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GROUP OF COMPANIES

CORPORATE broadcast



MARCH 2015 PT 1



CLASSIC MOTORS LAUNCHES THE HONDA HR-V & THE CITY CNG

On Tuesday 17th March 2015 Classic Motors, a division of ANSA Automotive launched the Honda HR-V and the Honda City CNG to the local market. The event was held in the Classic Motors Showroom at the Corner of Richmond and Charles Streets in Port of Spain. The launch was attended by special guests from the American Honda Motor Co. Inc. including the Assistant Vice President, Mr. Jim Burrell, who conveyed special remarks.

The featured speaker of the night was Senator the Honourable Kevin Ramnarine, Minister of Energy and Energy Affairs. The government of Trinidad and Tobago have long supported the use of CNG powered vehicles. They have encouraged the driving population to make the eco-friendly choice through the implementation of several initiatives including: the establishment of adequate re-fuelling station, the setting-up of certified conversion centres and fiscal incentives, such as the removal of VAT on the importation of new natural gas vehicles. In January 2015 the Public Transport Service Company (PTSC) introduced 35 CNG powered buses to their fleet. The use of CNG can reduce a vehicle's harmful emissions, such as Carbon Dioxide, by as much as 35%; CNG burns cleanly and is also cheaper than gasoline.

The Honourable Stephen Cadiz, Minister of Transport was also in attendance. Mr. David Sabga the Chairman of ANSA Automotive delivered the closing remarks. The Honda HR-V received praises for offering added cargo space without the size of a traditional SUV. Some of its impressive features include smart key technology, rear view camera, 3 point seat belts for all passengers and illuminated steering wheel mounted controls.

Classic Motors is the exclusive dealer of Honda, the premium Japanese automobile brand, in Trinidad and Tobago and was established in 1992. Classic Motors has been a pioneer in the local Automotive Industry being the first company to launch the Sport Utility Vehicle in the form of the Honda CR-V and offering Express Service. Vehicles are housed in a state-of-the-art showroom and sold and serviced by a team of experienced and fully trained personnel. Factory trained technicians provide the complete mechanical service and collision repair.

The inOne Financing plan, from ANSA McAL's Financial Services Sector, is available for all Honda vehicles and offers 3 years of insurance coverage from Tatil, no legal fees and free roadside assistance, among other great benefits.

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CORPORATE BROADCAST MARCH 2015

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ANSA McAL profits cross \$1B mark



The ANSA McAL Group of Companies' end of year financial results for 2014 were released on Thursday 26th March 2015 and showed a profit before tax of \$1,065,462 compared to \$1,144,117 for the previous year. Speaking at the release of the Group's latest financial results, Group Chairman and Chief Executive, Mr. A Norman Sabga said that the gains from the top performing sectors offset declines in manufacturing, packaging and brewing.

Commenting on the labour problems being experienced in the private sector, Mr. Sabga said the Group sees labour as one of its assets and has not experienced a shortfall in its labour supply. He said due to the nature, training and the environment which companies in the Group offer, "it attracts the labour force" the Group requires. Labour is a big investment, he added, and over a "sustained" period the Group has settled negotiations between 9 and 12 per cent, which allowed many of its companies to have top of the market wage bills.

"We have done surveys which have shown that in some of our industries, our wages are already higher than our peers. I don't think there is any reason why we would have to settle wage bills/new agreements at a level that is higher than the prevailing rate. I don't foresee a problem in that area unless expectations become out of hand," he said. He also said the Group was not severely affected by the foreign exchange supply problems which affected many local businesses. "We've been able to meet all of our commitments. We worked with all the banks. We have not reneged on any foreign exchange payments. From time to time there is tightness in the market but we have been able to meet all our payments."





ANSA McAL's Slingshot Workshop Series

Over the past few weeks our Group HR team has been hosting the Slingshot Workshop Series. Sixteen companies from across the Group were selected to participate in the three part series.

The theme of the series is 'Innovation,' and participants were challenged to discover new market opportunities. Participants were asked to expand their view of their current business, the market space they occupy and to also explore combined offerings with other ANSA McAL companies.

In early March, the first sessions of the series were hosted in Barbados and in Trinidad. Teams from the selected companies came together to brainstorm using the slingshot methodology and to create their new ideas.

Stay tuned for the results of the final workshop which was just completed and look out for the final team presentations in May.

From these photos that the Group HR team have shared it looks like participants had loads of fun while innovating!





ANSA Automotive Signs Letter of Intent

On Friday 20th March 2015 ANSA Automotive signed a letter of intent with the National Energy Skills Center (NESC) which formalised the existing working relationship between the two entities.

The letter spoke on:

- ANSA Automotive's donation of a CNG fueled Vehicle to the NESC for training purposes (the NESC will shortly launch its exclusive CNG Technicians Programme in collaboration with NGC, at the Woodford Lodge Campus)
- The sharing of industry insights and information from ANSA's technical experts to the students and instructors of NESC's Autotronics and Automotive Services Technician Programmes
- The continued availability of NESC's facilities at the Woodford Lodge Campus for ANSA Automotive's training sessions for its Sales and Technical Staff.



Seated from left to right: Mr. Kern Dass, President – NESC and Mr. Jerome Borde, Managing Director – ANSA Automotive shake hands after the signing of the letter of intent





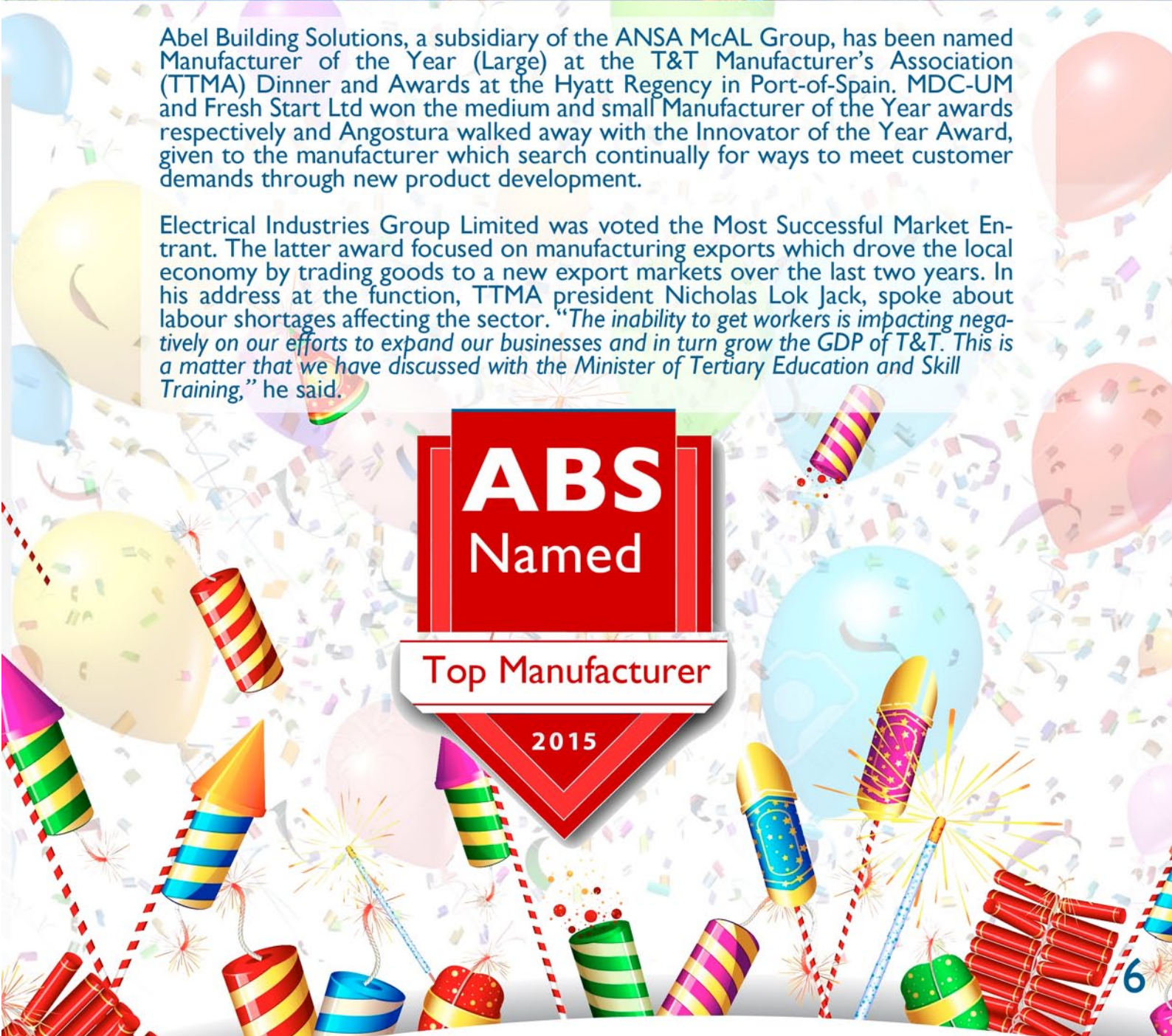
Abel Building Solutions, a subsidiary of the ANSA McAL Group, has been named Manufacturer of the Year (Large) at the T&T Manufacturer's Association (TTMA) Dinner and Awards at the Hyatt Regency in Port-of-Spain. MDC-UM and Fresh Start Ltd won the medium and small Manufacturer of the Year awards respectively and Angostura walked away with the Innovator of the Year Award, given to the manufacturer which search continually for ways to meet customer demands through new product development.

Electrical Industries Group Limited was voted the Most Successful Market Entrant. The latter award focused on manufacturing exports which drove the local economy by trading goods to a new export markets over the last two years. In his address at the function, TTMA president Nicholas Lok Jack, spoke about labour shortages affecting the sector. *"The inability to get workers is impacting negatively on our efforts to expand our businesses and in turn grow the GDP of T&T. This is a matter that we have discussed with the Minister of Tertiary Education and Skill Training,"* he said.

ABS
Named

Top Manufacturer

2015



ANSA McAL



WORLD of WORK

TWICE



Every year in February/March the University of the West Indies hosts the World of Work (WOW) Recruitment Fair that attracts hundreds of their final-year students. Students come out en masse to seek out the job opportunities that are available to them with local organizations and corporate entities. This year ANSA McAL participated in UWI's Recruitment Fair twice – in Barbados at the Cave Hill Campus and in Trinidad and Tobago at the St. Augustine Campus. Read on for a recap from both events.

TRINIDAD & TOBAGO

A team of HR professionals from the various local subsidiaries represented the Group at the St. Augustine Campus' WOW Recruitment Fair. They met with the eager students and promoted the new '*Champions Development*' Programme that offers new graduates invaluable working experience and exposure to the workings of the ANSA McAL Group. Many of students were already quite knowledgeable about the Group but were keen to learn more. Alstons Marketing Company Limited (AMCO) were also on site promoting and distributing their Lay's brand of snacks.



ANSA McAL

WOWs

WORLD of WORK



TWICE

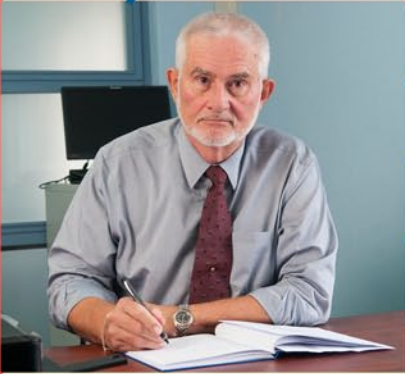
BARBADOS

Representatives from the various subsidiaries that are based in Barbados set-up an impressive booth all decked out in blue and yellow. There was a steady flow of curious students visiting their booth and kept them engaged with flyers, activities and giveaways. The ANSA McAL- Barbados team promoted their Internship Programme that will give students access to real-life exposure to the world of work, while at the same time providing valuable skills needed to succeed as a professional in their area of interest.

Mr. Nicholas Mouttet, the President and CEO of ANSA McAL (Barbados) and the CEOs from the various subsidiaries spent some with the UWI students. They offered guidance on available career paths and shared their own experiences with the Group. At the end of the day Mr. Mouttet commented *"We were leaders in every aspect, from how we looked, to our organization, to the way we interacted with the students, to the creativity that the team showed in attracting everyone to our tent. It was truly a rewarding experience for us and the students."*



New General Manager at Brydens Insurance Inc.



Mr. Richard Ince,
General Manager
-Brydens Insurance Inc. (Barbados)

Brydens Insurance Inc. (Barbados) is looking to further enhance its presence in the market and remain competitive with new General Manager, Mr. Richard Ince, at its helm.

Mr. Ince is a long-standing insurance executive and consultant with extensive experience in both Barbados and Canada. He brings to the company years of diverse experience having worked in all sectors of the insurance market, including broking, underwriting, offshore and life.

Mr. Ince, who was appointed earlier this year, recently shared some of the plans that he has in mind for Brydens Insurance, which include the development of the affiliation that they already share with fellow ANSA McAL subsidiary, Tatil. "Over the next year we plan to leverage these strengths to significantly enhance our presence in the Barbados market and to remain keenly competitive."

Excited by his new appointment he went on to say, "There is a lot to be done. My personal goal is to develop Brydens Insurance into a top performing company, to see us rise to be among the top five insurers in Barbados in the next three to five years and to be leaders in products and service. These would all be extremely rewarding."

Mr. Ince's most recent position was as a Senior Manager with a leading regional and international insurance brokerage company, prior to which he founded and operated Atria Insurance Brokers, which was acquired by CGM Gallagher in 2011. For several years he served as General Manager/Director of the Barbados domicile operations for an international insurance management company. He is a Past-President of the Insurance Institute of Barbados, and former Vice-President of the Association of Insurance Institutes of the Caribbean.

Describing his role, so far, as very interesting, Mr. Ince said he is in the process of learning more about the ANSA McAL culture. "This is the norm with any new position, but I have a strong support network, both at the executive level here and in Trinidad, and in the solid and dedicated staff at Brydens Insurance."

Brydens Insurance is based in Barbados and has a team of about 35 persons across its offices. In addition to its Head Office in Norman Centre, Broad Street, it operates satellite locations at McEneaney Quality Inc. in Wilbey and Consolidated Finance Co. Ltd. in Hastings.

We're making significant investments in employee training, both in house and through traditional organisations like the insurance institutes, the Institute of Chartered Accountants of Barbados and LOMA, an international trade association for the insurance and financial services industry, as well as in technology and other areas all as a means of enhancing the Brydens experience. Our satellite offices have become popular with clients who are able to utilise our full suite of services through those locations as an alternative to coming into our Bridgetown office."

In welcoming the new General Manager to the ANSA McAL Group of Companies, Mr. Nicholas Mouttet, President and CEO of ANSA McAL - Barbados, said that Mr. Ince had already gotten off to an active and involved start with Brydens Insurance. "In only a short time, he has been able to make his presence felt in tangible and impactful ways. We're really quite excited to have him, and look forward to his leadership of this well-respected insurance brand."