WISYNCO GROUP LIMITED

Corporate Head Office: Lakes Pen Road, Spanish Town, Saint Catherine, Jamaica, W.I.
Tel: (876) 665-9000

QUESTION	RESPONSE
i) Jevaugh L. Russell: What are some of the plans Wisynco has had to implement to bounce back from the effects of the pandemic?	William M: The question was adequately covered during the CEO's report. As an addition/supplement, the return to normal business in the last six months shows that WGL has done substantial work in operations (delivery service and customer service levels have been at an all-time high). Wisynco is now reaping the reward of focusing on these areas during the pandemic.
ii) David Rose: Could you speak on the fire suppression system you added recently and the cost of the installation?	Craig C: WGL has installed a system that allows 2 hours of water (2500 gallons per minute). System is fully automated and a remote fire alarm system has been installed which communicates to key personnel's devices for early detection. This will be applied to supply warehouses.
iii) David Rose: With respect to the new distribution warehouse in Trelawny to be opened in March, could you explain the potential savings and efficiencies which are going to be acheived from this new location?	William M: This warehouse is focused on giving increased availability and execution and service level to customers. No significant savings as such, but increased revenue from that location will drive reduction in overall cost. Andrew M: Currently not much savings recorded but more efficiency has been created and a deeper penetration in that region of the island to provide better access to customers in that area.
iv) David Rose: Your receivables balance moving by $794.381,000 in Six months 2021 is a great leading indicator of recovering demand. What has the recovery looked like in tourism, school and other distribution channels during this period? Schools are opening up properly again. What has the demand been like in January?	Andrew M: Hotels have been opening up. Not much impact on receivables from schools in December. Wisynco is limited in the products sold in the schools due to the legislative framework. With more children on the road now, means we expect more impulse consumption from snacks and juices etc.
v) Al Edwards: It is said that Jamaican companies should export more. Your company has seen 74% derived from products you control. Do you have plans to export more and can you take to 85%. What opportunities do you see in the Caribbean?	William M: 74% is total group revenue for products that the company has control over. The last quarterly review, exports were up 100%. Focus is to increase export and earn more foreign exchange. The opportunity to increase total revenue to 85% of products the company controls will be challenging as international partners see opportunities to expand their own footprint into the market, it may be difficult for the company to maintain or grow that component of revenue from products we control. Andrew M:

	The one thing to propel it above 74% revenue is locally produced products which will have to prove themselves but they need a year to do that. If not, the imported portfolio continues to grow which is good for revenue.
vi) David Rose: Wisynco held $8.91 billion in cash at the end of December. Some have questioned why Wisynco holds such a massive cash balance. Is it part of the company's strategic plans to expand in the future via organic or inorganic (M&A) growth?	William M: This question comes up at board meetings. Due to the uncertainty around the pandemic, Board & directors were prudent to ensure the company was prepared for any eventuality. In keeping with mandate to return to shareholders, the company will pay out close to $750m in interim dividends. Company will continue to look out for opportunities with acquisitions and have in our sights a number of opportunities that hopefully come to fruition. Andrew M: A number of investments were paused by the company when COVID came about. The beverage machine industry is very capital intensive. The projects the company are looking at now are beyond US$20-30million which is $3-5 billion dollars. The Company intends to use some of these reserves as equity into the projects and seek very competitive bank financing for longer term tenure. However, healthy reserves meant that the Company did not need to borrow money during the pandemic. The shareholders through dividends and capital allocations and protection will see that there is a good reason and the benefit of the healthy reserves.
vii) Daniel Doyle & Michael-Edward James: Can the company speak on the status of the deal with Anheuser-Busch In Bev	William M: The company was prepared to start distribution for that company. When COVID was at its height, a review of the business was done and both parties decided to put this deal on hold. The company is interested in the beer business and has started talks with local brewery that does ginger beer and has just introduced a sorrel beer. The opportunity to expand into the beer business will happen in the near future.
viii) David Rose: Wisynco stopped producing Styrofoam at the end of Q2 2019 (FY 2020). What has been the company's plans for the Sweet brand?	William M: The Sweet brand is still available in other territories. The company has not looked at or spoken about in terms of expanding the plastic line.
ix) David Rose: You would have cut selling and marketing expenses drastically during FY 2020 and FY 2021. What's been the plan to scale back up this marketing spend and will	Francois C: The company is having internal discussion on how to prioritise the consideration for increasing marketing spend. The company has maintained

it be focused mainly on digital and traditional media instead of the normal trade shows and demonstrations done in supermarkets?	customer relationships and intend to continue to do so. Underground activities by supporting customers and consumers is the preferred approach and digital processing is increasingly important and will be investigated by the company. The company will endeavour to have a precise plan for the upcoming budgeting for the new financial year.
x) Leeside Holdings Oil is now at a 7 year high @ approx $90 per barrel - how do you see this impacting earnings and will it encourage the company to further invest in expanded COGEN and/or solar?	Andrew M: The company has seen the benefits from COGEN. In one unfortunate incident where the plant was not operational for a few days we saw the effects of this in our energybill. The intention is to put in more equipment. LNG is believed to be a much more effective investment than solar because of the activities of the company 24/7.
xi) Jevaugh L. Russell Are there any plans for an APO?	Andrew M: The company is not in need of a major cash right now however if the company were to be interested in a major acquisition it would go to the market for such funding.
xii) Odale Mulgrave: update on the sharebuyback?	Andrew M: Yes, it has been addressed at the board level. Should the shares be at a level where it is opportune to do a share buyback the company would consider it.
xiii) Al Edwards: Tell us a little about the Worthy Park rum business and how is it going?	Andrew M: Since the company has started distributing RumBar rum, we are up 120% in revenue. On the spirits side, there has been great acceptance to the rum cream and RumBar white rum and Worthy Park Select rums. Route to market efforts are seeing positive results. One or two innovations are in the pipeline. On the sugar side, the Jamaica Gold sugar was acquired by them so they hold the 2 leading brands of sugar in Jamaica and have seen good exports of the products overseas.
xiv) David Rose: How does $100 USD oil impact Wisynco which makes plastics and is seeing more tetrapak options by your partners?	William M: It will definitely impact our costs of both inputs and energy, as has been seen in recent quarters with increasing costs, we will continue to look at ways to mitigate against this
xv) Michael-Edwards James: Any thoughts on cane juice distribution from Worthy Park, Tru Juice?	William M: We have discussed but it is a challenging item to manufacture and stabilize
xvi) Michael-Edwards James: Any thoughts into having dried fruits such as pineapple, banana snack for JP tropical snacks partnership?	William M: A very good suggestion, thanks