

**Unichem Pharmaceuticals (USA), Inc.**  
**Financial Statements**  
**March 31, 2019 and 2018**

# Unichem Pharmaceuticals (USA), Inc.

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March 31, 2019 and 2018

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## **Independent Auditors' Report**

**To the Board of Directors of**

**Unichem Pharmaceuticals (USA), Inc.**

We have audited the accompanying financial statements of Unichem Pharmaceuticals (USA), Inc. (the "Company") which comprise the balance sheet as of March 31, 2019 and the related statement of operations and retained earnings (deficit) and cash flows for the year then ended, and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Company as of March 31, 2019, and the results of its operations and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

***Prior Period Financial Statements***

The financial statements of the Company as of March 31, 2018, were audited by other auditors whose report dated May 16, 2018, expressed an unmodified opinion on those statements

A handwritten signature in black ink, appearing to read "William J. Guttenplan". The signature is written in a cursive style with a long horizontal flourish extending to the right.

East Brunswick, New Jersey

May 13, 2019

**Unichem Pharmaceuticals (USA), Inc.****Balance Sheets****March 31, 2019 and 2018**

|   | <u>2019</u>          | <u>2018</u>          |
|---|----------------------|----------------------|
| <b>Assets</b>   |                      |                      |
| <b>Current Assets</b>   |                      |                      |
| Cash  | \$ 397,732           | \$ 558,573           |
| Accounts receivable, net  | 43,658,501           | 26,458,199           |
| Inventories, net  | 11,352,415           | 5,108,624            |
| Accounts receivable, due from parent  | 42,634               | 411,149              |
| Other prepaid expenses  | 509,846              | 738,012              |
| <b>Total Current Assets</b>   | <b>55,961,128</b>    | <b>33,274,557</b>    |
| Property and equipment, net   | 415,634              | 387,709              |
| Deferred tax asset  | 427,000              | 541,000              |
| <b>Total Assets</b>   | <b>\$ 56,803,762</b> | <b>\$ 34,203,266</b> |
| <b>Liabilities and Shareholders' Equity</b>   |                      |                      |
| <b>Liabilities</b>  |                      |                      |
| <b>Current Liabilities</b>  |                      |                      |
| Accounts payable and accrued expenses   | \$ 3,600,038         | \$ 1,354,934         |
| Income taxes payable  | 310,000              | 11,145               |
| Line of credit  | 24,105,485           | 17,067,805           |
| Due to parent   | 20,707,688           | 9,874,692            |
| <b>Total Current Liabilities</b>  | <b>48,723,211</b>    | <b>28,308,576</b>    |
| <b>Shareholders' Equity</b>   |                      |                      |
| Common stock, \$1 par value, 6,500,000 shares authorized;<br>6,476,955 issued and outstanding | 6,476,955            | 6,476,955            |
| Retained earnings (deficit)   | 1,603,596            | (582,265)            |
| <b>Total Shareholders' Equity</b>   | <b>8,080,551</b>     | <b>5,894,690</b>     |
| <b>Total Liabilities and Shareholder's Equity</b>   | <b>\$ 56,803,762</b> | <b>\$ 34,203,266</b> |

The accompanying notes are an integral part of these financial statements.

**Unichem Pharmaceuticals (USA), Inc.**  
**Statements of Operations and Retained Earnings (Deficit)**  
**For the Years Ended March 31, 2019 and 2018**

|   | <u>2019</u>         | <u>2018</u>         |
|---|---------------------|---------------------|
| <b>Net Sales</b>                                | \$ 91,280,203       | \$ 57,490,072       |
| <b>Cost of Goods Sold</b>                       | <u>66,553,241</u>   | <u>44,427,799</u>   |
| <b>Gross Profit</b>                             | 24,726,962          | 13,062,273          |
| <b>Operating Expenses</b>                       |                     |                     |
| Distributor fees                                | 10,005,069          | 4,363,969           |
| Logistics fees                                  | 5,115,203           | 3,778,211           |
| Officer's and office salaries                   | 2,897,308           | 1,874,626           |
| Payroll taxes and benefits                      | 527,248             | 374,337             |
| Administrative                                  | 483,329             | 429,620             |
| Professional fees                               | 427,397             | 523,775             |
| Travel and entertainment                        | 287,825             | 189,837             |
| Insurance                                       | 265,315             | 256,419             |
| Marketing and trade shows                       | 240,847             | 159,098             |
| Rent  | 207,210             | 136,801             |
| Depreciation                                    | 134,554             | 114,997             |
| Market research                                 | 74,684              | 79,870              |
| Bad debt expense                                | <u>(4,057)</u>      | <u>23,778</u>       |
| <b>Total Operating Expenses</b>                 | <u>20,661,932</u>   | <u>12,305,338</u>   |
| <b>Income from Operations</b>                   | 4,065,030           | 756,935             |
| <b>Non-Operating Expense</b>                    |                     |                     |
| Interest expense                                | <u>(742,169)</u>    | <u>(493,497)</u>    |
| <b>Income Before Provision for Income Taxes</b> | 3,322,861           | 263,438             |
| <b>Provision for Income Taxes</b>               | <u>1,137,000</u>    | <u>426,000</u>      |
| <b>Net Income (Loss)</b>                        | 2,185,861           | (162,562)           |
| <b>Retained Earnings (Deficit) Beginning</b>    | <u>(582,265)</u>    | <u>(419,703)</u>    |
| <b>Retained Earnings (Deficit) Ending</b>       | <u>\$ 1,603,596</u> | <u>\$ (582,265)</u> |

The accompanying notes are an integral part of these financial statements.

**Unichem Pharmaceuticals (USA), Inc.**  
**Statements of Cash Flows**  
**For the Years Ended March 31, 2019 and 2018**

|   | <u>2019</u>         | <u>2018</u>        |
|---|---------------------|--------------------|
| <b>Cash Flows from Operating Activities</b>   |                     |                    |
| Net income (loss)   | \$ 2,185,861        | \$ (162,562)       |
| Adjustment to reconcile net income (loss) to net cash used in operating activities: |                     |                    |
| Depreciation  | 134,554             | 114,997            |
| Obsolete inventory  | -                   | (14,133)           |
| Deferred tax expense  | 114,000             | 359,000            |
| Changes in operating assets and liabilities   |                     |                    |
| Accounts receivable   | (17,200,302)        | (2,838,355)        |
| Accounts receivable, due from parent  | 368,515             | (308,484)          |
| Due from parent for product recall  | -                   | 12,371             |
| Inventories   | (6,243,791)         | 1,851,581          |
| Prepaid expenses  | 228,166             | (408,070)          |
| Accounts payable and accrued expenses   | 2,245,104           | 146,563            |
| Income taxes payable  | 298,855             | 11,145             |
|   | <u>(17,869,038)</u> | <u>(1,235,947)</u> |
| <b>Net Cash Used in Operating Activities</b>  |                     |                    |
|   | <u>(17,869,038)</u> | <u>(1,235,947)</u> |
| <b>Cash Flows from Investing Activities</b>   |                     |                    |
| Acquisition of property and equipment   | <u>(162,479)</u>    | <u>(103,100)</u>   |
| <b>Cash Flows from Financing Activities</b>   |                     |                    |
| Proceeds from line of credit, net of repayments                                     | 7,037,680           | 7,407,805          |
| Proceeds from (repayments of) due to parent   | <u>10,832,996</u>   | <u>(5,871,480)</u> |
|   | <u>17,870,676</u>   | <u>1,536,325</u>   |
| <b>Net Cash Provided by Financing Activities</b>                                    |                     |                    |
|   | <u>17,870,676</u>   | <u>1,536,325</u>   |
| <b>Net Increase/(Decrease) in Cash</b>  | (160,841)           | 197,278            |
| <b>Cash - Beginning of Period</b>   | <u>558,573</u>      | <u>361,295</u>     |
| <b>Cash - End of Period</b>   | <u>\$ 397,732</u>   | <u>\$ 558,573</u>  |
| <b>Cash Paid During the Period for</b>  |                     |                    |
| Interest  | <u>\$ 743,850</u>   | <u>\$ 469,438</u>  |
| Income taxes  | <u>\$ 859,733</u>   | <u>\$ 33,154</u>   |

The accompanying notes are an integral part of these financial statements.

**Unichem Pharmaceuticals (USA), Inc.**  
**Notes to the Financial Statements**  
**March 31, 2019 and 2018**

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**Note 1 Nature of Operations**

Unichem Pharmaceuticals (USA), Inc. (the "Company"), was incorporated on March 9, 2004 under the laws of the State of New Jersey and is headquartered in East Brunswick, New Jersey. The Company operates as the U.S. distributor of certain generic prescription pharmaceuticals developed by Unichem Laboratories, Ltd. (the "Parent"). As of March 31, 2019, the Company distributes twenty four (24) FDA approved generic prescription drugs.

The sole stockholder of the Company, an India-based developer and manufacturer of generic prescription drugs, is the sole provider of generic prescription drugs to the Company.

**Note 2 Summary of Significant Accounting Policies**

**Use of Estimates**

In preparing financial statements in conformity with accounting principles generally accepted in the United States of America, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent liabilities and the reported amounts of revenues and expenses. Significant estimates affecting amounts reported or disclosed in the financial statements include allowances and provisions for customer chargebacks, rebates, and cash discounts. These estimates are based on historical experience and on various assumptions that are believed to be reasonable under the current circumstances. Actual results could differ from those estimates.

**Cash**

Cash is held in bank accounts which are insured by the Federal Deposit Insurance Corporation subject to certain limitations. At times, the Company's bank balances exceed federally insured limits.

**Accounts Receivable**

Accounts receivable are stated at the amount management expects to collect. On a periodic basis, management evaluates its accounts receivable and establishes an allowance for doubtful accounts, based on a history of past write-offs and collections and current credit conditions. Management has determined that no allowance is necessary at March 31, 2019 and 2018.

**Inventories**

Inventories consist of finished goods and are valued at the lower of cost or net realizable value. Cost is primarily determined by using the moving average method. The customers are permitted to return purchased products for a credit when they are within three months of the expiration date, additionally, once the product has expired, the Company will take returned goods for an additional six months. Returned product is generally not resold by the Company. The Company regularly reviews the inventory quantities on hand, and when appropriate, records a provision for obsolete, excess, and expired/short dated inventory.



**Note 2      Summary of Significant Accounting Policies (Continued)**

**Revenue Recognition**

**Product Sales**

The Company's primary customers consist of major pharmacies, wholesalers and distributors. The wholesalers and distributors in-turn sell the products directly to pharmacies, clinics, hospitals, and private medical practices. Revenue from product sales is recognized when substantially all the risks and rewards of ownership have transferred to customers, when estimates of their selling price and discounts, rebates, and promotional adjustments, price adjustments, returns, chargebacks, and other potential adjustments are reasonably determinable, collection is reasonably assured, and persuasive evidence of an arrangement exists.

The Company establishes allowances for chargebacks, discounts, returns, rebates, and other adjustments at the time of the sale. In determining the amount of pricing allowances to be established, the Company considers its own business experience and knowledge of industry and competitive practices, as well as its assessment of the impact on price adjustments due to external market forces, if any. The factors considered include, but are not limited to, actual pricing allowance experience by product by customer, the Company's contractual arrangements with its customers, inventory reports, estimates of products in the distribution channel, customers' right of return, applicable marketing and pricing regulations and current and projected economic conditions.

The data used by the Company in establishing pricing allowances is based on information developed internally and obtained from external sources. Pricing allowances are presented as a reduction of revenue in the statements of operations and retained earnings. The principal allowances are as follows:

**Chargebacks**

The provision for chargebacks is a significant estimate used in the recognition of revenue. As part of its contracts with the wholesale customers, the Company agrees to reimburse wholesalers for the difference between the gross sales price at which the Company sells its products to the wholesalers and the actual prices of the products at the time of resale to the end user. The Company estimates chargeback at the time of the sale to wholesalers based on wholesaler inventory, historical chargeback rates and current pricing.

**Wholesaler Rebates**

Current accounting standards related to consideration given by a vendor to a customer, including a reseller of a vendor's products, specify that cash consideration given by a vendor to a customer is presumed to be a reduction of the selling price of the vendor's products or services and therefore should be characterized as a reduction of product sales. Consideration should be characterized as a cost incurred, if the Company received, or will receive, an indefinable benefit (goods or services) in exchange for the consideration and the Company can reasonably estimate the fair value of the benefit received.

**Note 2      Summary of Significant Accounting Policies (Continued)**  
**Revenue Recognition (Continued)**

**Wholesaler Rebates (Continued)**

Certain fees paid to wholesalers do not meet the meet the foregoing conditions to be characterized as a cost, as such, the Company characterized these fees as a reduction of product sales and have included them in supplier rebates in the table in Note 7.

**Pending Rebates**

The Company has provided an estimate for pending customer rebates. Certain wholesaler customers submit for reimbursement throughout the course of business. The estimated allowance is based on various customer agreements in place with the Company for which the customer has not yet submitted for reimbursement.

**Prompt Payment Discounts**

Discounts for prompt payment is established based on the eligible customers' payment history, the contractual discount percentage, and the ending accounts receivable balance.

**Medicaid Rebates**

Federal law requires all pharmaceutical manufacturers, as a condition of having their products receive federal reimbursement under Medicaid and Medicare Part B, to pay rebates to state Medicaid programs on units of their pharmaceuticals that re-dispensed to Medical beneficiaries. For the years ended March 31, 2019 and 2018, the Company had accrued a liability related to the rebates totaling \$764,973 and \$129,323, respectively.

**Advertising**

The Company's policy is to expense advertising costs as the costs are incurred. Advertising costs incurred during the years ended March 31, 2019 and 2018 total approximately \$180,000 and \$65,000, respectively, and are included in marketing and trade shows expense on the accompanying statements of income operations.

**Shipping and Handling Costs**

Shipping and handling costs of approximately \$2,028,000 and \$1,433,000 for the years ended March 31, 2019 and 2018, respectively, are included in operating expenses on the accompanying statements of operations as logistics fees.

**Property and Equipment**

Property and equipment are stated at cost. Depreciation and amortization is provided using straight-line method over the estimated useful lives of the assets: five years for equipment, seven years for furniture and fixtures, and five years for software. Expenditures for maintenance and repairs are charged to expense as incurred.

**Note 2      Summary of Significant Accounting Policies (Continued)**

**Income Taxes**

The Company is a C Corporation and provisions, if applicable, are made for federal and state income taxes.

The Company accounts for income taxes under the asset and liability method, which requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of events that have been included in the financial statements. Under this method, deferred tax assets and liabilities are determined on the basis of the differences between the financial statements and tax basis of assets and liabilities using enacted tax rates in effect for the year in which the differences are expected to reverse. The effect of a change in tax rates on deferred tax asset and liabilities is recognized in the income in the periods that includes the enactment date.

The Company recognizes deferred tax assets to the extent that management believes these assets are more likely than not to be realized. In making such a determination, management considers all available positive and negative evidence, including future reversals of existing taxable temporary differences, projected future taxable income and results of recent operations.

The statute of limitations for the examination of the Company's income tax returns by the Internal Revenue Service and States is generally three years from the final filing date of the tax returns.

**Reclassifications**

Certain amounts in the March 31, 2018 financial statements have been reclassified to conform to the March 31, 2019 financial statement presentation. These reclassifications had no effect on the previously reported results of operations or equity balances.

**Subsequent Events**

The Company has evaluated subsequent events and transactions for potential recognition or disclosure through the date of the auditors' report, which is the date the financial statements were available to be issued.

**Unichem Pharmaceuticals (USA), Inc.**  
**Notes to the Financial Statements**  
**March 31, 2019 and 2018**

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**Note 3      Accounts Receivable, Net**

Accounts receivable with customers are reflected net of allowances for pending chargebacks, rebates, fees, and cash discount. The receivables are generally due within 30 to 90 days, depending on the customer, from the invoice date. Accounts receivable consist of:

|                                    | <u>March 31,</u><br><u>2019</u> | <u>March 31,</u><br><u>2018</u> |
|------------------------------------|---------------------------------|---------------------------------|
| Accounts Receivable                | \$ 72,707,292                   | \$ 40,668,257                   |
| Allowance for chargeback provision | (20,274,879)                    | (12,528,093)                    |
| Allowance for pending rebates      | (6,118,752)                     | (562,391)                       |
| Allowance for cash discount        | (2,011,872)                     | (1,227,188)                     |
| Allowance for other reductions     | <u>(643,288)</u>                | <u>107,614</u>                  |
| Accounts Receivable, Net           | <u>\$ 43,658,501</u>            | <u>\$ 26,458,199</u>            |

**Note 4      Inventories**

Inventories consist of the following:

|                         | <u>March 31,</u><br><u>2019</u> | <u>March 31,</u><br><u>2018</u> |
|-------------------------|---------------------------------|---------------------------------|
| Inventory               | \$ 11,656,667                   | \$ 5,189,519                    |
| Less: Inventory reserve | <u>(304,252)</u>                | <u>(80,895)</u>                 |
| Total                   | <u>\$ 11,352,415</u>            | <u>\$ 5,108,624</u>             |

**Note 5      Property and Equipment**

Property and equipment consists of the following at March 31:

|   | <u>2019</u>       | <u>2018</u>       |
|---|-------------------|-------------------|
| Equipment                                       | \$ 33,800         | \$ 32,633         |
| Furniture and fixtures                          | 228,008           | 120,028           |
| Computers                                       | 92,328            | 38,995            |
| Computer software                               | <u>544,000</u>    | <u>544,000</u>    |
| Total   | 898,136           | 735,656           |
| Less: Accumulated depreciation and amortization | <u>482,502</u>    | <u>347,947</u>    |
| Total   | <u>\$ 415,634</u> | <u>\$ 387,709</u> |

**Unichem Pharmaceuticals (USA), Inc.**  
**Notes to the Financial Statements**  
**March 31, 2019 and 2018**

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**Note 6 Line of Credit**

On June 15, 2018, the Company entered into an amended and restated revolving promissory note allowing for borrowings up to \$30,000,000. Advances bear interest at LIBOR plus 1.00%. At March 31, 2019 and 2018, LIBOR was 2.82% and 2.60%, respectively. The line of credit is scheduled to mature on June 28, 2019. The line is collateralized by a \$30,000,000 standby letter of credit from the Company's Parent. Management intends to renew the revolving promissory note with similar terms upon maturity.

**Note 7 Gross-to-Net Product Sales**

The schedule below presents the Gross-to-Net product sales reconciliation for the years ended:

|                       | <u>March 31,</u><br><u>2019</u> | <u>March 31,</u><br><u>2018</u> |
|-----------------------|---------------------------------|---------------------------------|
| Gross Sales           | \$303,521,121                   | \$ 212,989,948                  |
| Chargebacks           | (178,962,712)                   | (143,428,245)                   |
| Wholesaler rebates    | (24,889,811)                    | (5,961,129)                     |
| Cash discount         | (6,592,251)                     | (4,573,919)                     |
| Other reductions      | (1,386,152)                     | (792,516)                       |
| Off invoice discounts | <u>(409,992)</u>                | <u>(744,067)</u>                |
| Net Sales             | <u>\$ 91,280,203</u>            | <u>\$ 57,490,072</u>            |

**Note 8 Income Taxes**

The Company periodically evaluates whether there are any uncertain tax positions requiring accounting recognition in the financial statements. Based on this evaluation, the Company has determined that there are no material uncertain tax positions requiring recognition or disclosure.

For the years ended March 31, 2019 and 2018, federal and state income taxes have been provided as follows:

**Current Tax**

|                            | <u>March 31,</u><br><u>2019</u> | <u>March 31,</u><br><u>2018</u> |
|----------------------------|---------------------------------|---------------------------------|
| Current:                   |                                 |                                 |
| Federal income tax expense | \$ 872,000                      | \$ 4,000                        |
| State income tax expense   | 151,000                         | 6,000                           |
| Deferred tax and other:    |                                 |                                 |
| Federal income tax expense | 45,000                          | 88,000                          |
| State income tax expense   | 69,000                          | 67,000                          |
| Federal tax rate change    | <u>-</u>                        | <u>261,000</u>                  |
| Total                      | <u>\$ 1,137,000</u>             | <u>\$ 426,000</u>               |

**Unichem Pharmaceuticals (USA), Inc.**  
**Notes to the Financial Statements**  
**March 31, 2019 and 2018**

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**Note 8      Income Taxes (Continued)**

On December 22, 2017 (the "Enactment Date"), H.R. 1, originally known as the Tax Cuts and Jobs Act, was enacted. The new law (Public Law No.115-97 hereinafter referred to as the "Tax Act") includes significant changes to the U.S. corporate income tax system including, but not limited to, lowering the statutory corporate tax rate from 35% to 21%, limiting or eliminating certain deductions and the repeal of Corporate AMT tax regime. The majority of the provisions are applicable to the Company for fiscal 2018.

For the year ended March 31, 2018, the Company's effective tax rate differed from the federal statutory rate principally due to the components of the deferred tax asset shown in the table below coupled with changes in the federal rates for corporations from approximately 34% to 21% due to enacted changes in the United States tax code.

Net income for fiscal 2018 included income tax expense of \$426,000, of which \$261,000 relates to the federal income tax rate change on the re-measurement of net deferred tax assets pursuant to the Tax Act.

The tax effect of temporary differences that gave rise to significant components of deferred tax assets and liabilities consisted of the following at March 31, 2019 and 2018:

|                                 | <u>March 31,</u>  |                   |
|---------------------------------|-------------------|-------------------|
|                                 | <u>2019</u>       | <u>2018</u>       |
| Deferred tax assets:            |                   |                   |
| Start-up cost                   | \$ 232,000        | \$ 379,000        |
| Inventory capitalization        | 35,000            | -                 |
| Deferred rent liability         | 22,000            | -                 |
| Accrued Medicaid                | 182,000           | -                 |
| Net operating loss carryforward | <u>-</u>          | <u>225,000</u>    |
| Net Deferred Tax Assets         | 471,000           | 604,000           |
| Less Deferred tax liability:    |                   |                   |
| Property plant and equipment    | <u>(44,000)</u>   | <u>(63,000)</u>   |
| Total                           | <u>\$ 427,000</u> | <u>\$ 541,000</u> |

Management determined that no valuation allowance is needed for the deferred tax asset at March 31, 2019 and 2018. As of each reporting date, the Company's management considers new evidence, both positive and negative, that could impact management's view with regard to future realization of deferred tax assets.

**Unichem Pharmaceuticals (USA), Inc.**  
**Notes to the Financial Statements**  
**March 31, 2019 and 2018**

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**Note 9      Related Party Transactions**

The Company purchases substantially all of its inventory from the Parent. The Company also purchases testing supplies, for which it is reimbursed by the Parent. Purchases and reimbursements for the years ended March 31, 2019 and 2018 were \$72,144,171 and \$42,516,188, respectively.

At March 31, 2019 and 2018, the Company owed the Parent approximately \$20,665,000, net of receivables of approximately \$43,000, and \$9,464,000, net of receivables of approximately \$411,000, respectively, for purchases of inventory, which is included on the accompanying balance sheets.

**Note 10     Logistics Agreement**

The Company utilizes a third-party logistics provider for warehousing, shipping and various other services related to supply chain management. For the years ended March 31, 2019 and 2018, expenses were approximately \$4,562,000 and \$3,545,000, respectively, and are included in logistics fees on the accompanying statements of income and accumulated deficit.

**Note 11     Major Customers**

For the year ended March 31, 2019, three customers accounted for approximately 31%, 25% and 22% of net sales, respectively. In addition, three customers accounted for approximately 34%, 25% and 21%, respectively, of accounts receivable at March 31, 2019.

For the year ended March 31, 2018, three customers accounted for approximately 23%, 16% and 13% of net sales, respectively. In addition, three customers accounted for approximately 34%, 29% and 16%, respectively, of accounts receivable at March 31, 2018.

**Note 12     Defined Contribution Plan**

The Company participates in a qualified retirement plan under Section 401(k) of the Internal Revenue Code (the "Code") that permits nonunion employees over the age of 21 to voluntarily contribute up to the maximum allowed under the Code. The Company matches 100% of employee contributions up to the first 3% of compensation and 50% of employee contributions between 3% and 5% of compensation. Employer contributions for the years ended March 31, 2019 and 2018 were approximately \$58,000 and \$48,000, respectively.

**Unichem Pharmaceuticals (USA), Inc.**  
**Notes to the Financial Statements**  
**March 31, 2019 and 2018**

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**Note 13 Commitments and Contingencies**

**Leases**

The Company leases office space in East Brunswick, NJ and Hasbrouck Heights, NJ, which expire March 2025 and May 2024, respectively. The Company also leases a copier. All leases are considered noncancelable operating leases and require approximate future minimum rental payments as follows:

| Year Ending<br>March 31, |                    |
|--------------------------|--------------------|
| 2020                     | \$ 325,000         |
| 2021                     | 348,000            |
| 2022                     | 352,000            |
| 2023                     | 352,000            |
| 2024                     | 356,000            |
| 2025                     | <u>243,000</u>     |
| Total                    | <u>\$1,976,000</u> |

Rent expense, including equipment rental, for the years ended March 31, 2019 and 2018 was approximately \$211,000 and \$142,000, respectively.

During March 2019, the Company moved out of the office space in Hasbrouck Heights and is currently seeking a tenant to sublease the space for the duration of the lease agreement.

**Letters of Credit**

At March 31, 2019 and 2018, the Company was contingently liable under an outstanding letter of credit totaling \$50,000 which was issued as a security deposit for the Hasbrouck Heights space.

**Surety Bonds**

At March 31, 2018, the Company was contingently liable under three separate surety bonds totaling \$250,000 in order to conduct business in Maryland, California and Mississippi.



**Note 14 Recent Accounting Pronouncements**

The FASB issued guidance to change the recognition of revenue from contracts with customers. The core principle of the new guidance is that an entity should recognize revenue to reflect the transfer of goods and services to customers in an amount equal to the consideration the entity receives or expects to receive. This guidance also includes expanded disclosure requirements that result in an entity providing users of financial statements with comprehensive information about the nature, amount, timing, and uncertainty of revenue and cash flows arising from the entity's contracts with customers. The guidance will be effective for the Company for *annual periods beginning after December 15, 2018, and interim periods within annual reporting periods beginning after December 15, 2019*. The Company is currently in the process of evaluating the impact of adoption of this guidance on the financial statements.

Effective for its annual financial statements for 2020 and interim financial statements thereafter, the Company expects to adopt new accounting standards issued by FASB that will require significant changes in accounting for operating leases under which the Company is lessee. Upon adoption, among other effects, the Company will be required to record assets and liabilities for all operating lease obligations with terms of twelve (12) months or greater. The Company is currently in the process of evaluating the impact of adoption of this guidance on the financial statements.