

# Trinidad & Tobago Guardian



## Chairman's Remarks

For the first quarter of our 2026 Financial Year (May 1 - July 31, 2025), SOLIS almost doubled its net profit to \$1.2 million for the quarter versus the corresponding period in its 2025 Financial Year. This was driven mainly by revenue growth of over 80% in Q1 FY26 vs Q1 FY25 which includes the results of our new subsidiary, Business Equipment & Interiors International Ltd ("BEI"). The Company's capital and reserves also more than doubled from \$15.3 million as at July 31, 2024 to \$31.4 million as at July 31, 2025, driven in part by the IPO. Our cash position reflects these positive results, moving from an overdraft position of \$1.8 million on July 31, 2024 to a positive cash balance of \$4.7 million on July 31, 2025. Notwithstanding the favourable results, we continue to be restricted by the shortage of foreign exchange and management has had to optimize procurement in order to generate maximum profits.

In addition to the financial results communicated herein, SOLIS has made substantive progress on the core drivers of its business, which we hope will enable sustainable excellent future results. Most notably:

- In Q1 FY26, our overall service rating was 93%, reflecting the continued maintenance of our service excellence ratings achieved during FY25. The customers surveyed include businesses that operate in the following sectors: banking, insurance, oil and gas, professional services, manufacturing, distribution, education, government and print shops
- We continue the integration of our acquisition of Business Equipment & Interiors International Ltd ("BEI"), which was completed on January 31, 2025. The diversified revenue streams of this business will augur well for future growth poles for SOLIS beyond its traditional core focus on office printers and photocopiers
- We achieved solid wins of new customer accounts with our SAMSUNG commercial displays, which represents a technology-adjacent diversified revenue and profit stream for the Company

We continue to express appreciation to our staff and management who drive our business, our shareholders, our customers, our long-standing suppliers and our bankers. It pleases me to use this opportunity to announce a quarterly dividend of 6 cents per share based on the results of the first quarter for FY26. This dividend will be paid on October 9th, 2025 to all shareholders on record as at September 26, 2025. This is the third consecutive quarter in which we are paying a dividend, and will bring total dividends paid to shareholders to over \$2 million since listing the company on the Trinidad & Tobago Stock Exchange one year ago.