



## THE ANSA MCAL GROUP MID-YEAR FINANCIAL RESULTS FOR 2015



*Article Courtesy Trinidad Guardian Newspapers*

For the first six months of 2015, the ANSA McAL Group achieved revenue of \$2.8 billion and \$459 million profit before tax which resulted in an 11 percent improvement over the previous year.

Commenting on the Group's unaudited results for the six months ended June 30 2015, Group Chairman and Chief Executive, Mr. A Norman Sabga stated, "I think these results speak for themselves. Our Service Sector performed significantly better than last year. We believe in the next two months the media company will pick up."

Mr. Sabga, in his address at the Group's stockbrokers' meeting, described the financial results as a "mixed bag." He added, "Overall, in the market we find ourselves in, the results are not bad."

"With respect to the Automotive Sector, revenues are down but our percentage of the market has grown. That is how we measure an industry, the whole market is down but our share increased. Our beverage industries in the islands have done well. Barbados in particular is doing better than last year."

According to Mr. Sabga, the benefit of being a conglomerate is that when one of the sectors is down, others are growing. "Over the last 15 years we have demonstrated that year on year".

"We think of the glass as being half full rather than half empty and we believe there are a lot of efficiencies". Mr. Sabga explained, "In manufacturing we bought state of the art equipment and we experienced a learning curve with that. We are better off than we were but there is a long way to go," he said.

According to the unaudited results, earnings per share increased to \$1.75 and the directors have approved an interim dividend of 0.30 cents per share.

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# A Will & A Way



Dr. Anthony N Sabga, Chairman Emeritus of the ANSA McAL Group of Companies presents a of his autobiography, titled "A Will and A Way" to Sir Shridath Ramphal. Mr. Norman Sabga, Group Chairman of the ANSA McAL Group looks on.



On 26th August, 2015, Dr. Anthony N Sabga, the man described as the "Lord of the ANSA McAL Empire," revealed an inspiring story in his autobiography, "A Will and a Way". The book was launched at the Central Bank Auditorium, Port-of-Spain. It was written through a collaboration with Dr. Sabga, History Professor, Dr. Bridget Brereton and Author, Dr. Raymond Ramcharitar. "We interviewed Dr Sabga over a two-year period for a total of about 50 hours. We transcribed the interviews and then formed the skeleton of the main narrative. This is Dr Sabga's story, Raymond and I were there to put it in coherent text" said Dr. Brereton.

The book, dedicated to Dr. Sabga's wife Minerva, was officially launched by Commonwealth Secretary General, Sir Shridath Ramphal. The book tells of Dr. Sabga's difficulty when he started attending the Nelson Street Boys' RC School. "Much of what I experienced in that early part of my life shaped me in ways that still drive me. I still remember seeing children with other toys and luxuries we could not afford. That made a tremendous impression. Those days, those moments, were the seeds of my desire to achieve," he recalls.

He formed an unusually close bond with his father but said his inspiration to succeed came from both parents.

Dr. Brereton, who wrote a historical essay in the book, said Dr. Sabga was a true Trinidadian patriot who never left these shores even when business counterparts were doing so. Explaining why his story was relevant, she said he was one of the makers and shapers of post, World War II T&T. He was born in 1923 and there are few alive to tell about that era. His story is, intrinsically, a story of obstacles, triumphs, apparent failure and, above all, a story of a will and a way.

Sir. Shridath Ramphal said the Caribbean community was a constellation of migrants. Many came by physical force but almost all came by force of circumstances. 'A Will and a Way' is the story of one such remarkable man whose faith in life was to become synonymous with the development of Trinidad and Tobago and its rise in the Caribbean archipelago. He went on to say that Dr. Sabga sought release in this country from the bonds in which he was trapped and brought in himself so much that Trinidad and Tobago has been enriched by his coming.





# 2015 LAND ROVER DISCOVERY SPORT UNVEILED



On Friday 21st August, Trafalgar Motors, the authorized local dealer of Jaguar and Land Rover, offered an exclusive preview of the latest Discovery Sport vehicle at the Trafalgar Motors Showroom, located in Port of Spain. The 2015 Land Rover Discovery Sport is established as one of the most spacious and versatile compact luxury SUVs in the world. It has received much acclaim from motoring enthusiasts around the globe since its debut on the River Seine at the Paris Motor Show in October 2014.

It features a sleek, aerodynamic silhouette, with the legendary Land Rover capability and a flexible interior. For the first time in the compact premium SUV class, there is an optional sliding second and third row that can offer similar legroom to a Range Rover which can be adapted to meet loading or seating needs. From a safety perspective, the Discovery Sport is home to dual front airbags, front seat mounted side-impact airbags, driver knee airbag dual side curtain airbags and a pedestrian airbag. In addition, the vehicle has an autonomous emergency braking system, a head-up display unit, and a bodyshell featuring both, high-strength steel and lightweight aluminium.

Trafalgar Motors General Manager, Mr Alexander N. Sabga said the progressive design of the Discovery Sport differentiates the compact Land Rover SUV from the vehicle's competitors. Speaking at the launch, Mr. Sabga stated, "The Discovery Sport has seven seats which is the first one in the segment of the market as no other car has that. It is attractive to young couples now starting a family or large families as who gets a seven seat luxury vehicle at such reasonable price. We are hoping that at this reduced price and the availability of such a vehicle, we would see a further increase in market share and move into new segments of the market. The Jaguar XE competes with the BMW 3 Series, the Mercedes C Class and the Audi A4. Based on all reviews which are available online, the car is phenomenal. It has been getting rave reviews worldwide." ANSA Automotive is committed to offer affordable luxury, continuously increasing its market share.







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## ANSA McAL Award of Excellence - Guyana



The Awardees pose with Dr. Rupert Roopnarine, Education Minister, Mr. Christopher Jones, Director of Sport and Mr. Mark Bhikhai, ANSA McAL's Berbice Regional Manager

Three outstanding Berbicians with outstanding careers in the field of Education, Sports and Community Development were awarded with ANSA McAL Award of Excellence. Ms. Margaret Ann Fingal-Beaton, Ms. Kawalpattie Dayaram and Ms. Desiree Lancaster were presented with their awards by the Rose Hall Town Youth and Sports Club (RHTY&SC). Mr. Hilbert Foster, Secretary/CEO of the club, stated that the honorees were modern-day heroes. "Heroes must be recognized in their lifetime, so that they are aware that they are cherished and appreciated by the people whose lives they impact". He indicated that those persons should carry on in the same vein as they did before the awards and come to the aid of those in need.

Mr. Christopher Jones, Director of Sport and Dr. Rupert Roopnarine, Minister of Education congratulated the awardees on their achievements and thanked them for their contributions to Guyana. Dr. Roopnarine stated, "Many Guyanese leave our country when we need them to play a part in our development." The Minister also saluted the work of the RHTY&SC and its parent body, the St Francis Community Developers, describing both organizations as role models.

Ms. Margaret Ann Fingal-Beaton expressed gratitude to the RHTY&SC and ANSA McAL for honouring her and her colleagues. She said, "Awardees felt privileged to be honoured for their contributions to the development of Guyana." Beaton also praised the outstanding work of the (RHTY&SC), she added, "It a blessing to the township of Rose Hall Town and the County of Berbice." Ms. Fingal-Beaton had a highly successful career as a teacher following her position of Assistant Regional Education Officer before her retirement. Ms. Dayaram has served residents of the Canje area in her capacity as President of the East Canje Humanitarian Society, a non-profit, non-religious social organisation, whose aim is to make a positive difference in the lives of the less fortunate. Ms. Desiree Lancaster, a nine-time national table tennis champion was honoured for an outstanding career in sports and as a role model/mentor to young Berbicians as a Certified Level One coach. Each of the awardees was selected by a panel of judges headed by veteran Berbice journalist, Mr. Gregory Rambarran. Members of the public were also invited to submit nominations.

Article courtesy Guyana Chronicle



# MEET ANOTHER ONE OF OUR CHAMPIONS BRANDON RAMDHAN

## SO JUST WHO IS BRANDON?

I am 22 years of age and hail from the small community of Clear Water Road, Rio Claro. I studied Chemical and Process Engineering at The University of West Indies. I would describe myself as a sports fanatic as I love both watching and playing all types of sports. I also love other outdoor activities such as hiking, travelling and fishing. I enjoy meeting new people and learning new stuff all the time.

## WHAT WAS THE PROCESS LIKE FOR YOU IN BECOMING PART OF THE CHAMPIONS DEVELOPMENT PROGRAMME AND HOW DOES IT FEEL TO BE WORKING WITH THE LEADING CONGLOMERATE IN THE CARIBBEAN?

The journey of becoming a Champion was a long and tedious yet rewarding one. From the very start it took me out of my comfort zone as I had to write three essays. Being an engineering student I thought, essay writing days were over and that part of my life was long in the past. However, with determination and motivation I did not allow that to stop me. I gave it my best shot and eventually after approximately two nerve wrecking months of waiting, I received a call from Ms. Heidi Patience, Group HR Lead saying that I had been accepted for a first group interview.

I immediately began my plan of action for this phase by preparing myself for the typical questions asked at group interviews. As much as I prepared, I was still very nervous on the day of the interview but that feeling subsided as I walked into the oval booth and saw how pleasant my two interviewers were. I composed myself and answered all their questions to the best of my ability. I left that interview feeling very confident that I had done enough to move forward.

My confidence held through the waiting process as I was selected into the final twenty (20) applicants to participate in an assessment centre. The Group held a cocktail mixer at Jaffa which truly impressed me. It reflected the Group's commitment towards this progressive programme. Having the opportunity to meet Executives from all Sectors was motivating and intensified my desire to succeed and be part of the conglomerate.

The nerve-wrecking part was having to wait for the call to find out if I was successful or not. However, as soon as I received a call requesting a photo of myself I was certain I got through. A great sense of pride and accomplishment overcame me and I am now eager to repay the faith the ANSA McAL family has shown me.

## WHAT HAS BEEN THE EXPERIENCE SO FAR?

The experience so far has been a very educational one for me. Since I started on the 2nd of July, I have learnt new things each day, gaining a clearer understanding about Bestcrete and the process involved in manufacturing the finest concrete blocks. I am actively involved in the safety, maintenance and production aspects at Bestcrete particularly the Columbia 1600 plant where I am stationed. Although, I knew that it would have been a lot of hard work, the experience is fulfilling for me especially when improvements occur in areas of the plant where I am actively involved in.

## WHAT'S NEXT FOR YOU?

One of my long term goals is to have a business of my own. I would like to reflect on the milestones of entrepreneurship ensuring that I make a positive impact at every stage. After the program concludes, I am looking forward to remaining within the Group building my career in the ANSA McAL Group gaining the experience and developing attributes and skills to become an excellent Manager.





# MCENEARNEY QUALITY INC PROVIDES 'IDEAL ENVIRONMENT' FOR INTERN



## WHO IS KRISTIE FRANCIS AND WHAT LED HER TO PURSUE THE INTERSHIP PROGRAMME?

*Kristie Francis, is 20 years old and hails from Grenada. She is one of 17 students and graduates of the inaugural internship programme offered at ANSA McAL (Barbados) Ltd. She is a third-year student at the University of the West Indies (UWI) pursuing a BSc in Accounting and Finance. She sensed the need to become employable by gaining work experience in Finance while furthering her studies. This led her to pursue the internship programme with the leading conglomerate.*

## KRISTINE'S INTERSHIP EXPERIENCE AT MQI:

*She spent several weeks as a Finance Assistant Intern with McEneaney Quality Inc (MQI) and was privy to the company's software system upgrade which has improved communication between the service and parts departments. She learnt that organisational change is far more technical than persons would expect. Timing and good leadership are quite important to her as it gave her a holistic view as to what one should be aware of when working with different people with different personalities. Being a non-national, clearly communicating to her co-workers was something that she had to continuously be aware of to avoid any misinterpretation.*

## HOW DOES IT FEEL TO BE WORKING WITH MQI?

*She described MQI's finance department as an "open system". It's a culture where persons are welcomed and can easily feel a part of the company. Employees are also dedicated, devoting long hours to ensure the smooth running of the company as the finance department is practically the company's backbone. At MQI, she felt like she had a purpose and was a part of the organisation. She learnt basically how the finance department operates and was able to apply the knowledge from university. The internship has really shown her that working within an organisation is not an easy task. She confessed that she needed to practice good time management so she can balance deadlines both at work and studies. She indicated that she is now somewhat more equipped to tackle the working world as she continues to achieve her goals.*

## HER FINAL THOUGHTS:

*The internship at MQI exceeded her expectations. Overall, she found it to be a great learning experience and the ideal environment for persons to get hands on day-to-day finance operations. Her next step is to pursue the ACCA designation while gaining continuous experience in the accounting and finance areas.*

Some content was taken from the Barbados Advocate



Photos of Kristie Francis leading the discussions as her peers participates



## ANSA McAL TRADING (GUYANA) LIMITED TITLE SPONSORS OF GUYANA FOOTBALL FEDERATION

On August 18th 2015, ANSA McAL Trading (Guyana) Ltd, officially partnered with the Guyana Football Federation (GFF) Normalisation Committee to stage the inaugural Elite League which is set to kick off on September 18, 2015. The eight teams that will compete in the Stag Elite League are Alpha United, Slingerz FC, Pele, Fruta Conquerors, Buxton United, Monedderlust, Guyana Defence Force (GDF) and Georgetown Football Club (GFC).

The GFF's Normalisation Committee Chairman, Mr. Clinton Urling, in his feature address at the formal launch, extended thanks to the major stakeholders, the clubs for accepting the invitation to be part of the inaugural Elite League offering similar sentiments to the major sponsor ANSA McAL, through its Stag Beer brand for being one of the biggest sponsors of the GFF League and other GFF activities.

Mr. Troy Cadogan, ANSA McAL Trading (Guyana) Ltd, Marketing Director stated, "ANSA McAL's involvement is not just about promoting our brand, but it's also about a partnership with the people and the youths of Guyana." Mr. Cadogan, a football enthusiast in his own right, added that "football hasn't been played in a meaningful way for the past couple of years in Guyana. There seems to be a fall out of how the game is perceived by the general public and we see this as a way of reinvigorating the sport and that's why we went ahead with the partnership".

Meanwhile, Mr. Urling said that the league will strive for footballing excellence and the GFF's affiliation with ANSA McAL demonstrates that partnership of excellence. He stated, "We want to ensure that the league is sustainable and not a one-off affair. I know for the Normalisation Committee, there's sufficient funds which will be allocated. Working with our sponsors is critical because without ANSA McAL coming on board, there wouldn't be any league.

Ms. Darshine Yusuf, ANSA McAL Trading Ltd, Public Relations Officer, in her remarks spoke of the benefits of the League which according to her augmented the country's standing in the sport.



ANSA McAL's Marketing Director, Mr. Troy Cadogan, makes a symbolic presentation to GFF Normalisation Committee Chairman, Mr. Clinton Urling at ANSA McAL's Beterverwagting boardroom, while other officials and representatives of the company looks on



Members of the eight elite clubs poses with ANSA McAL Trading, PRO, Ms. Darshine Yusuf amongst other sponsor representatives and GFF Normalisation Committee at GFF Stag Beer Elite league launched held at 704 Sports Bar, Guyana.

*Some content courtesy Kaieleur News*





## MD GM Review the Group's Mid-Year Financials

On August 14th, 2015 Mr. A Norman Sabga, Group Chairman and Chief Executive hosted a breakfast meeting where Executives, Managing Directors and General Managers joined the discussions focusing on the Group's Mid-Year Financial results.



## Business Apprenticeship Programme



The ANSA McAL Group has one of the largest workforces in the country, with close to six thousand employees working in the Manufacturing, Beverage, Retail, Services, Financial, Automotive, Distribution and Media Sectors. Former Senator, the Honorable Fazal Karim, Minister of Tertiary Education and Skills Training witnessed the signing of a Memorandum of Understanding on Thursday 27th August, 2015 between the ANSA McAL Group of Companies and several tertiary learning institutions which would commence a Business Apprenticeship programme.

The programme was the former minister's immediate solution to recent complaints of an apparent labour shortage. The MoU will allow collaboration among agencies of the Ministry of Tertiary Education and Skills Training and the ANSA McAL Group of Companies towards the creation and revitalisation of various joint programmes and initiatives to empower an enhanced skilled labour force.

The five year project for the establishment of the Business Apprenticeship Programme will be modeled after the dual system of learning, which includes support learning and work based training where learning is facilitated through observation, simulation, practice and interaction with experienced practitioners.



# CSR PAGE Corporate Social Responsibility

## ANSA McAL (US) SERVES ITS COMMUNITY



*From left Ms. Cynthia Santiago, Mr. Wendell Beckles and Ms. Sharon Tapia at Camillus House prepared to serve dinner*

Employees of the ANSA McAL (US) Inc volunteered their time to serve dinner to the residents of the Camillus House. Camillus House, is a non-profit organization which has been serving the South Florida community since 1960 and provides humanitarian services to the less fortunate. Staff members of ANSA (US) Inc continuously supports the Camillus House in its efforts to end chronic homelessness in Miami.



*From left- Ms. Sharon Tapia, ANSA McAL Trading Inc., Ms. Carolina Osorio, Media Event Specialist, His House, Ms. Janelle Gonzales and Mr. Wendell Beckles from ANSA McAL (US) Inc.*

On August 18th, 2015, ANSA McAL (US) visited His House Children's Home and donated approximately thirty (30) backpacks filled with school supplies to the children. The home is a private, faith-based non-profit organization dedicated to restoring joy to the lives of children from newborns to those 18 years of age. Since it was established in 1989, His House has been offering safe, caring homes to abused, abandoned and neglected children in South Florida.



# CSR PAGE Corporate Social Responsibility

## ANSA McAL SUPPORTS THEATRE PRODUCTION



ANSA McAL's Group Corporate Communications Manager, Ms. Sharon Balroop and Passion Fruit Publishing Ltd, Director, Mr. Rubadiri Victor

ANSA McAL was thrilled to support Passion Fruit Publishing Ltd in their efforts to showcase the skills of Trinidad's top Costume and Design Artisans through a National Children's Storytelling Theatre Tour. The Group sponsored cricket gear for the theatre play entitled "The Cricket War" produced by the WIRE BEND, Children's Theatre Production. The play will tour theatre venues and schools throughout Trinidad during August – September, merging indigenous folklore, storytelling and traditional craftsmanship.

## ANSA McAL LTD PARTNERS WITH CHINAPOO POLICE YOUTH CLUB



ANSA McAL's Corporate Communications Officer, Ms. Natasha Ramnath presents a cheque to Chinapoo Police Youth Club, Chairman, Mr. Wilburn Small

Committed to its corporate social responsibility programs, ANSA McAL was pleased to support the Chinapoo Police Youth Club, Back to School Programme. The Group sponsored the school books, uniforms and stationery for the reopening of the school term in September 2015. Now in its eighth year, the Chinapoo Police Youth Club continues to ensure that under privileged children in the Morvant and Laventille communities are given the opportunity to return to school with essential school supplies.

## ANSA McAL CONTRIBUTES TOWARDS COMMUNITY DEVELOPMENT INITIATIVES



ANSA McAL's Corporate Communications Officer, Natasha Ramnath and Youth President of the Maitagual Unified Community Development, Brandon Francis

The ANSA McAL Group contributed towards the transportation cost for approximately 500 students from several communities, to participate in an Exhibition and Cultural Programme hosted by Maitagual Unified Community Development carded September, 2015. This is being done in observance of Trinidad and Tobago's Independence and Republic Day. The project is intended to educate young people about the history of Trinidad & Tobago and the significance of these milestones.



## ANSA McAL hosts 'THIS IS HOW WE ROLL' Stag Promo



Some of the winners pose with Public Relations Officer, Ms. Darshnie Yussuf after collecting their prizes.

On August 6th 2015, ANSA McAL Trading (Guyana) Ltd hosted 'THIS IS HOW WE ROLL' Stag Promotion where 20 winners were presented with prizes at the company's headquarters located Beterverwaging, East Coast Demerara.

ANSA McAL's Trading Ltd, Public Relations Officer, Ms. Darshnie Yussuf, told the gathering that the promotion was a success all because of loyal customers. ANSA McAL saw the need to reward its customers with fantastic prizes. Amongst these prizes were coolers filled with STAG beer.

She added that a similar promotion was staged last year, involving the Stag command centre and the response to that promotion had stimulated this promotion to be bigger than last year. The Stag promotion was user-friendly as customers entered by drinking Stag beer and saving the crowns. To enter the promotion, four Stag crowns with the customer's name, address and contact telephone number were submitted to any of the 50 redemption boxes countrywide.

Drawings took place in Berbice, Linden, Bartica and Georgetown and Essequibo.

Article courtesy  
Guyana Chronicles Newspaper

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# 46TH EDITION

The 46th edition of Carib Great Race from Trinidad to Tobago was held on August 22, 2015. Carib Brewery Ltd partnered once again with the Power Boats Association. Carib Brewery Limited has been the title sponsor of the Carib Great Race for the last 15 years.

Carib is committed to building a cohesive bond between themselves as a sponsor and the Power Boat Association. According to, Carib's Marketing Manager, Mr. Antron Forte said, "Gone are the days when the relationship between sponsor and association can be viewed as one of a mere subsidy and patronage. It has developed into so much more with one main focus, engaging the public and, of course, our consumers."

The public was invited to the Boat Parade on August 8th, 2015 at Adam Smith Square. Spectators had an opportunity to view the boats as well as one-on-one interaction with the boat owners, drivers and navigators. Fans were given the opportunity to vote for their favourite Boater's profile for a chance to win prizes including a grand prize of free Carib for a year.

What does it take to win the Carib Great Race? Speed, Skill, experience? Perhaps all of the above. The winners for this year's 46th edition were:

- 1st Place, Total Monster**
- 2nd Place, Mr. Solo Too and**
- 3rd Place Bacchanal**

**1st Place Winners – Defending Champions Total Monster**  
Photo courtesy Trinidad Guardian



Carib Great Race Parade & Boat Show 2015



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lime



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Parade of the Boats Photos courtesy lime tt.





# Happy Independence Day

On Monday 31st August 2015, Trinidad and Tobago celebrated 53 years of Independence. To commemorate this occasion, the Headquarters of the ANSA McAL Group, located in the iconic TATIL Building on Maraval Road, Port of Spain was decorated in the national colours, red, white and black. TATIL was Trinidad's first skyscraper designed in 1962 by Anthony C Lewis. Construction began on the building in July 1972 and was completed within a two year target.



# all work and no Play...

All work and no play makes business a pretty dull place so employees of the TATIL / TATIL LIFE hosted a Friday afternoon lime.

The TATIL Sports and Social Club aims to conduct social events to bring the ANSA McAL family together and encourage camaraderie within the Group. The lime was well attended by staff who indulged in goodies such as pholourie, saheenas and the best tasting mini rotis. A cold beverage was shared amongst colleagues and friends.

After all, isn't that, what Trinis do, on a Friday afternoon!

