)



Fatherhood! What is it? It's undoubtedly the most difficult venture life has to offer and also the most comforting and rewarding. It has taught me so much and continues giving every chance it gets. It's a journey that I'm honored to be a part of.

ZAIYYAD ALI
GRAPHIC ARTIST (FOOD & GROCERY)



Being a father means going home to that unconditional love from my child, the smiles, the excitement and the warm hugs after a long day. Although there are some sad times when you call them to chat, and they give you little to no acknowledgment because you are interrupting them and "their show". It means always striving and pushing myself to do better, to become the greatest human known to her, and to be someone she will consider a role model. Being a father is not the easiest experience. It can sometimes feel like a job and not the simplest one that I have encountered. However, come what may, I will always get up, dust myself off and keep on going. That's what fatherhood means to me.

HESTON JOSEPH
INVENTORY AUDITOR (FINANCE)



August 30th, 2013 - 11:25AM was the first time I looked into my own eyes; and they blinked back differently.

Life was different from then on. I was accustomed to being an example to others, suddenly I was a launching pad for a whole different soul's greatness. Success, Wealth and a Magnanimous life were no longer options - they were now mandatory achievements and the barest minimum that this new pair of My-Eyes deserved and that had to deliver.

10 years and yet another pair of My-Eyes later, I love the charming boys that both my sons are today and the strong, driven leaders that they both will be a few short years from now. Their mother, grandparents and the other relevant adults in their lives do amazing things and have wonderful, positive impacts on them. But I'm their Dad - I will never fail; and because of me, they will never fail.

MAURICE DRISCOLL
ACCOUNT MANAGER
(PREMIUM BEVERAGES)



Being a dad for me means to always be there for my family. It means ensuring that they have the strong support system they need and to watch them grow up and be happy.

NICHOLAS DIAZ
VAN SALESMAN
(PREMIUM BEVERAGES)



To me, being a father means that I have to be a good role model and responsible person for my child.

NATHANIEL TEESDALE
MERCHANDISER
(MERCHANDISING)



Celebrating A.S.B Fathers

Being a father means the world to me. I feel so happy coming home to see and hear Daddy when I've had a long day at work. It makes me forget how hard my day at work was and gives me the energy so I can go on and on.



KEDON SMITH
COORDINATOR (DISTRIBUTION
CENTRE - LAPWING)

Being a father makes me feel joy, love and comfort. My two beautiful daughters lift me up when I am feeling down. Fatherhood made me want to be better for my kids, be protective and supportive. It is a lot of responsibility but it's definitely worth it.



ROHAN SOOKDEO
FORKLIFT DRIVER
(DISTRIBUTION CENTRE -
FERNANDES)

Fatherhood is that proud feeling you get for loyalty, honesty and strength towards your children no matter the time, whether it's good or bad. For me, it extends to setting good examples and placing their needs before mine. The positives always outweigh the negatives.



NARESH SEEPERSAD
AREA MANAGER (FOOD &
GROCERY)

From being there at their first breath, first steps, learning to ride their bikes, to even catching their first fish, totally euphoric! Being able to guide them along the way or stepping back and looking on, knowing that they will do great with the knowledge, values and ethics they've learned and those instilled in them. In the end, they'll always be my "little ones" and I'll forever cherish the memories we share and love them unconditionally.



LEON LA FOND
NETWORK ADMINISTRATOR
(INFORMATION TECHNOLOGY)

Being a father to me means giving love and being a protector and teacher for my little princesses. Enjoying those simple and candid moments they create. Sharing my love with them and enjoying these wonderful experiences that I missed out on as a kid myself. As a father, they are my world and joy.



RONALD HENRY
PROMOTIONS ASSISTANT
(PREMIUM BEVERAGES)

GOOD DAY SUNSHINE



PLEASE DRINK RESPONSIBLY

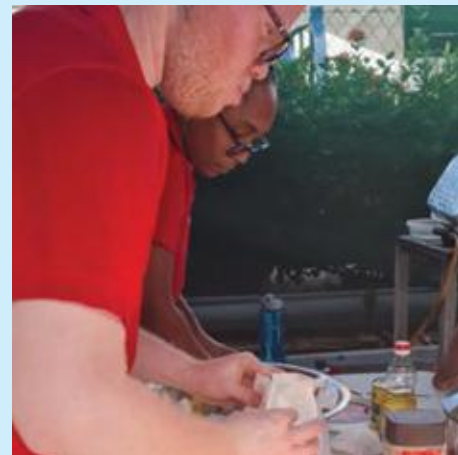
Veuve Clicquot

EVENTS - FTF

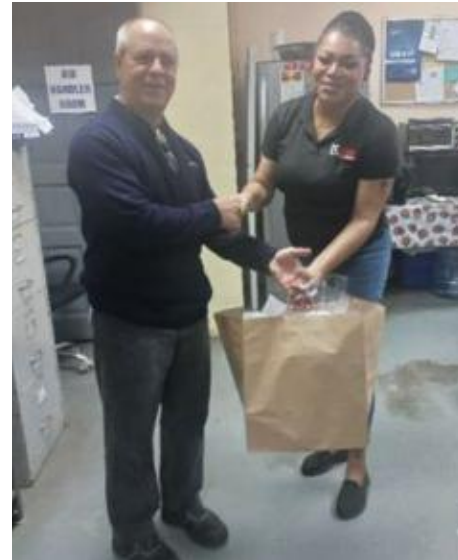
CORN SOUP COOK OFF



FT Farfan's Cook Soup Cook Off consisted of eight (8) departmental teams competing for a chance to win the "Corn Soup Boss' bragging rights. Each team had a unique twist on our local corn soup, but in the end, Heavy Equipment Service Division took home the grand prize. Hosted by Sunny Bling, it was an evening full of good food, fun, games and excitement.



ADMINISTRATIVE PROFESSIONAL'S DAY



We celebrated Administrative Professional's Day by gifting our Admins with a small token of our appreciation for their hard work.

EVENTS - FTF

L'ORÉAL MAKEUP DEMO



In collaboration with Loreal, employees were treated to a one day makeup workshop where they participated in makeup and shade testing as well as makeup tips and tricks from the L' Oréal Team.



contigo®

Less spills & more sips!

bubba.

Our big, colourful bottles keep drinks icy cold for hours!



NEWEST MODEL

Speed Queen.

MANUAL KNOBS • COMMERCIAL QUALITY • WARRANTY AVAILABLE

Now with an EXTRA WASH CYCLE!



REASONS WHY SPEED QUEEN® IS RIGHT FOR YOU!

- Our machines are 100% manual
- Commercial grade machines for your home
- Easy to use
- Ergonomically friendly design
- Made in the USA



LWN432SP115TW01

LDE30RGS173TW01

EASTER EGG DECORATING CHALLENGE



Winner -IT Team



Employees was invited to show their creativity by decorating a 12" egg using any material of their choice. Eggs was donated to the St. Mary's Home for their Easter Egg Hunt.

Employees was also treated to Hot Cross Buns

CELEBRATE EARTH DAY WITH GARNIER



The Personal Care division at Bryden pi hosted this year's celebration of WORLD EARTH DAY on April 22, 2023.



On this day, they came together as a global community to reflect on the importance of preserving our planet for future generations. Garnier Supports Green Beauty Garnier understands the importance of GREEN BEAUTY, sustainability and protecting the environment. This year's theme for WORLD EARTH DAY was "Restore Our Earth," which focused on the critical need to take action and restore our planet's ecosystems. As a part of our social responsibility, their aim was to promote green beauty at Bryden pi and all employees was invited to be a part!



Let's Make a Difference Together Staff was asked to practice these little things which can make a big difference for the environment to commemorate this day:



Reduce energy consumption & greenhouse gas emissions! Be sure to switch off appliances when leaving your workstation Reduce waste and save resources! Walk with your BPI name cup.

Let's celebrate a Green Beauty! Wear something green. Staff was treated also to a plant and a snowcone

EVENTS - Bpi



As we continue to celebrate and support World Earth Day, 42 employees was chosen randomly to receive LED BULBS

ADMINISTRATIVE PROFESSIONALS DAY



On April 24, we celebrated National Administrative Professionals Day. On this day we took the time to celebrate all of our admins and their contributions to the workplace.



EID MUBARAK

Our company also joined with our Muslim family and community to celebrate Eid ul Fitr. Employees were treated to traditional Muslim sweets to mark this auspicious occasion.

INDIAN ARRIVAL DAY CURRY DUCK COMPETITION



Bryden pi hosted its Indian Arrival Day Curry Duck Cookout. It was a Bryden's family affair where 8 teams vying for bragging rights and prizes turned up to prove their culinary skill. This year's competition included a new category where teams were asked to include cassava in the meal presentation and perform a minimum of one verse and chorus of an original song based on the Indian Arrival Day theme.

They all brought the vibes, heat and had a fabulous time.

Getting the judges' nod and taking home the top prize for Best Curry Duck was "HES DUCKTERZZ"



EVENTS - Bpi



HAPPY MOTHER'S DAY

Mother's Day provides an opportunity to express heartfelt appreciation and gratitude for the love, sacrifices and efforts that mothers contribute to their families. Bryden pi took the time to honour and celebrate all the mothers in the company.



HAPPY FATHER'S DAY

"A father epitomizes strength, courage, affection, and patience. It's a time to experience the love and bliss of fatherhood. Bryden's took the time to wish all their diligent and hardworking father's a wonderful day.

They were all presented with little tokens of appreciation.

JUNE IS NATIONAL MEN'S HEALTH MONTH!

This month was about encouraging all the men in the company to take care of their bodies by eating right, exercising, and working to prevent disease. Throughout the month information and testimonials from employees was shared to heighten the awareness of preventable health problems and encourage early detection and treatment of diseases including cancer, heart disease, and depression.



Men's Health Month 2023

My name is Peter Vaillou and seeing that June is Men's Health Month, I would like to share a health experience I had recently.

During the early months of 2022, I started experiencing some discomfort in my chest and arms. Being the person that I am, I always had an excuse or an answer for the discomfort I was feeling. Either it was a gas pain or I slept bad" I never visited the Doctor to have it checked out.

In November of that same year, I got a heart attack and had to be rushed to the hospital where it was discovered that I had a blocked artery at 70% and required immediate surgery. After surgery was done in November, I had to undergo rehabilitation and I am still in recovery. As a result of the heart attack, which damaged my heart, I will now have to be on daily medication and blood thinners for the rest of my life, as well as adjust my regular daily life to now include regular check ups, exercise and a healthy diet.

If **ONLY**, I had not been stubborn and visited the doctor sooner for a regular check-up, they would have discovered the blocked artery, surgery could have been done with recovery at 100% and I would have avoided the heart attack.

Please, if anyone has any weird or unusual feeling in your chest area or arms....PLEASE, DO NOT follow in my footsteps and self diagnose or make excuses, VISIT your health provider immediately to have it checked out. Everything I am going through now, could have been avoided. If anyone would like to reach out to me to discuss my experience more in detail, please do not hesitate to contact me.

Thanks for your time and stay healthy to be happy.
Peter Vaillou



Diabetes Care Co-ordinator
Bryden PI/Accu-Check
Contact: 701-2546

EMPLOYEE FEATURE - ASB



EMPLOYEE:
NORISHA SOLOMON

“My journey was a life-changing experience, which taught me many new things and skills.”

1. How long have you been with the Company?

I have been with the Company for the past 16 years. My journey was a life-changing experience, which taught me many new things and skills. The knowledge gained throughout the years with the Company has been very beneficial.

2. What inspired you to join ASB?

I am inspired by what I love to do most, which is displaying the variety of products and showing my passion and potential for merchandising. I love interacting with the public and educating them about different products while at the same time uplifting the Company.

3. What do you enjoy most about working at ASB?

I enjoy working with different types of products on a daily basis, every day I would gain new knowledge and ideas on how to display products to the public. I found passion in knowing that every day is a different challenge with products which helped me gain more knowledge and skills to show how passionate I am about my job. I grew love for my job day by day and now I can look back and say I missed those little life-changing challenges experienced along my journey.

4. What is your favourite memory from working at ASB?

My favourite memory from working at ASB is from one of our Christmas Dinner's where I got to meet my extended ASB family. We shared different stories and tips with one another having a very enjoyable time, laughing, and interacting with each other. I can remember my boss having a drink with us, and at that moment he said “We have to shut it down tonight”. It was my first time having alcohol and I felt like I was on a rollercoaster. These memories will forever stay with me and I am happy to be a part of such an exciting and hardworking workforce.

5. Tell us a bit about your family. Are they excited about your retirement?

My family is a small knitted loving one, we enjoy every single day with each other even though we came from a strong religious background. We tend to celebrate all religions and holidays while experiencing what life has to offer and enjoy. I must say they are very excited about my retirement because I will be spending more time with them which means more delicious things to be baked and cooked. I enjoy preparing things that they love to eat and spending time together with them while preparing.

6. What do you enjoy doing outside of work?

Outside of work, I enjoy spending quality time with my dogs which are more like little children to me because they bring me relaxation and comfort. The other thing I love is my flower garden, and I spend most of my afternoons enjoying the flowers together with the birds and butterflies.

7. What is something surprising that not many people know about you?

The most surprising thing that people may not know about me, is that I am soft-hearted and cry very easily. No matter how challenging the situation may be, I try very hard to not show it.

8. What is the best advice you can give to someone who just started his or her career?

The best advice I can give to someone who just started their career is to never give up no matter how difficult it may seem or how challenging it may become. Always aim high and do the best that you can do.

9. What are your plans post-retirement?

My plans post-retirement are to spend more time on myself and take care of myself while continuing to spend quality time with my family.

EMPLOYEE FEATURE - BPI



EMPLOYEE:
MICHAEL SAMPSON

Celebrating 45 Years of Dedication Michael - A Fatherly Figure at Work and Home

Michael Sampson, a symbol of unwavering commitment and true friendship, stands as a shining example of a dedicated employee. Celebrating an impressive 45 years with the company, his journey is proof of his strong dedication, kindness, and unwavering spirit in Bryden pi Limited.

His Warehouse family, describe him as an easy-going person, a pillar of support, a mentor, and a father figure to those lucky enough to work alongside him. They often turn to him for guidance and depend on his steady hand during tough times.

He is known for going the extra mile, whether

it's staying late to help out, guiding new employees, or taking on extra duties. He does it all without hesitation.

As we celebrate Michael's 45-year journey with the company, it's clear that he's left a lasting impression on everyone who's had the privilege of knowing him. His legacy is one of strength, commitment, and the importance of forming meaningful bonds. Michael, a true fatherly figure, has not only played a vital role in the company's history, but has also enriched the lives of countless individuals along the way.

Here's to Michael and his incredible journey – a real inspiration to us all.

EMPLOYEE FEATURE - FTF



EMPLOYEE:
ANTHONY WALDROPT

“Be honest, even if you make a mistake, be honest. Speak the truth at all times.”

Anthony Waldropt fondly known as Tony, has been with FT Farfan since January 1989. He worked in our Rigging department as a Rigger until the Rigging business was sold in 2016. Tony now works primarily in the warehouse but still lends a hand wherever and whenever he can since he is known as our “Jack of all Trades” and a master painter!

Tony’s history with FTF began well before he started to work here, as his father, Harold Waldropt worked with us as a Rigging Manager until his retirement. Given his length of service, we have decided to ask Tony to tell us in his own words about his experiences and memories over the years.
Enjoy!

You have been with FTF for over 33 years, what is your favourite memory?

My favourite memory was celebrating Mr. Farfan’s birthday, all the branches and staff came together and we had a lot of fun, liming, drinking and ole talking

What was it like working at FTF when you first joined?

I joined FTF in 1989 on contract, there were a handful of employees and we were like a family.

What is your greatest accomplishment?

Going to Angola in 2010 to work. FTF was commissioned to install a wet and dry flame tower for an oil company in Angola and I was selected as part of the team.

What do you do for fun and relaxation?

I play football and I play the nine base for Exodus Steel Orchestra and we have had the pleasure of winning four (4) Panorama Competitions.

If you had to give one piece of advice to everyone, what would it be?

Be honest, even if you make a mistake, be honest. Speak the truth at all times.

EMPLOYEE FEATURE - MICON

EMPLOYEE:
AHUVAH FRANCIS



“The hands on experiences I thoroughly enjoyed, because then you can chat and get to know your staff intimately.”

How long have you been with the company?

I have been with the company for 17 years (October 2006) starting at the Telecom Division as a Warehouse Supervisor progressing as follows:- to Warehouse Manager, Operations Manager and then transferring to the Food & Household Division as a Warehouse Manager.

What do/did you enjoy most about your job?

I enjoyed the times when I would have to constantly walk the floor and physically work (interact) with employees to ensure that the Warehouse was always ready for Operations. The hands on experiences I thoroughly enjoyed, because then you can chat and get to know your staff intimately.

What do you enjoy doing in your free time?

I am an avid agriculturist, growing ginger at home for sale, also planting dozens of trees at my brother’s estate and now planting at my shared estate of 10 acres. I also enjoy strength training exercises at home and nature visits.

What are your plans post retirement?

Cultivating crops at my shared estate and planning on beginning to make furniture from Bamboo, which proliferates at the estate. I have done some training in how to cure Bamboo

from pests attack so as to ensure that the furniture are long lasting.

If you had to eat 1 thing for the rest of your life, what will it be? :)

Hmmmm. There are so many! I would say HEALTHY FATS which is essential for a wholesome body, Avocados, Eggs, Cheese, Dark Chocolate, Fatty Fish and Macadamia Nuts. I know you said one but it is the package! :) If i have to choose one, IT WILL BE AVOCADOS!



Tea For Every Mood!



NATURAL JASMINE GREEN TEA



PURE GREEN GREEN TEA



PURE CAMOMILE FLOWERS



PURE PEPPERMINT LEAVES



ORGANIC CEYLON SPICE CHAI



ROSEHIP & HIBISCUS INFUSION

INFORMATION TECHNOLOGY

We hope this newsletter finds you all in high spirits and eager to take on new challenges. As we venture into the new quarter, we are thrilled to announce that Group IT's focus for the 2nd quarter was/is on three crucial areas: Data Cleaning, Analytics, and Process Improvement.

Data Cleaning:

Accurate and reliable data is the foundation of every successful IT endeavour. Our dedicated Group IT and interns team has been working diligently over the past weeks to improve the quality of our data. The aim is to identify and rectify any inconsistencies, errors, or duplicates in our datasets. By implementing automated data validation processes and refining data cleaning protocols, we will ensure the integrity of our data across all systems. Clean data will lead to better decision-making and more efficient operations across the company.

Analytics:

Unlocking the power of data is essential for driving business growth. This quarter, we will be focusing on enhancing our analytics capabilities. Our analytics team explores cutting-edge data visualization technologies to make data more accessible and actionable for every line of business. Additionally, we strengthened our data modelling techniques and invest in upskilling our team members in advanced analytics via engagement with a third-party vendor. Armed with powerful insights, we can better understand customer behaviours, market trends, and internal performance, leading to more informed decisions and cross-sell opportunities.

Process Improvement:

Efficient processes lay the groundwork for a successful organization. Starting in May 2023, the Group IT department conducted a comprehensive review of our current processes. By identifying bottlenecks and streamlining workflows, our continuous aim is to optimize our operations and deliver even greater value to our customers and stakeholders. We encourage everyone to actively participate in this endeavour by providing valuable feedback and suggestions for improvement. Process automation will also be a key area of focus, allowing us to streamline repetitive tasks and maximize productivity.

Let's Collaborate and Excel Together:

Success in these initiatives is only possible through collaboration and dedication from each member of our team. We encourage you all to share your expertise, contribute your ideas, and actively participate in our surveys. Together, we will drive positive change and elevate our IT capabilities to new heights.

We look forward to a fruitful and productive quarter ahead. Should you have any questions or suggestions, please feel free to reach out to us. Your input is vital to our collective success. Thank you for your continued dedication and commitment to excellence.

SUPPORT SERVICES - ASB

OPERATIONS

WAREHOUSE & LOGISTICS

The ASB Warehouse team focused efforts in Q2 on continuous improvement in delivery and picking attainment (80% and 94% respectively) which both increased by 5% year over year. Planning also began for peak, which begins in Q3 with a decision undertaken to add a third shift to cover increase in demands. Additional equipment added to the fleet arriving just in time for Q3, which will alleviate strain. A new warehouse was also secured to store Large Appliances allowing for the expansion of storage capacity for Food & Grocery Items.

Meantime, the logistics team continued to focus on delivering timely service for the clearance of shipments, the processing of allocations and the turnaround for bond transfers.

OPERATIONS SUPPORT

The Ops Support Team main project for Q2 was the redesign of the Premium Beverages workspace, which was in major need of an upgrade and a spatial reallocation to facilitate the increased headcount of the division. The estimated completion of the overhaul is Q3 in order to minimize disruption of operations.

SECURITY & FLEET

The main achievement in Q2 was the streamlining of security providers throughout the Group, which successfully rolled out at FTF and MICON.

HSE

The Brydens Sustainability program launched in April and was hosted by social media influencer,

Keevo. The event presented fun games and activities that encapsulated the theme of the launch, which focused on the first pillar Reduce, Reuse, and Recycle. Recycling stations were installed within all the facilities and employees were encouraged to adopt new behaviors, which will have long-term positive effects on the environment.



In Q2, Brydens partnered with Nexus Health Care facility to launch the first-ever Brydens Wellness program where all staff has access to free basic health screenings with the option of more invasive testing if required. The Wellness Program was rolled out over the course of one week with special attention to the Merchandising, Van Sales, and Distribution Teams



OPERATIONS



At Bryden pi, the Supply Chain Team, under the purview of a project helmed by the Shared Services & Special Projects Team, offered operational support and guidance for ISL/Facey WMS Project in Jamaica. The representatives collaborated closely with the local teams to ensure project readiness and alignment with best practices, laying the groundwork for a successful WMS integration. This project, similar to others in train, is indicative of how shared knowledge between The Brydens Group and our parent company, Seprod can enhance operational efficiency.

The Supply Chain Team also spearheaded the revamp of the Supply Chain Scorecard by incorporating key metrics such as On-Time-In-Full (OTIF), Shipment Tracking and Demand Planning. This of course, is all part of ensuring that we keep the customer experience positive by providing the most efficient service.

The Quality Team focused their efforts during Q2 on the conceptualization of the inspection process and guidelines for the full Bpi product

range to ensure continued delivery on the customer obsession promise.

In Logistics, the Team focused their efforts on continuous learning by championing a lunch and learn session to build and strengthen their knowledge based. The area of focus was Understanding Classification.



Lastly, the Warehouse Team completed the Parcel Cube Project which comprised of cataloging the weight and dimensions of all products in the warehouse. This project will aid in assisting the Warehouse with space planning, container loading and truck routing.

HSSE



Safety Week Activities

Free Health Fair:

- Vision screening by 800-eyes at all Bpi and BGL locations and 800-eyes locations if needed.
- Blood pressure, cholesterol and glucose testing by Bpi's Hospital & Equipment division.

First Aid & CPR demos/ info sessions at all Bpi and BGL locations.



Safety awareness through videos:

- Emergency response and preparedness
- Fall prevention
- Manual handling and lifting techniques
- Office ergonomics

Quizzes and competitions

- Safety Pictionary proved to be a challenging but enjoyable experience

First Aid & CPR Training

- Saturday 29th April 2023



MAY 2023- We launched our safety slogan signage which features some of the competition winners and a member of the BGL team producing the many products under the "No More" brand.

SUPPORT SERVICES Bpi - OPERATIONS

FACILITY MANAGEMENT

Bpi celebrates World Facility Management Day

Recognizing our Facility and Maintenance teams - Jackie Gittens poses with members of Bpi's wonderful FM team. Acknowledging their continued commitment and great efforts, particularly during the pandemic.



Chaguanas Warehouse FM team- Left to right Lutchman Budhusingh, Reshma Ramsarran, Michelle Boodoo, Christine Mohammed and Kurel Agard



Macoya FM- Alvin Balraj

SUPPORTING THE GROWING PROFESSION OF FACILITY MANAGEMENT (FM)

Bpi hosted the T&T Chapter of the International Facility Management Association's (TTIFMA's), first in person Chapter meeting since the Pandemic on the 22nd June 2023.

Theme: FM - An Integrated Approach for your Organization

Featured Speakers:

Akil Fernandez (Senior Project Engineer- Sylinx Ltd.)- Energy Conservation and Efficiency
 Nixon Gangoo (Group HSSE Manager ANSA MCAL) - HSSE & FM
 Edward Kacal (Chief Executive Officer- Servus) - Business Continuity Planning

Our own Bpi employee- Jackie Gittens sits as the Secretary of TTIFMA.



Front Row (Speakers) from left- Edward Kacal, Nixon Gangoo and Akil Fernandez
 Back rows- TTIFMA Board, members and potential members

SUPPORT SERVICES FTF - OPERATIONS

Supervisory training was conducted from April to June with Carla, Shelly-Ann, Marcel, Nigel, Adrian, Astrid, Narendra, Sugrim, Ebony, Wendy and Kiesann in Supervisory Training. This course was developed by Carlo, Inventory Department Manager and facilitated by Carlo and Paul (Operations Mgr). The benefits of these programs have already been impacting the division as we develop our team members to be equipped with the skills for leading the modern work place.



Logistics continued to manage the challenges from the Customs and Excise Division - the appointment system at the Piarco Bond continues, resulting in delayed clearances of couriered and air-freight items. While interventions were conducted through the TTMA and AMCHAM, we continue to be hampered. There were also delays in getting the approvals for bond increases at the Munroe Road. Bond facility, resulting in increased costs to the company via demurrage and rent. We have also started Ramps Logistics in clearing our sea-freight cargo. The savings will help us improve profitability to FTF.

The Inventory Department conducted several stock checks over the period, including the main stock check done at the beginning of May. The counts were well conducted resulting in variances of under than 0.1%. They have also conducted training at the South and Head Offices in Inventory related procedures. At the end of June, Carlo De Silva, Inventory Manager, visited ICON, Guyana to conduct a review of their Processes/Procedures & Warehouse Expansion. This has resulted in recommendations currently being addressed to strengthen the operations there.

The Warehouse Team at the various FTF locations, continue to work well together in handling high inventory levels. This has resulted in items being placed in non-traditional areas for longer than desired periods. The warehouse continues to collaborate with the stakeholders to mitigate the impact of this situation.

SUPPORT SERVICES - ASB

HUMAN RESOURCES

APRIL | NEW HIRES



Carlon Melville
Bond Warehouse Keeper
Logistics



Samantha Sullivan
Bond Customs Assistant
Logistics



Ruth Bachoo
Key Account Manager
Food & Grocery



Dayne Ali D'Arbasie
Insurance Manager
Insurance



Michael Ransome
Network Specialist
Information Technology



Janelle Babb
Product Specialist
Hardware & Housewares



Tershanar Williams
Telesales & Customer Service
Rep. - *Hardware & Housewares*



Arnold Harridath
Van Sales Assistant
Van Sales & Distribution



Jasiel Issac
Relief Van Sales Assistant
Van Sales & Distribution



Justin Thomas
Warehouse Attendant
Distribution Centre



Isaiah Cooper
Warehouse Attendant
Distribution Centre

MAY | NEW HIRES



Ornella Dick
Brand Manager
Food & Grocery



Leann Mare Gill
Social Media Specialist & Digital
Strategist - *Premium Beverages*



Kaurice Alexander
Graphic Artist
Hardware & Housewares



Carolyn Charles
Merchandising Supervisor
Merchandising



Isaiah Charles
Inventory Auditor
Inventory Audit



Kerion Bowen
Inventory Auditor
Inventory Audit



Alessandro Khan
Van Sales Operations Coordinator
Van Sales & --Distribution



Brandon Streete
Business Intelligence Specialist
Information Technology



Joshua Franklin
Sales Associate
The Naughty Grape Duty-Free



Marcus Trancoso
Porter
The Naughty Grape Duty-Free

JUNE | NEW HIRES



Matthew Constantine
Key Account Executive -
Duty-Free - *Premium Beverages*



Gerard Samaroo
Relief Van Sales Assistant (Driver)
Van Sales & Distribution

MAY | PROMOTIONS



Britni Bansraj
Trade Execution Executive
Food & Grocery



Sarah Anton
Senior Brand Manager
Food & Grocery



Keenan Hinds
Warehouse Attendant 1
Distribution Centre



Shyon Duncan
Warehouse Attendant 1
Distribution Centre

JUNE | PROMOTIONS



Shellyann Garcia
Senior Telesales & Customer
Service Rep. - *Premium Beverages*



Jesse Samuel
Service Centre Technician
Hardware & Housewares



Samantha Maharaj
Insurance Supervisor
Insurance

MAY | TRANSFERS



Darryl Hutton
Duty-Free Operations Supervisor
The Naughty Grape Duty-Free



Rodney Baker
Key Account Sales Rep.
Premium Beverages

JUNE | TRANSFERS

SUPPORT SERVICES - Bpi

HUMAN RESOURCES

APRIL | NEW HIRES



John Paul Pitt
Cashier
Finance



Celine Ameerli
Junior Brand Manager
Food & Grocery



Annalisa Seemungal
Merchandiser
Personal Care

MAY | NEW HIRES



Joelle Archer Royer
Warehouse Administrator
Operations



Nicholas Bowen
Warehouse Attendant
Operations

MAY | NEW HIRES



Sue Ann Headley
Administrative Assistant-Roche
Hospital Equipment & Supplies



Vanessa Williams
Merchandiser
Food & Grocery



Lejaay Bastien
Merchandiser
Food & Grocery



Taylor Marie Ramdin
Medical Rep-Sandoz
Pharmaceutical



Nicholas David
Junior Stock Auditor
Operations

JUNE | NEW HIRES



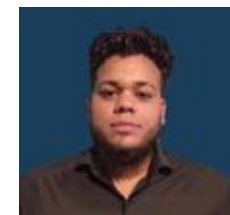
Havana Ramdeen
Promoter
Food & Grocery



Samantha Boland
Brand Manager
Food & Grocery



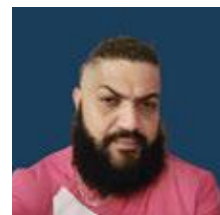
Sade Sealy
Senior Brand Manager
Pharmaceutical



Brandon Rupert
Warehouse Attendant
Operations



Simone de Nobriga
Senior Brand Manager
Food & Grocery



Fareed Ronalds
Warehouse Attendant
Operations



Justin Alleyne
Warehouse Attendant
Operations

PROMOTIONS



Renee Louison O'Hara
Merchandising Team Lead
Food & Grocery



Nayoka Mann
Sales Representative
Pharmaceutical

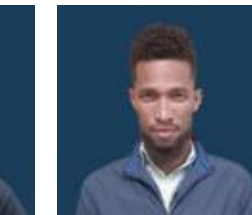


KWAME MAPP
FORKLIFT DRIVER
Operations

MAY | NEW HIRES



Renesha Gray
Cashier/Service Coordinator
Agri World Arima



Kevin Armstrong
Graphic Artist
Marketing Group



Adam Nandoo
Trainee Technician
Service Light Division

JUNE | NEW HIRES



Ricardo Mohammed
Service Technician
San Fernando Branch



Vaushkin Maharaj
Technician I
Heavy Equipment Service Division



Dominic Carvalho
Supply Chain Specialist-Parts
Industrial Parts

MAY | PROMOTIONS



Adam Nandoo
Trainee Technician
Service Light Division

JUNE | PROMOTIONS



Dominic Carvalho
Supply Chain Specialist-Parts
Industrial Parts

APRIL | NEW HIRES



Kevin Mohess
Technician III
Heavy Equipment Service Division



Parmanand Rishi Bisnath
Sales Representative - JCB, Trucks
& Forklifts - Rentals Division



Annmarie Ramlogan
Branch Inventory Coordinator
Munroe Road Warehouses



Dawn Davis
Marketing Manager - Lubricants
Lubricants Division



Jahem Martin
Warehouse Attendant/Loader
Munroe Road Warehouse

MAY | NEW HIRES



Felicia Lucillio
Inventory Clerk
Inventory Division



Karishma Jhinoo
Quick Service CSR
Service Light Division



Dale Stephen
Mounting Attendant
Munroe Road Warehouse



Stacy-Ann Harripersad
Cashier
San Fernando Branch



Daniel Dyer
Technician III
Heavy Equipment Service Division



Ricardo Clarke
Call Centre Agent
Call Centre

APRIL | PROMOTIONS

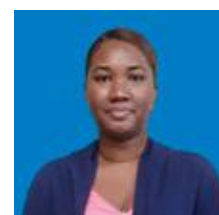


Satyadev Harrilal
Technician III
Heavy Equipment Service Division



Geeta Lallo-Singh
Rentals Sales Administrator
Rentals Division

MAY | TRANSFERS



Khatija Lewis
Cashier
Ibis Retail Showroom

SUPPORT SERVICES - MICON
HUMAN RESOURCES

NEW HIRES



Mala Dutch
Accounts Clerk



Hasena Charles
Dispatch Clerk



Dwayne Scott
Warehouse Manager



Marvin Irish
Van Sales Representative



Kevin Webb
Van Sales Representative



Cristabelle Griffith
Sales Supervisor



Saurav Balliram
Brand Manager



Rafael St Louis
Forklift Driver



Sheriffa Ramdial
Brand Manager



Kerron Lewis
Forklift Driver

TRUPER®

FOR THE PERFECT GARDEN EVERYTIME

AVAILABLE AT LEADING HARDWARES NATIONWIDE



FOOD & GROCERY



The second quarter of our fiscal year saw a continuation of depletion efforts to reduce inventory, especially of our Eve range. While we were successful in depleting stock, in so doing we had to sacrifice a lot of margins affecting our overall profitability. Sales for the quarter closed 2% ahead of budget and while our profitability improved to budgeted levels by June, we closed H1 2.5 percentage points below our budget of 29.2%. Overall, gross profit dollars were 6.6% below budget but 11% above last year.

Our team has done a creditable job of managing costs with A&P at half of the budgeted levels due

in part to better management of the accruals and claims process. Our total operating expenses stand at -5% vs budget. However, a big damper on our overall performance was due to high write-offs of damaged and expired products, ultimately putting our division profit at 17% below budget and -5% vs last year.

On the bright side, we are seeing a steady recovery in margins and have eliminated the major chunk of our overstock issues, reducing our inventory value by over 20%. We still have some work to do but we are cautiously optimistic given a stagnant trade environment to recover margins

in the back half of the year. The combined efforts of the Sales and Marketing Teams have been tremendous in this regard and we expect to deliver budgeted gross profits in H2.

At the half year we've seen positive growth and profit gains from Mondelez Gums (Dentyne and Trident); Colombina, through a bolstering of our traditional trade business; and Mondelez Savoury (Club Social, Honey Bran). However, many of our premium brands have struggled in this slower economy. These include Cadbury, Reynolds, and Energizer. This was compounded by the depletion exercise on Eve Milks and the complete absence of Sour Patch Kids for this year.

Among the many activities from Marketing, the past quarter also saw great excitement from Mondelez with the "Say It With Oreo" promotion and our alignment with the latest movie in the Transformers franchise. This time we truly went overboard with the branding of the entire Brydens head office. Not to mention the excellent displays across the trade executed by our indispensable Trade Marketing Team

Additionally, not to be outdone, as we covered the organized trade with Oreo, our Vans Team did the same in the traditional trade, exceeding expectations with their rollout of over 2,374 KiWe display units loaded with Oreo, Club Social, Chips Ahoy, and Ritz. The drive and creativity demonstrated really speak to their commitment, and the results showed the importance of visibility/exhibition and distribution to our business.

We look forward to the coming months when we will be developing our Eve range of products, including innovations from within the Seprod Group. It is indeed very exciting to be able to truly capitalize on the opportunities afforded to us and to help contribute to the growth of manufacturing in CARICOM. The next two quarters will be key to closing the year on a high as we shrug off the touch H1, but our team is highly motivated and showing great energy and enthusiasm.



SALES - ASB

HARDWARE & HOUSEWARES

The contraction of demand that we felt in the first quarter continued through the entire period from April 2023 to June 2023. As a result, we failed to achieve any of the turnover, margin, or profit targets set in our budget. Our turnover for the quarter fell short of budget by 18.5% of the target and was 2 % short compared to the period last year. Our net profit fell 28% short of the target. However, when compared to last year's profit, we were surprisingly 6% over. These numbers show that even though we set a budget for 2023 based on falling margins, we underestimated the reduced demand and further erosion of margins that now have us realigned with pre-covid numbers. Our inventory position continued to improve during the quarter. This was accomplished through pricing and promotional activities on targeted products. We start the upcoming quarter with our inventory value aligned with our forecasted sales.

The focus for the remainder of the year is to rationalize the portfolio by liquidating slow and overstocked items and replacing them with new opportunities. Based on where our margins dropped to at the end of quarter 1, there has been an improvement of .7% in margin which we hope will be a continuing trend to get closer to our budgeted number as we head into the second quarter of the year. The last half year has been very challenging for the division. We, however, remain cautiously optimistic that the third quarter will show some improvement. We look forward to the continued support from all the support departments that have traditionally served us so well.



Mother's day Promotions



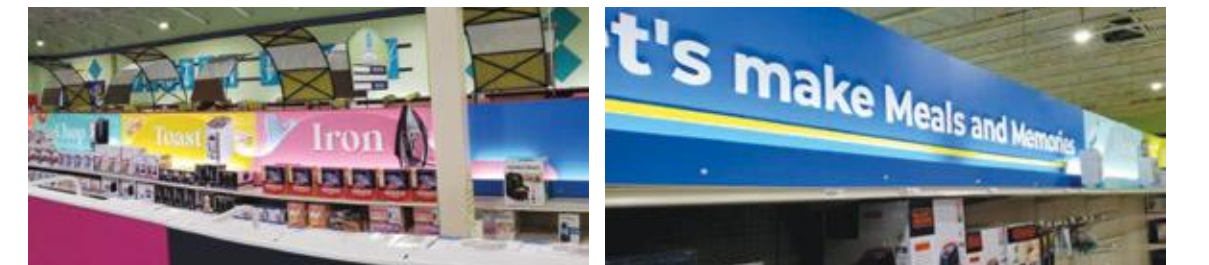
Mother's Day Exclusive Promotions



Product displays at stores



Branding



Allied Wall Branding and Tru Valu Trincity Aisle Branding

SALES - ASB: Hardware & Housewares

Sales Push Activities



Xtra Foods Arima



Retail Warehouse



Price Club



Ramlagan's Superstore



S&S Persad Supermarket



Xtra Foods Endeavour



Ramesh & Sons



Allied

Genie Activation and Signage



Southern Food basket Coffee Street Gondola Branding

Father's Day Promotion



**CORDLESS
POWER.
MADE BY
STIHL.**

READY FOR ANY CHALLENGE

PREMIUM BEVERAGES



The Premium Beverages division continued its momentum into Q2 and closed June 6% above Budget in profit after expenses. This performance was driven by our sales team who led volume deals across the portfolio to achieve aggressive depletion targets which have enabled the PB Team to be the top-performing market in the Caribbean and Central America in sell-out depletions for Diageo. The marketing team supported this initiative with major pull activations across multiple channels in the trade to ensure sell-through to consumers. These activities included the resumption of Bar Crawls from Johnnie Walker which kicked off in May and continued every Friday creating a stir with DJ's, Brand Ambassadors, and Giveaways reaching over 40 bars and converting hundreds

into whisky lovers. The down trade was reignited with various Black and White whisky promotions across 100 bars to help rejuvenate the brand everyone still loves and enjoys. The Off Premise key account channel was activated with high-impact displays and price specials across the core whisky brands and wines during the quarter.

The big bet focus categories of Gin, Tequila, and Rude Boy continue to show significant growth as we carve out more market share for our brands in this space which was supported with engaging brand activations. The Team also executed various consumer experience tasting events and featured some of our rum brands this quarter. Bumbu Rum hosted an

intimate select group of rum adorers at the Brix Hotel, whilst the award-winning Cuban Rum from Moët Hennessy Eminenté shared an evening of rum and tapas at the Arazzi lounge with media personalities and key on-premise customers. Brydens also welcomed the founder of Ten to One Rum Marc Farrell on his local tour of promoting the rum with two events one at Arazzi and the other at District Cafe where patrons sampled cocktails and learned more about this brand. The official spirit of the NBA, Hennessy hosted a viewing party for the NBA finals at Estate 101 where over 100 guests sampled Hennessy basketball-themed cocktails.

This quarter also saw the recruitment drive for the PB Restructure in full swing as the division

resources up for future growth. This structure ensures the team is equipped for gaining more market share for our brands, growing our distribution universe, and elevating all our brand executions. We are aiming to enhance our customer experience and efficiencies with more agility by empowering more levels of staff with decision-making authority. Looking ahead the teams continue into Q3 with various brand executions in the works and major onboarding plans for all the new team members. This second quarter would not have been as successful without the continued support from our wider team of CSR's, promotional, and trade execution teams as well as logistics, DC, and finance teams.

SALES - ASB: Premium Beverages

Rum Tasting Event



Brand Activity: Consumer Tasting Event
On Premise Account: The Brix
Activity Description: Consumer Event
Activity Date(s): April 26th 2023

Review:
 We executed an intimate consumer event targeting 25 males that are either rum drinkers or loyal consumers of Bumbu to educate them further on the Brand.

Coming out from the event we were able to also capture 5 cases pre booked sales and continue to receive repeat purchases through our retail store.



Bedrock Event

Brand: Jägermeister
Activity: Consumer Promotions
Activity Date(s): April 30th, May 7th, May 21st, 2023



Brand: Blu Giovello
Activity: Consumer Promotions
Event: Bedrock All-Inclusive
Activity Date(s): May 7th, 2023

Wine Training

Brand Activity: Wine Training
On Premise: Samurai Restaurant
FOCUS BRANDS: Woodbridge, Meiomi
 General Wine Education
Activity Date(s): May 25th 2023

Attended: Bartenders/ Servers/ Managers
 20 persons total



SALES - ASB: Premium Beverages

519 Event

Brand: Blu Giovello
Event: 519 Anniversary Brunch
Activity: Consumer Promotions
Activity Date(s): May 28th, 2023



Off Trade Activations

On Trade Activations



Promo

Brand Activity: Branded Racks
Off Premise Stores:
Massy Stores - WestMall
 - Gulf View

Activity Description: Rack Branding
Activity Date(s): March 15th - May 14th 2023

Off Trade



Choose Your Drink Specials



JW Golden Hour

Off Trade Activations



Massy Westmall

Massy Trincity

Massy Alyce Glen

Massy Marabella

Off Trade



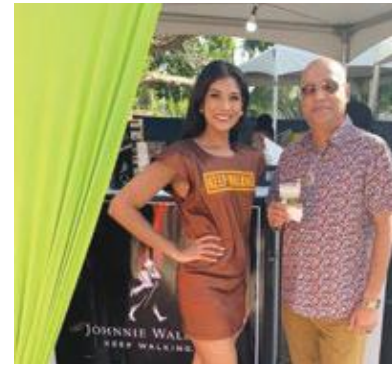
JWB Welcome Drink - Cross Bar



JB&W Drink Specials - Rumm Nation

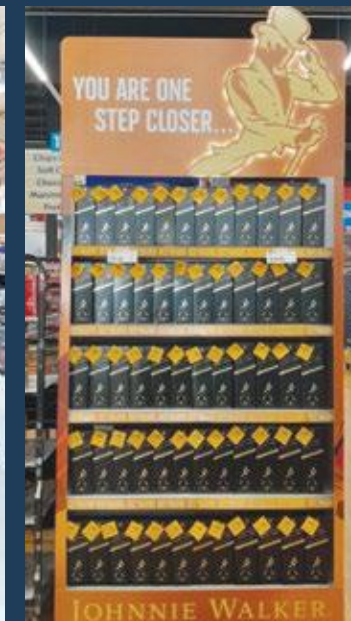
SALES - ASB: Premium Beverages

Out Trade - Event: Bayside Brunch - JWB



On Trade Activations - Johnnie Walker Pub Crawl

Off Trade Activation



Massy Westmoorings

Massy Marabella

Massy Diego Martin

Massy Maraval

Massy Brentwood

The Whisky Store Pop Up Experience| Mother's Day

World Whisky Day Activation - Discounts & Giveaways - Old Parr, Johnnie Walker, Black & White, Buchanan's

SALES - ASB: Premium Beverages

Out Trade - Event



Johnnie Walker Black Execution- Bedrock All Inclusive - Reach: 500



Redemption - Johnnie Walker Black VIP Drink Specials - Reach: 3000

Trade Activations - Black & White



Off Trade Activations



Promotional Visits Scale: 12 Locations Massy Stores & JTA

Off Trade Activations

Smirnoff Bundle for Island Crashers Weekend



Johnnie Walker Pub Crawl: May - June 2023



SALES - Bpi

CONSUMER DIVISION



Despite the challenges that we faced in the Baby & Child Care portfolio our Beverage, Household & Snack portfolios have performed above expectation. This was as a result of the exceptional work carried out by the Sales, Marketing, Merchandising, Administrative, Customer Service and support teams. The teams have been focused on improving the various brands trade footprint while simultaneously building the awareness through social media and other medium.

Look out for exciting brand activation for Café Barista, Protox, Dilmah and Blue Wash as we roll out Campaigns that will engage and excite existing and soon to be customers!

Food & Grocery Export

We continued to build on the momentum to further expand and improve our export business. In Q2 the focus for the team included business visibility, and distribution expansion through partnering with key stakeholders in the distribution business at the Food and Beverage Caribbean Expo and TIC 2023 showcasing the export offerings of Bryden pi with a focus on Café Barista and Dilmah. Building on our expansion into St. Kitts and Nevis, June 2023 recorded the second shipment in under 3 months from the territory showing positive signs of growth. New business for export included the onboarding of Facey Commodity, (St. Vincent and the Grenadines) securing agreements for representation of Protox and Dilmah in the market with product due to hit shores late August. Furthermore, the completion of the registration process of Dilmah is expected to open more doors in the Dominican Republic with the team currently searching for the ideal partner on the territory to maximize performance.

Food & Grocery

The second quarter of 2023 saw continued challenges for the Food & Grocery Division with a YTD GP\$ performance -2% vs LY and -10% vs Budget, as we grappled with the underperformance of the Baby & Child Care portfolio. The YTD performance fast tracked the need for the Division to strategically recalibrate and develop a plan to return to growth in H2 2023.

In Q2 the Food & Grocery Management team with the support of key managers from HR, Operations, Social Media Strategist and Customer Experience rolled out the F&G 2023 strategic plan to our amazing team of 100+ creating alignment and a commitment to deliver on the rest on year corporate objectives.

Given the headwinds that we experienced in H1 we are intently focused on the below enablers to return the division to Growth:

- Execution Excellence
- New Business & Portfolio expansion
- Cost containment
- Distribution & Penetration
- Exceptional Customer Service
- Stabalise Baby & Child Care portfolio

During the first half of the year we struggled to resource key vacancies within the Division impacting our ability to execute various initiatives placing additional responsibility on key personnel. To the personnel who stepped up and continue to go above the call of duty I thank you and your effort does not go unnoticed.

SALES - Bpi: Consumer Division



During Quarter 2, Bpi's Food and Grocery Division focused on growing our brands' awareness and education. The beverage category was a major driver for the quarter's activities, with Café Barista and Dilmah being the brands being highlighted. Locally and regionally, Café Barista and Dilmah are being placed at the forefront of the divisional growth drivers.

Dilmah's School of Tea

In May, Dilmah hosted its bi-annual Distributor Conference followed by the 75th School of Tea in Colombo, Sri Lanka. Bryden pi was represented by Marc Pontifex, Director of Consumer Division and Kavita Debideen, Marketing Manager of Food and Grocery. Over a period of 8 days they were immersed into the world of tea. As part of the immersion training they were exposed to the tea tree fields and a firsthand view of the production process. The experience continued with a full sensory training of all categories of teas.

Image is of Marc and Kavita collecting their Certificates from the School of Tea. Presented by Dilhan Fernando (CEO of Dilmah) and his son Amrit Fernando.

The Bpi Food and Grocery team participated in the Caribbean Food & Beverage Expo, hosted by the Supermarkets Association of Trinidad and Tobago. The expo took place from the 28th June to 1st July at the Centre of Excellence, Macoya. Bryden pi took part with the brands Café Barista and Dilmah with the objective to increase trial and awareness both locally and regionally.



Food and Beverage Conference



PERSONAL CARE



The Bryden pi Personal Care Division celebrated a key highlight in Q2 -the official launch of CeraVe in Trinidad & Tobago, with an event held at Estate 101 in May 2023. This event brought a cross section of Medical doctors and dermatologists, customers and social media influencers together to kick-off CeraVe's 360 marketing launch activities. Notably, this market the stat of the @ttcerave social media pages and installation of out of home Billboards across the country. CeraVe saw an amazing 27% growth in Q2 2023 vs 2022.

In a post-covid world, we are inspired and excited to say that Make-Up is back and here to stay! Maybelline continues to lead the growth +26% with key innovations in Superstay Face and Lip Vinyl products. L'Oreal's True Match, relaunched in Q1 with new 6-pigment technology, continues to perform with +200% leading the growth for the L'Oreal Paris.

The L'Oreal Derms range of products under the Revitalift portfolio proves to be robust performers, fueling +44% growth 23 vs 22. Personal Care launched L'Oreal Revitalift Vitamin C, the formula with the highest % of 12% Vitamin C. Other key regimes within this portfolio includes Hyaluronic Acid, Glycolic and Retinol products - staples in today's skincare space.



As part of Garnier's Green Beauty initiative, we celebrated our 3rd annual Earth Month in April. At an internal event, staff were educated on the full portfolio of Garnier's range of products, led by education on the improved Garnier Fructis formulas, which are now supercharged with nutrients for healthier hair. Employees were also given a food based plant of their choice to encourage them to actively invest in their own kitchen gardens.

SALES - Bpi: Consumer Division

PROFESSIONAL CARE



Annual supplier visit with Bryden pi from KCP, Distributor Activator, Scarlet Diaz. Meeting were held to discuss our JBP, YTG plan along with product training with our Sales Team.

Our results for the second quarter of our financial year, for the period April 2023 to June 2023, fell short by 3% in sales, while profits were down 15% versus the same period last year. This variance was mainly due to the increase in volume, brought about last year with the opening of all major entertainment & leisure segments, which gave rise to incremental volume in April & June, respectively, in 2022. Regrettably, the impact on the margin is much more significant due the impact of our price increase taken in May this year with Kimberly-Clark Professional.

Our division remains persistent in our efforts to improve our overall contribution to Bryden pi and is consistently working with our customers to identify potential for growth within all our existing brands across the consumer division. Our primary focus moving into the quarter ahead is to; manage our inventory levels, and build our market presence and brand awareness.

Our existing challenges in our B2B market continue; limited spending by our buyer as they seek to recover lost revenue during the pandemic, resorting to cheaper alternatives and price-conscious decision making, price increases from our supplier, competition from established local & international manufacturers. In spite of these challenges, we remain committed to all our stakeholders in an effort to realize our full potential.

I would like to take this opportunity to thank all our contributing teams, for there unwavering support: Sales and CSR, Warehouse, Supply Chain, Logistics, IT & Finance.

CeraVe[®]

DEVELOPED WITH DERMATOLOGISTS

#1

DERMATOLOGIST
RECOMMENDED
SKINCARE BRAND*



#CeraVelsHere



HES DIVISION



Easter is all about Resurrection, New Life and Joy. All of which we experienced as we journeyed into the second quarter at the start of Eastertide. April brought the startling reality of a dismal month of sales apparently throughout the distribution industry and not singular to HES or BPI as a whole and our need to work on resurrecting the magic to deliver as we have done in the past. May month end, the new life and energy was starting back to emerge and showing in the numbers and the Joy came at the end of June culminating in the team surpassing that monthly Sales budget and showing off at 133% over target. A trend we want to continue monthly and to be able to rejoice on the last day of Sales.

In the HES Division, our supplier that is second only to Baxter in Sales is our premium laboratory supplier Roche Diagnostics. BPI has been their distributor since 1997 so the partnership is strong and close. They held their long awaited Distributors Meeting in San Jose, Costa Rica. This marked their first in person conference since Covid bringing all their partners throughout the Caribbean and Central America. The theme was



“Evolution Bridges” was all about connections, communication and the future for their patients and the parts we will play. It was a mixture of educational panels, motivational speakers, Costa Rican distributor facility and warehouse tour and several team building activities. It left all the participants excited and gearing to exceed the expectations of our key partner.

One of our newest partners who recently moved their distribution from Massy to Bryden pi is Olympus, an industry leader in providing innovative medical and surgical technologies globally to healthcare providers. Their distributor meeting was held in May in Cancun Mexico and



provided a platform for our team members to learn about the culture as well as their products, systems and network with other partners. We have already been able to monetize the servicing of their medical scopes as they trained and certified our biomed and we are seeking out in the public and private hospitals all the opportunities for the sale of their Olympus towers and related accessories with our Gastroenterologists.

May signifies Mother’s Day for many but for HES team, the day before Mother’s day is always a working day as the Doctor’s North vs South Cricket match is a fixture on our calendar. It is an opportunity for the entire team to play a part in saying thanks to our supporters as well as enjoying a family style event for all of us who work so passionately for patients.

May this year also signaled a new title for HES. HES DUCTERRZ hailed victorious at our BPI’s Curry Duck competition with our mouth-watering creations using the required compulsory ingredient- Cassava. We had some exquisite delights some of which were derived from trial and error taste tests that morning that turned out to be real winners. Not to mention our

Fatel Razack that was built to perfection from scratch, the pictures here do not do our Murtani, Dosti Cassava Roti, Cassava accra or flavorful curry duck justice but trust us when we say the judges made no mistakes. We know Account’s “DEDUCTIBLE\$”, Personal care’s “Duck-ah-Lash” and F&G’s “Wii Duck it” with their awesome Caura lime set up will give us a run for our duck next year!



SALES - Bpi: HES Division



This was a quarter not just of fun and camaraderie but filled with countless tenders to complete, Doctors meetings, Conferences, Supplier visits and trainings. We also gave special attention and thanked our Nurses as they celebrated Nurses week and we ensured we

showed our appreciation. One group even sent us a video with their nurse shouting "Bryden pi is the Best!" We look forward to next quarter with all our customers feeling our obsession to service them, live our motto and enhance their lives, together.



PHARMA DIVISION

Allegra “Enter to Win” Promotion: Your Selfie Moments with Allegra

The Pharmaceutical Division is thrilled to share the exciting success story of the Allegra “Enter to Win” Promotion: Your Selfie Moments with Allegra. This promotion not only brought attention to the Allegra brand but also provided an incredible opportunity for our customers to enjoy a rejuvenating getaway. Let’s dive into the details of this captivating promotion that had everyone buzzing!

Unveiling the Promotion: A Staycation Getaway to Tobago

The Allegra “Enter to Win” Promotion: Your Selfie Moments with Allegra was an amazing opportunity for our valued customers to not only experience relief from allergies but also have a chance to win a fantastic prize. The grand prize? A 3-day, 2-night stay in the picturesque paradise of Tobago for two lucky individuals, complete with airfare and accommodations. It was the perfect blend of wellness and wanderlust, giving our customers something to look forward to beyond their allergy struggles.

Simple Mechanics, Exciting Possibilities

Participating in the promotion was as easy as pie. All our customers needed to do was purchase ANY (1) box of Allegra Tablets from any of the 14 participating pharmacy locations nationwide. Once they made their purchase, the next steps were just as straightforward: scan the provided QR code or fill out the back of the receipt and place it in the designated drop box. This hassle-free mechanism allowed everyone to join the race for the exciting prize, ensuring an inclusive opportunity for all Allegra users.



From Start to Finish: Key Dates and Participation

The Allegra “Enter to Win” Promotion was open for participation from May 15th to July 15th, offering a two-month window for customers to take part. This allowed ample time for Allegra users across the nation to get involved and submit their entries. The draw date was set for July 26th, eagerly anticipated by all who had taken part in this thrilling venture. We were thrilled by the enthusiastic response the promotion received. Altogether, there were 217 entries, highlighting the widespread interest and engagement. Of these entries, 91 were submitted online through the provided QR code, reflecting the growing trend of digital participation. Additionally, 126 entries were placed in the drop boxes at various locations, showing that the traditional method still holds its charm.



In-Store Promotion: Shining a Spotlight on Allegra

To amplify the promotion and showcase the Allegra brand’s benefits, in-store promotions were executed across the participating pharmacy locations. Customers who made an Allegra purchase were treated to a delightful free gift of either a branded tote bag, tumbler or a mini selfie light. This ingenious add-on not only encouraged participation but also tied in perfectly with the theme of “Your Selfie Moments with Allegra.”

And the Winner Is... Reeti Maharath!

After months of anticipation, the draw date finally arrived, and the lucky winner of the Allegra “Enter to Win” Promotion was revealed: Reeti Maharath! A heartfelt congratulations to Reeti, who is now the proud recipient of an unforgettable 3-day, 2-night stay in Tobago for two, complete with airfare and accommodations.

A Spotlight on Allegra: A Choice for Allergy Relief

Beyond the exciting promotion, this initiative was also a wonderful platform to spotlight the Allegra brand and its range of allergy relief

products. Whether it’s Allegra 120, Allegra 180, Allegra D, or Allegra Suspension for kids, Allegra offers a comprehensive suite of solutions to cater to varying needs. This promotion wasn’t just about a prize; it was about showcasing how Allegra can become your ultimate choice in managing allergies while creating memorable moments.

We want to extend our gratitude to all our participants and congratulations once again to Reeti Maharath. The Allegra “Enter to Win” Promotion truly embodied the spirit of wellness, adventure, and community. Stay tuned for more exciting endeavors ahead from the Pharmaceutical Division, as we continue to make Allegra an integral part of your allergy relief journey.



SALES - FTF

AGRI, LAWN & GARDEN DIVISION

The Covid-19 Pandemic brought into focus the importance of agriculture. Constrained by the global supply-chain crisis, farmers had to delay major investments. This, together with joining the Seprod Group, a company strong in the agricultural sector, created a perfect storm for us to develop the agriculture business as a pillar for growth. The ALG Division, tasked with a 70% growth over 2022, started with a strong 1st quarter performance of 55% over the same period in 2022. As we gained momentum, our second quarter performance was over 100% growth over the same period in 2022.

As we began our journey to become a more diversified agricultural supply company, we added Fersan fertilizers to our portfolio. Quarter 1 saw us struggling to move the initial stock, however, by the end of the 2nd quarter, we were selling our 5th container. With ambitious targets and long-term plans for Fersan, FT Farfan is well on its way to getting on the map.

Our return to the field with dealer and field demos after a 2-year absence, was met with excitement. Our Grillo field days were off to a slow start in the 1st quarter with four and seventeen planned dealer and field demos for the upcoming quarters. We look forward to Grillo expansion throughout Trinidad and Tobago and the Caribbean where we will have a tractor on every farm and continue to be the supplier of appropriate technology.

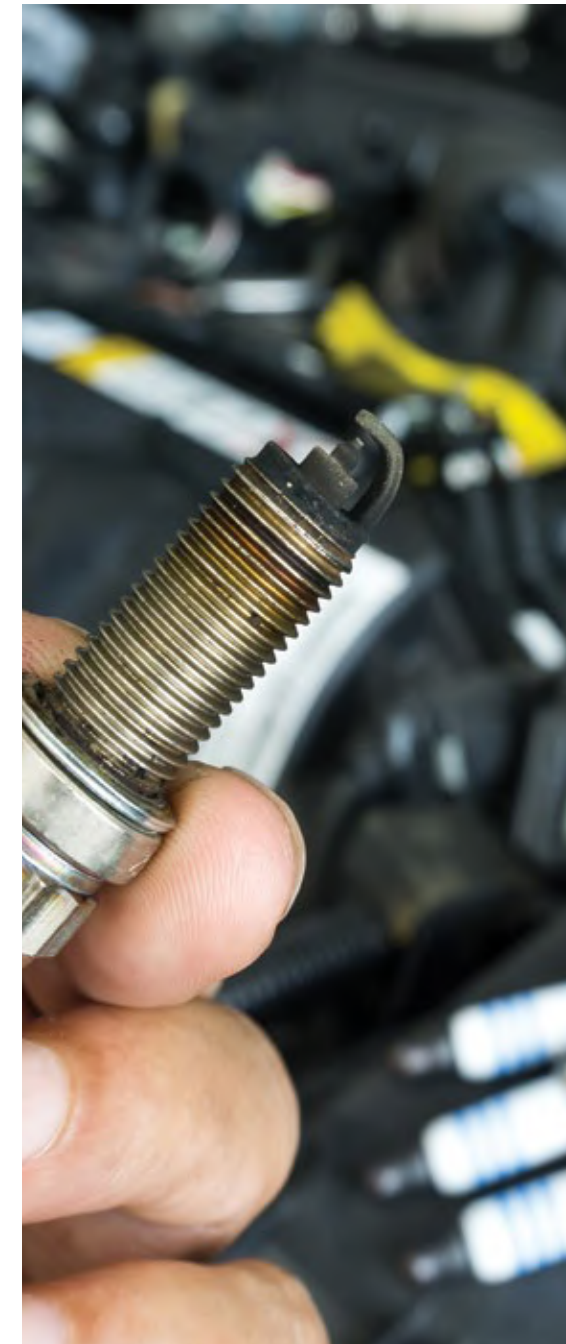


COATINGS, POWER & SAFETY DIVISION

The CPS Division's performance for the first half of FY 2023 was challenged primarily due to shipping delays and the overall soft nature of the Hardware, Electrical and Plumbing (HEP) channel. Notwithstanding this, when comparing performance to the same period for FY 2022, the Division has seen growth in sales.

The Team was delighted to launch our first ever "Private Label" brand, Smart Stream Domestic Water Pumps. Our initial range of intelligent water solutions includes ½ and ¾ hp domestic water pumps which are ideal for homeowners, in addition to peripheral and submersible sewage pumps. In addition to our social media campaign, we have supported our trade network with the installation of thirty banners and twenty display stands complete with stock at key customer locations nationwide.

In Q3, we look forward to the execution of our first ever Mi-T-M Service Day where customers will be treated to a free 4 point check on engine oil, pump oil, air filter and spark plug. Our CPS Team stands firm in its commitment to achieving targets and making FTF the largest small equipment distributor, not only in Trinidad and Tobago, but the wider Caribbean.



LUBRICANTS DIVISION



We are thrilled to share with you the incredible successes and milestones that we've achieved recently in our efforts to promote the Castrol brand and expand its reach in Trinidad and Tobago and the wider Caribbean.

Castrol Caravans: The Roaming Ambassadors of Excellence

Our journey began with eight Castrol Caravans cruising across Trinidad, each one a beacon of the exceptional quality that defines our brand. The Caravans served as moving showcases, promoting Castrol's superior lubricants and forging strong connections with Partners on the trade and end consumer alike. As a result, over 1500 liters of Castrol products flew off the shelves.

Peel to Win: Unleashing the Joy of Rewards

The excitement didn't stop there! Our Peel to Win consumer promotion which ran for 12

weeks took customer engagement to new heights. Thousands of Castrol customers eagerly peeled the special labels, hoping to win exciting prizes which included hats, cups, sports bags, jackets and key rings. Over 5500 winners were spread across Trinidad and Tobago, walking away with fantastic Premier League branded items. The teams' commitment to making this promotion a roaring success made all the difference in creating unforgettable moments for our customers.

Revvng Up Motorsports: Castrol Gridkhana

But we didn't just stop at promotions. We re-entered the thrilling world of motorsports with Castrol Gridkhana - a heart-pounding, head-to-head amateur racing event held at the prestigious Frankie Boodram Wallerfield International Raceway on Saturday 10th June. Our next installment is carded for Sunday 20th August.

Expanding Horizons: Castrol in St. Vincent and the Grenadines

In an exciting venture, we took a bold step in spreading our regional footprint by introducing Castrol products in St. Vincent and the Grenadines. This milestone was made possible through our partnership with Facey Trading SVG Ltd., and it represents the unwavering commitment and dedication of our internal group staff. Together, we are expanding our horizons and sharing Castrol's top-notch quality with new customers in new territories.

Engagement: Creating Brand Loyalty

Amidst our successful endeavors, we ramped up consumer engagement through amplified radio advertisements and exciting giveaways. On special occasions like Mother's Day and Father's Day, we engaged consumers through call-in radio segments, fostering stronger connections and loyalty. Additionally, during

the thrilling final week of the Premier League, we aired a television advertisement, leaving a lasting impression on viewers and further establishing our brand presence. To culminate the Premier League excitement, we co-sponsored a spectacular viewing party held on May 28th at Carnival City- Gulf City, creating an unforgettable experience for football fans. In the digital sphere, we made social media engagement a top priority, with increased giveaways that generated tremendous interest and enthusiasm. The result was not only an influx of new followers but also a vibrant online community that passionately shares their Castrol experiences, further amplifying our brand's reach and impact.

SALES - FTF

STIHL DIVISION

As a staple on our STIHL marketing calendar, our Service Days powered off to a great start with in excess of five hundred machines being assessed and serviced on three (3) Saturdays at our San Juan and San Fernando retail locations in June. On these Service Days, our customers benefitted from a waiver of labour cost, special discounts on spares and accessories, and giveaways. STIHL and Retail Divisions profited from a surge in the purchase of consumables and new units. We also used this opportunity to educate customers about genuine STIHL parts and accessories.

Our STIHL Service Day Team was elated with the results thus far and we look forward to Q3 where on the 11th, 18th and 25th of August, we travel to Barrackpore, Pasea, and San Fernando to greet our loyal and valued customers.



SALES - FTF

SERVICE & PARTS DIVISION



repairs on a large Atlas Copco compressor, showcasing our ability to deliver prompt and effective solutions even in challenging offshore environments.

Additionally, our technicians in the Heavy Service department continued to elevate their skills and knowledge. They completed rigorous overseas training in Cummins certification and Twin Disc Marine Controls. These certifications further solidify our commitment to excellence and enable us to provide top-tier service across a diverse range of equipment and industries.

At our Service and Parts Division, we remain dedicated to expanding our product line, enhancing our service capabilities, and upholding our reputation as a trusted partner in the industries we serve.

In the FT Farfan Service and Parts Division, we have been busy expanding our offerings and expertise to better serve our customers. In May, we introduced the highly anticipated Deka 6V deep cycle battery, enhancing our battery line and providing a reliable power solution for various applications.

Furthermore, we are thrilled to announce our appointment as a Deutz engine service dealer in May. Deutz is a global leader in manufacturing drive systems for off-highway applications. Their engines power a wide range of equipment, including construction machinery, agricultural equipment, forklift trucks, commercial vehicles, and more. This partnership strengthens our commitment to providing top-notch service and support to industries reliant on Deutz engines.

In June, our dedicated Atlas Copco Service team embarked on a critical mission to. Situated 60 kilometers off the south-east coast of Trinidad, in waters approximately 65 meters deep, this platform produces a staggering 600 million standard cubic feet of gas daily. Our skilled technicians successfully performed urgent



SALES - FTF

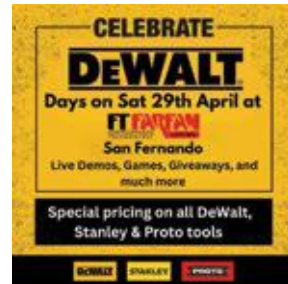
INDUSTRIAL DIVISION

Title: Industrial Division Prepares for Hurricane Season, Expands Material Handling Range, Celebrates DeWalt Days in April and adds new value line of brands for Welding.

In preparation for the upcoming hurricane season, the Power Generation Division is actively promoting a diverse lineup of Cummins, Aosif and Generac LPG and diesel generators. These generators are designed to provide reliable backup power solutions to homes and businesses during the hurricane season, ensuring they stay connected and operational even in adverse weather conditions.

In a strategic move to enhance our Material Handling range, the JCB/Trucks division has also introduced Baoli forklifts. These high-quality affordable forklifts are set to bolster the division's capabilities alongside the established brands of Linde and Ailse master in handling and moving materials efficiently, further strengthening their commitment to meeting the evolving needs of their customers.

Additionally, the Construction and Road Building division hosted a month-long celebration in April called DeWalt Days at FT Farfan. This exciting event featured DeWalt tool demonstrations, engaging games, and exclusive special pricing on DeWalt products throughout the entire month. Customers got a chance to interact with the latest DeWalt innovations but also the special pricing offered all month long on all Dewalt, Stanley and Proto tools, making April a great time to invest in top-notch tools.



SALES - MICON

NEW LUCOZADE ENERGY APPLE BLAST!



Launched in April 2023, Lucozade Apple Blast delivers a delicious crisp apple taste, with a great balance of sweet and sour notes. A refreshing Apple Blast Flavor in a 360ml PET bottle with a boost of Lucozade Energy! In recent times people have been under more pressure and their days have become busier. Lucozade Apple Blast is a motivating nudge in a bottle harnessing what's within consumers. It helps them to get back to themselves and maintains them there, so they can get on with their busy day.

Being a new flavor on the market, Lucozade engaged its consumers with a Caribbean based promotion giving away exciting weekly prizes, Supermarket and Gas station sampling with instore giveaways, Fitness sampling executions and participating in sampling during the Band launch season.

BE SURE TO ENJOY APPLE BLAST ENERGY TODAY!



THE NAUGHTY GRAPE



The rebranding at the airport store is now completed and we now trade as Naughty Grape Duty-Free and no longer Skyway. Operational and Staff changes continue at this location as we aim to restart 24/7 operations with a full complement of staff to support this. At this time, we're only operating 24/7 3 days a week, and already seeing signs of sales improvement to return this back to a profitable business location. Be sure to check out our exclusive specials for ASB staff next time you're traveling through the airport. On the other hand, our Naughty Grape Mucurapo location continues to perform well and closed the quarter at 58% above-budgeted profit YTD. The sales continue to be strong month on month supported by the various marketing initiatives from the team.

Our Concierge program led by Mario remains a major contributor to the store's success and grows from strength to strength every month. This quarter Mario and his team were present at weddings, wedding conventions, Trade Fairs, and Diplomatic events to continue building his network database and the Naughty Grape Brand. The team has been working assiduously in the background by keeping our ears to the

ground and dispatching surveys to hear what our loyal customers have to say and/or need from us. During this quarter, we executed an Easter Sale, Gift with Purchase Program on Casamigos, Smirnoff, Ron Zacapa, Don Julio & Baileys to name a few, our World Malbec Day Sale, our Mother's Day Sale & our Whisky Week Specials, our Father's Day Sale & "Cheers to Dad" Competition, and our "Just Because We're That Naughty" Flash Sale. DIAGEO also supported us with an Employee Sale that offered us an attractive discount on some of our favorite brands.

The store foot traffic and customer spending is returning to a level of normalcy and customers outside of POS and its environs are taking advantage of the online delivery service. I would also like to take this opportunity to thank all our retail store staff at both locations who continue to ensure that we maintain impeccable customer service and contribute to the success of the store. Follow us on social media Facebook and Instagram @ thenaughtygrape for all the latest details.

GO GREEN



FT Farfan launched its version of the Bryden's Group "Go Green" initiative with a competition geared toward "Reduce, Reuse and Recycle". Our Ibis Retail Branch won the competition after they designed their formal wear utilizing old newspapers. Below from left to right are Jean Claude Henry, Elkah James, Lukisha Thomas and Roger Clement. Well done to the Ibis Retail Team.

RETAIL - FTF

CELEBRATING FATHER'S DAY



FT Farfan celebrated Father's in the month of June. There was entertainment galore, with special pricing, gift wrapping and also free giveaways. Any father making a purchase had the opportunity to try to score a goal in our FTF football goal post.

A fun time was had by all!!!

HELLO, BREW-TIFUL



FRANCO TRADING

In operation since 2010, Franco Trading started as a distributor of Fast-Moving Consumer Goods and today focuses on the repackaging of commodities such as rice, sugar, and oats for our Eve & Maribel brands. Packaging locally, allows us versatility when sourcing and therefore the ability to maximize price competitiveness.

Initially, the company operated two semi-manual packagers that provided flexibility, however, were too slow to meet growing demand. This soon led to the installation of a high speed, automated packaging line. Additionally, a pair of sifters were added to enhance product quality. The facility now boasts the ability to package all powders, grains or cereals in both pillow or resealable, stand-up pouches.



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