INDIES PHARMA
JAMAICA LIMITED

Member of Bioprist Group




# Caring for the Nation's Health

www.indiespharma.com



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# The Company

**Jointly founded by a medical doctor, Dr. Guna Muppuri, and his wife Mrs. Vishnu Muppuri, Indies Pharma Jamaica Limited was incorporated in Jamaica on 09 December 2003 as a Pharmaceutical Distribution Company.**

The Company is headquartered in a commercial complex in Freeport, Montego Bay, Jamaica. Its retail unit, the Trident Pharmacy business is located nearby in Sam Sharpe Square, Montego Bay, Jamaica. Having sold its first pharmaceutical on 18 April 2005, the company distributes over 150 prescription and non-prescription or 'over the counter' generic pharmaceutical products for Bioprist Holdings Limited under the 'Bioprist Pharmaceuticals' brand in addition to the new line of products being sold under Orthopedic and Joint Rehabilitation segment.

The Company currently services customers across all 14 parishes of the island, including over 400 pharmacies, private and public hospitals and government agencies including the National Health Fund as well as medical practitioners, and directly to individual end users. The Company strives to provide unique, quality, and affordable pharmaceutical and complementary products, and to maintain efficient and effective product distribution across the island. It also aims to be a leading and trusted pharmaceutical distribution company with strong customer relationships, a commitment to brand and product development, and a large and reliable distribution network.

The Company continues to be managed by its founding members and the newly appointed Non- Executive Directors, with the support of a professional team of approximately 60 Plus employees.



## Mission

# Caring for the Nation's Health

## Our Vision

- Making Medicines available & affordable for everyone.
- Creating stable employment opportunities in Jamaica.

## Our Objectives

- Welfare of the 'common man' and the 'Nation' in its entirety by way of the role of the (Generic) Pharmaceuticals on our economy.
- To be an equal opportunity company geared towards growth & development of 'everyone' committed in its interests" while trying to be a strategic partner for the major manufacturers & suppliers.
- To become a one-stop shop for the majority of pharmaceutical, health care, consumer & hygiene products and envisage to be a topnotch promoter & distributor focusing towards maintaining a long-term presence in the field of promotion & distribution in Jamaica for now and the Caribbean region later.

## Essence

***INDIES PHARMA'*** **is trying to change the old saying, 3 Basic Necessities "Food, Shelter & Clothing" to the new one, 4 basic necessities by adding – "Medicine" to it. Medicine, always being the most crucial element to mankind always dictates the quality & productivity of the human life.**

# Mission Statement



**TO BRING SOMETHING MEANINGFUL & GOOD TO THIS 'BLESSED NATION' in its entirety in the fields of Health care (by sourcing the medicines of highest quality and efficacy) & Economy (by creating more employment) without compromising with the values set by the Governmental regulatory bodies.**

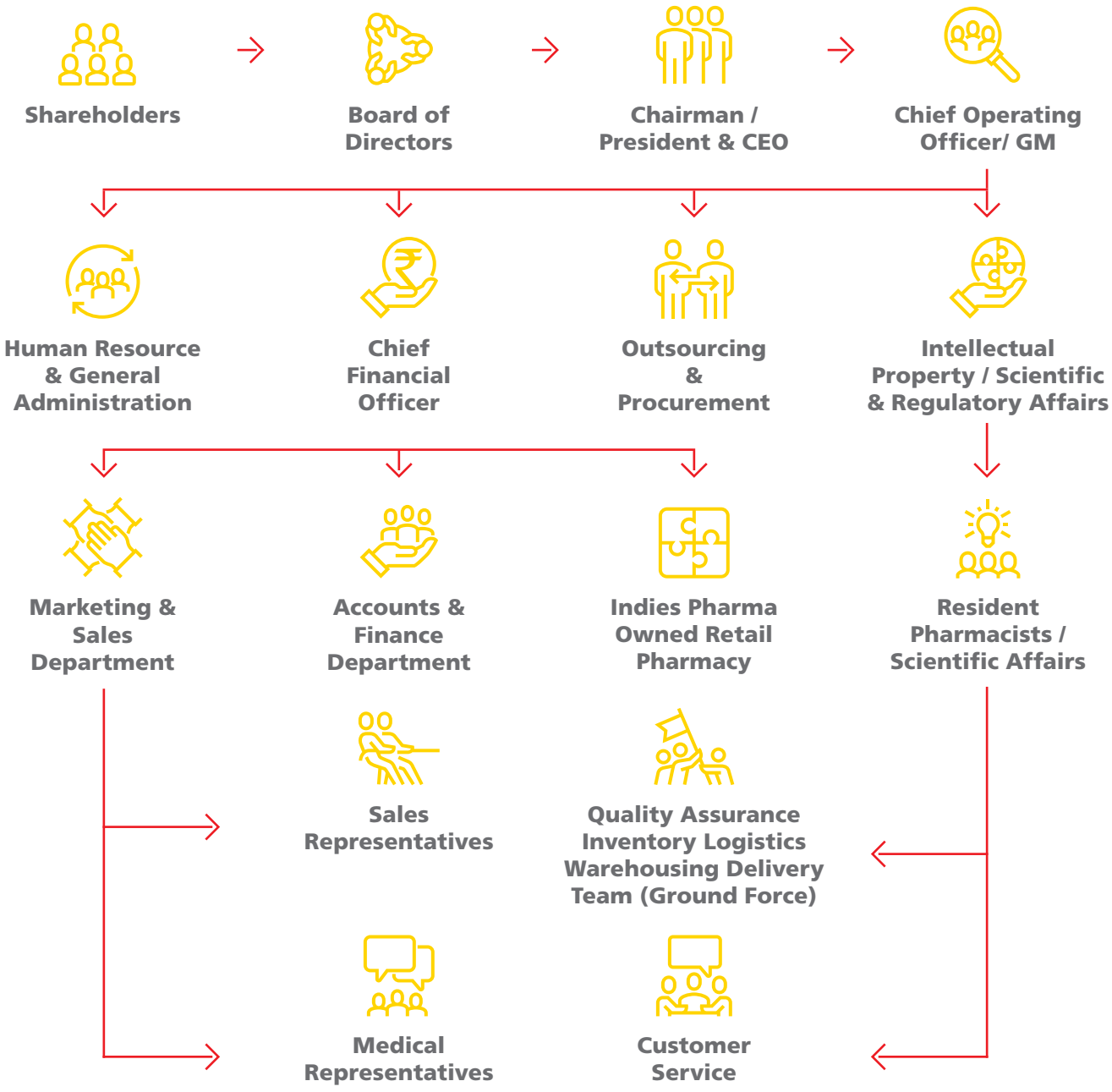
**TO PROVIDE THE HIGHEST LEVEL OF SATISFACTION & TRUST** to the "Prescriber, Dispenser, Stocking client & the End user (Physician, Pharmacist, Owners of the business & the Patient))" by providing the Nation with the Produce (Medicines) of highest quality and efficacy.

**TO CREATE A COMMON & A VIABLE PLATFORM FOR OUR PRINCIPALS** to Promote & Distribute their produce in the Local & Regional market while being Loyal, Dedicated & Committed to the mutual best interests.

**TO BE COMMITTED TO BUILD A HEALTHY NATION** by introducing innovative & affordable medicines that would contribute to the better health of our fellow citizens through our Qualified, Competent & highly Motivated team while remaining Dynamic, Flexible, & Competitive".



# Organizational Structure



## Founder & Chairman's Message



# Challenging times, but we could see the light at the end of the tunnel

**On behalf of the Board of Directors of 'Indies Pharma Jamaica Limited', I am pleased to report on the performance of the company for the financial year that ended on 31 October 2021, three years, and ten weeks after we got listed on the Junior Stock Market of the Jamaica Stock Exchange.**

During this year, with the advent of the COVID Vaccination and an aggressive vaccination campaign initiated by the Government of Jamaica, we started seeing light at the end tunnel. While the nation started to recover from the challenges posed by COVID, we continued our focus on the supply chain management and solidified our product offerings by maintaining consistency in our inventory levels.

As I always said, despite several uncertainties due to the ongoing pandemic, our relatively recession proof pharmaceutical business sustained its steady growth with year-on-year increase in our revenues and therefore, the net profits. I take this opportunity to laud the support extended by our very loyal customers and the undeterred employees of Indies Pharma who ran an extra mile to satisfy our customers and therefore the end users of our product line.

During the 2020-21 financial year, INDIES PHARMA recorded gross revenues of J$847 million, 11% higher than the J$766 million recorded in the prior twelve-month period of 2020. The profit from operations for the twelve-month period 2021 was J$231.59 million compared to J$214 million for 2020. Net Profit was J$178.56 million and J$207 million for the twelve-month period 2021 and 2020 respectively. This decline in profit is primarily attributed to the finance cost associated with the loan acquired for "Growth Capital", our strategic investment for short to midterm growth. However, the total comprehensive income for the period 2021 grew by 67% due the gain on revaluation of the land that was purchased in prior year.

With an estimated realization in the last quarter of 2023, the company continued investing portion of its proceeds from the 2020 Growth capital (bond funds $805 million) towards R & D and the USFDA approvals of its two generic formulations.

The 3 acres of prime real estate on the elegant corridor in Ironshore, Montego Bay that was acquired from the proceeds of the bond funds, further appreciated in its value by an estimated capital gain of $288.5 million.

The above information is a testimony to our consistency and performance.

On behalf of the Board and the Management, I take this opportunity to thank again our most valued customers, regulatory agencies, shareholders, staff of Indies Pharma and Trident Pharmacy for their unwavering support and for believing in us, our products and finally, for being part of our history.

I also use this opportunity to thank the members of the Board and the founding members for the leadership and guidance which they have provided through out the period while allowing us to step into another interesting year ahead.

Sincerely,



**Dr. GUNA MUPPURI**
Founding Chairman & CEO

## Co-Founder & COO's Message



# Undaunted, balancing the risks with sustained growth

**IN 2021, arrival of COVID-19 vaccine into our country was truly a joy to see, a game changer that started to bring back the stability across the globe. INDIES PHARMA carefully made its steps towards managing the supply chain logistics and withered the storm that was at our doorstep. Time and again we were able to endure the unprecedented stress of the time by navigating the company towards stable performance and sustained growth. We clearly could see the recovery from the havoc caused by this pandemic.**

The company's net profit numbers substantiate my above statement. Although the finance cost incurred towards our growth capital ate into our net profits, it was very clear that the fruit of the sacrifice, investment made into R & D will be realized by the end of 2023 from the approvals of the two generic drug formulations at the USFDA. The huge upside capital gain of the 3-acre property the company acquired, has made a strong statement that Indies stands in a strong corner as a result of its wise investments of the growth capital.

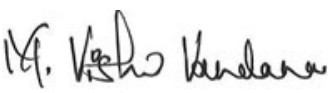
As a result of the above:

- The $805 million bond attained in 2020 towards "Growth Capital" remain on the books as we continue to grow the company through the development and approval of two new drugs at the USFDA for the United States Market.
- Earnings per share (EPS) for the twelve-month period was J$0.13 cents per share compared to J$0.16 cents in the prior period 2020.
- Total comprehensive income for the period 2021 grew by 67% due the gain on revaluation of the land that was purchased in prior year.
- Total assets at the end of the Twelve-month period stood at J$2 billion up from J$1.8 billion in the comparative period 2020 reflecting an increase 13%.
- Shareholders' equity was J$1.1 billion compared to J$787 million in the prior period 2020 and total liabilities decreased by 6% from J$995 million to J$931 million.
- Our stock price closed at $3.38 per share on Friday the 29th October 2021 compared to $2.69 per share on the 30th October 2020.

As always, during this year, the company continued its corporate social responsibility by supporting the medical and pharmacist fraternities in their academic activities, sponsored the Jamaica's football premier league, medical camps and other philanthropic activities. In addition to the above, INDIES maintained a steady performance and remains healthy and consistent in these challenging and trying times.

For and behalf of the Board of Directors, I take this opportunity to express our gratitude to our staff, customers, the regulators and shareholders for their continued support while we wish you to keep safe and well.

Sincerely,



**Vishnu V. Muppuri (Mrs.)**
Co-Founder, Executive Director & COO

# Executive Director's Report

## Directors Report

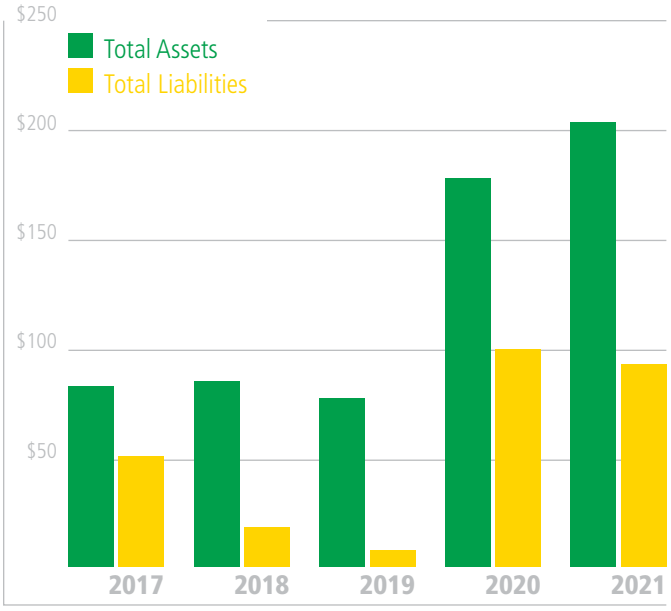
**The Directors of INDIES PHARMA JAMAICA LIMITED are pleased to present their Annual Report for the 12 months ending 31 October 2021.**

## Financial Highlights

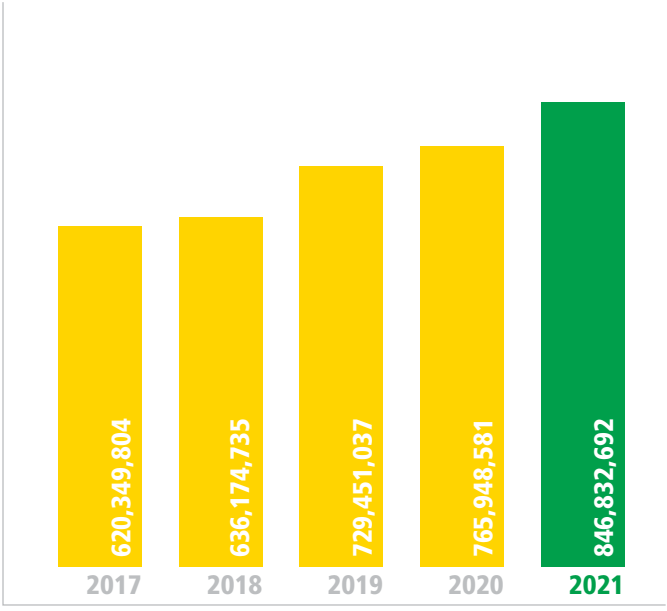
### Five Year Financial Review

| | 2017 | 2018 | 2019 | 2020 | 2021 |
|---|---|---|---|---|---|
| Assets | 825,492,150 | 852,259,572 | 770,905,886 | 1,781,957,626 | 2,036,545,837 |
| Liabilities | 505,499,261 | 182,623,397 | 75,674,873 | 995,218,453 | 929,358,123 |
| Shareholders' Equity | 319,992,889 | 668,636,175 | 695,231,013 | 786,739,173 | 1,107,187,714 |
| Comprehensive Income | 140,201,581 | 119,701,287 | 136,111,692 | 278,063,291 | 467,027,572 |
| Number of Stocks Units issued October 31,2019 | 1,158,553,500 | 1,332,536,649 | 1,332,536,649 | 1,332,536,649 | 1,332,536,649 |
| Earnings per Stock Unit | $0.12 | $0.08 | $0.10 | $0.16 | $0.13 |

### Assets & Liabilities




### Five Year Performance Revenues J$




*Revenues grew by 36.5% from J$620.4M in 2017 to J$846.8 M in fiscal year 2021*

# Executive Director's Report *(CONT'D)*

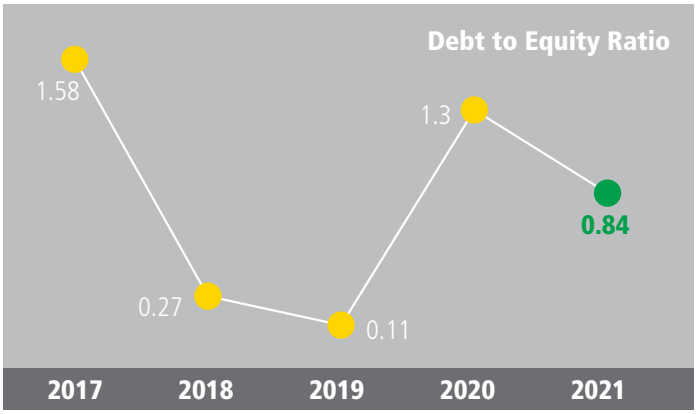
## Five Year Performance Revenues J$

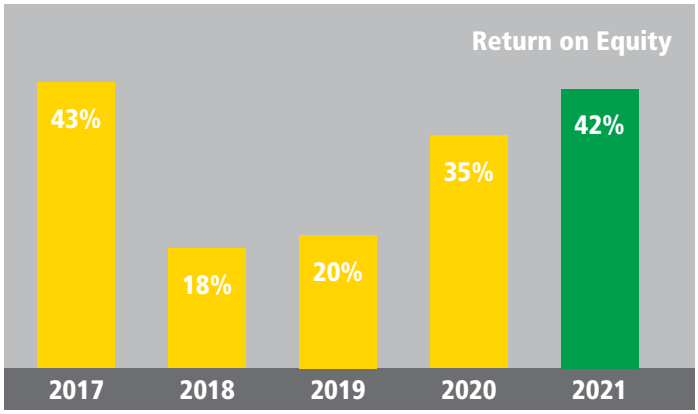
| J$'000 | 2017 | 2018 | 2019 | 2020 | 2021 |
|---|---|---|---|---|---|
| **REVENUES** | **620,349,804** | **636,174,735** | **729,451,037** | **765,948,581** | **846,832,692** |
| **COST OF SALES** | (208,755,519) | (243,383,661) | (268,777,844) | (239,255,600) | -295,901,204 |
| **GROSS PROFIT** | **411,594,285** | **392,791,074** | **460,673,193** | **526,692,981** | **550,931,488** |
| Other operating income | 1,446,514 | 813,221 | 782,450 | 1,863,400 | 7,493,026 |
| | 413,040,799 | 393,604,295 | 461,455,643 | 528,556,381 | 558,424,514 |
| Administrative and other expenses | (224,867,500) | (239,866,994) | (338,121,941) | -314,996,497 | -314,996,497 |
| **PROFIT FROM OPERATION** | **188,173,299** | **153,737,302** | **123,333,702** | **213,559,884** | **231,591,527** |
| Exchange Gain/(Loss) | - | (4,482,462) | 4,707,387 | 4,304,727 | 14,763,441 |
| Finance Cost- Loan Interest | (15,827,852) | (11,209,463) | (196,728) | -9,185,983 | -67,790,597 |
| **NET PROFIT BEFORE TAXATION** | **172,345,447** | **138,045,377** | **127,844,360** | **208,678,628** | **178,564,371** |
| Taxation | (35,043,865) | (18,344,089) | 3,117,744 | -2,029,220 | 0 |
| **NET PROFIT FOR THE PERIOD** | **137,301,582** | **119,701,288** | **130,962,104** | **206,649,408** | **178,564,371** |
| **OTHER COMPREHENSIVE INCOME** | | | | | |
| Gain on revaluation of fixed assets | | | | 70,713,884 | 288,463,201 |
| Profit on Disposal of Fixed Asset | | | 5,149,587.00 | 699,999 | 0 |
| Total other comprehensive income | | | | 71,413,883 | 288,463,201 |
| **TOTAL COMPREHENSIVE INCOME** | | | **136,111,691** | **278,063,291** | **467,027,572** |

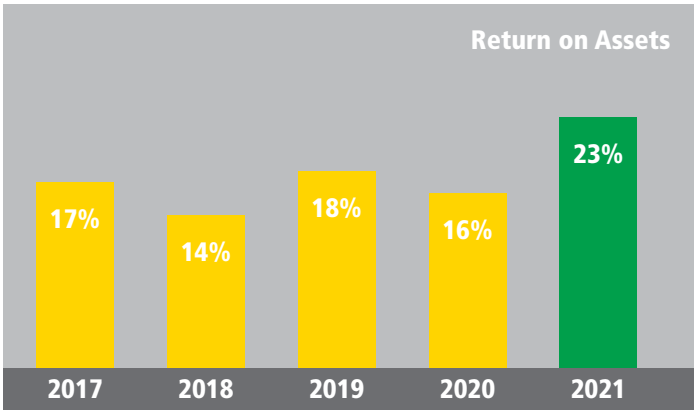
# Executive Director's Report *(CONT'D)*

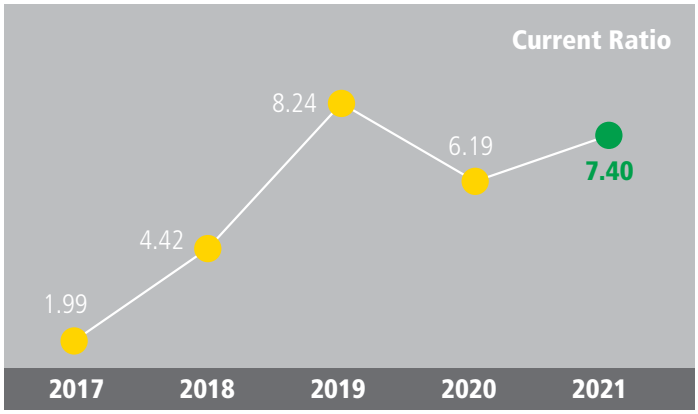
## Important Ratios

| | 2017 | 2018 | 2019 | 2020 | 2021 |
|---|---|---|---|---|---|
| Debt to Equity | 1.58 | 0.27 | 0.11 | 1.3 | 0.84 |
| Return on Equity | 43% | 18% | 20% | 35% | 42% |
| Return on Assets | 17% | 14% | 18% | 16% | 23% |
| Current Ratio | 1.99 | 4.42 | 8.24 | 6.19 | 7.40 |




- **Debt to Equity Ratio:** Our company's debt to equity ratio has reduced BY 35.4% from 1.3 in 2020 to 0.84 in 2021 due to the capital gain on the real estate investment made from the growth capital.
- **Return on Equity:** has increased to 42% compared to 35% in 2020
- **Return on Assets:** has become the highest in the company's history at 23%.
- **Current Ratio:** The company's current ratio has improved to 1:7.4 from 1:6.2 in the prior year meaning that the company has $7.4 of current assets for every $1 of current liabilities.
- **Assets to Liability Ratio:** The assets to liabilities ratio is at 1:2.2 meaning that the company has $2.2 of assets for every $1 of total liabilities.
- There has also been a decrease in trade payables by 39% and current liabilities were down by 36% from the year before.

# Executive Director's Report *(CONT'D)*

**CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**
***(YEAR ENDED 31 OCTOBER 2021)***

| | Note | 2021 ($) | 2020($) |
|---|---|---|---|
| REVENUE | 6 | **846,832,692** | **765,948,581** |
| COST OF SALES | 8 | (295,901,204) | (239,255,600) |
| GROSS PROFIT | | **550,931,488** | **526,692,981** |
| Other operating income | 7 | 7,493,026 | 1,863,400 |
| | | 558,424,514 | 528,556,381 |
| Administrative and other expenses | 8 | (326,832,987) | (314,996,497) |
| PROFIT FROM OPERATION | | 231,591,527 | 213,559,884 |
| Exchange gain | | 14,763,441 | 4,304,727 |
| Finance costs | 9 | ( 67,790,597) | ( 9,185,983) |
| NET PROFIT BEFORE TAXATION | | 178,564,371 | 208,678,628 |
| Taxation | 10 | - | ( 2,029,220) |
| NET PROFIT FOR THE YEAR | | 178,564,371 | 206,649,408 |
| **OTHER COMPREHENSIVE INCOME:** | | | |
| Gain on revaluation of fixed assets | | 288,463,201 | 70,713,884 |
| Profit on disposal of fixed assets | | - | 699,999 |
| Total other comprehensive income | | 288,463,201 | 71,4123,883 |
| **TOTAL COMPREHENSIVE INCOME** | | 467,027,572 | 278,063,291 |
| BASIC EARNINGS PER SHARE | 11 | **0.13** | **0.16** |

## List Of Directors

The Directors of the Company as at October 31, 2021 are:

- Dr. Guna S. Muppuri (Executive Chairman, CEO & Director)
- Mrs. Vishnu V Muppuri (Executive Director & COO)
- Mr. Lissant Mitchell (Mentor & Non-Executive Director)
- Mr. Kevin Donaldson (Non-Executive Director)
- Prof. Dr. Trevor McCartney (Non-Executive Director)
- Mr. Dev Kumar Singh (Non-Executive Director)

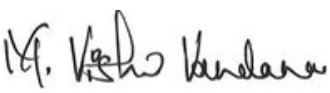
The Directors retiring by rotation in accordance with Regulation 99 of the Company's Articles of Incorporation are Messrs. Lissant Mitchell, Kevin Donaldson, Prof. Trevor McCartney and Dev Singh, who being eligible for re-election, offer themselves for re-election. But, being eligible, all will offer themselves for re-election.

## Auditors

In furtherance of good corporate governance, the Board of Directors will propose that the office of Auditors of the Company be put to tender but, until the next fiscal year ending on 31st October 2022 the existing Auditors of the Company be continued.

We wish to thank all our Customers, employees, agents and shareholders for their continued support and contribution to the Company's performance.

**By Order of The Board**



**Vishnu Vandana Muppuri (Mrs)**
Co-Founder, Executive Director & COO

**Dated this**
**21st day of March 2022.**

# Notice of Annual General Meeting - AGM

## NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the Annual General Meeting of Indies Pharma Jamaica Limited (the "Company") will be held on Friday, May 27, 2022 at 10:30 a.m. at the Indies Pharma Distribution Center, Bioprist HQ Building, 1A Pimento Way, Freeport, Montego Bay, St. James to consider and, if thought fit, pass the following resolutions:

**ORDINARY RESOLUTIONS:**

### 1. RECEIPT OF AUDITED ACCOUNTS

To receive the Audited Accounts for the financial year of the company ended October 31, 2021 together with the reports of the Directors and Auditors thereon, The Company is asked to consider, and if thought fit, pass the following resolution:

*Ordinary Resolution no. 1:* 'That the Audited Accounts for the financial year of the Company ended October 31, 2021, together with the Reports of the Directors and Auditors thereon be and are hereby adopted'.

### 2. TO ELECT DIRECTORS

The Directors retiring by rotation in accordance with Regulation 99 of the Company's Articles of Incorporation are Messrs. Lissant Mitchell, Kevin Donaldson, Prof. Trevor McCartney and Dev Singh, who being eligible for re-election, offer themselves for re-election. The Company is being asked to consider, and if thought fit, pass the following resolutions:

*Ordinary Resolution No. 2:* "That the Directors retiring by rotation, be re-elected by a Single Resolution."

*Ordinary Resolution No. 3:* "That Messrs. Lissant Mitchell, Kevin Donaldson, Prof. Trevor McCartney and Dev Singh, be and are hereby re-elected as Directors of the Company."

### 3. DIRECTORS REMUNERATION:

To authorize the Board of Directors to approve the Remuneration of the Directors. The Company is asked to consider, and if thought fit, to pass the following resolution:

*Ordinary Resolution no. 4:* 'That the amount shown in the Audited Accounts for the year ended October 31, 2021 as fees to the Directors for services as Directors, be and is hereby approved'.

### 4. APPOINTMENT AND REMUNERATION OF AUDITORS

To appoint the Auditors and authorize the Board of Directors to fix the remuneration of the Auditors.

*Ordinary Resolution no. 5:* 'To authorize the Board of Directors to appoint Auditors of the Company by way of a tender by the Company and to fix the remuneration of the Auditors'.

*Ordinary Resolution no. 6:* 'That the Board of Directors are hereby authorized to appoint BDO CHARTERED ACCOUNTANTS, Auditors of the Company to hold office until the next fiscal year 2022 / Annual General Meeting or, by way of a tender and at a remuneration to be fixed by the Directors of the Company'.

### 5. OTHER ROUTINE BUSINESS

To deal with any other business that is considered routine and appropriate for the Annual General Meeting.

*Ordinary Resolution no. 7:* 'To transact any other ordinary business of the Company that can be transacted at an Annual General Meeting'.

**Dated this**
**21st Day of March 2022.**

**By Order of The Board**

**VENICE WILLIAMS-GORDON (Mrs.)**
Company Secretary

# Management Discussion & Analysis

*31 December 2021.*

**PUBLIC RELEASE**
*Management Discussion and Analysis*
*INDIES PHARMA JAMAICA LIMITED*
*2020-2021 Fiscal year – AUDITED FINANCIAL REPORT*

During the 2021 financial year, with the advent of COVID-19 Vaccine, the markets started resurging gradually from the impact of the pandemic while Indies Pharma sustained its balanced growth and profitability. The net profits were reduced by 15% (year on year) in comparison to the net profits in 2020 due to finance costs. However, the total comprehensive income has surged by 67% compared to the prior year due to promising gain on the real estate that was acquired through the bond funds.

We were able to achieve balanced growth by strategically managing the supply chain logistics and therefore the inventory levels and by extension, our market share further positively impacting our bottom-line growth.

## GROSS PROFIT UP 4.6% TO $550.9 MILLION

During the 2020-21 financial year, INDIES PHARMA recorded gross revenues of J$847 million, 11% higher than the J$766 million recorded in the prior twelve-month period of 2020. The profit from operations for the twelve-month period 2021 was J$231 million compared to J$214 million for 2020. However, the net Profit was J$178.56 million and J$207 million for the twelve-month period of 2021 and 2020 respectively.

The $805 million bond attained in 2020 towards "Growth Capital" remain on the books as we continue to grow the company through the development and approval of two new drugs at the USFDA for the United States Market.

Earnings per share (EPS) for the twelve-month period was J$0.13 cents per share compared to J$0.16 cents in the prior period 2020.

Total comprehensive income for the period 2021 grew by 67% due the gain on revaluation of the land that was purchased in prior year.

Total assets at the end of the Twelve-month period stood at J$2 billion up from J$1.7 billion in the comparative period 2020 reflecting an increase 13%.

Shareholders' equity was J$1.1 billion compared to J$786 million in the prior period 2020 and total liabilities decreased by 6% from J$995 million to J$931 million.

Our stock price closed at $3.38c per share on Friday the 29th October 2021 compared to $2.69c per share on the 30th October 2020.

Due to the finance cost payable towards the loan, the earning per share declined by 18.75% per cent to $0.13 per share, coming from the $0.16 share for prior year 12-month period.

## LIQUIDITY POSITION REMAINS STRONG

Indies Pharma's liquidity continues to remain strong, and the following ratios are indicators of good financial health and puts us in a good position for growth.

The borrowed growth capital is well leveraged with the capital gain on the real estate assets in place versus the finance cost.

- Debt to Equity Ratio: Our company's debt to equity ratio has reduced by 35.4% from 1.3 in 2020 to 0.84 in 2021 due to the capital gain on the real estate investment made from the growth capital.
- Current Ratio: The company's current ratio has improved to 1:7.4 from 1:6.2 in the prior year meaning that the company has $7.4 of current assets for every $1 of current liabilities.
- Assets to Liability Ratio: The assets to liabilities ratio is at 1:2.2 meaning that the company has $2.2 of assets for every $1 of total liabilities.
- There has also been a decrease in trade payables by 39% and current liabilities were down by 36% from the year before.

Despite the challenges posed by the ongoing pandemic, maintaining stable and a consistent growth is a true reflection of our undeterred focus towards the success path.

The management continued its vigilance on the management of the supply chain and the near expiry date goods mitigating the shelf life of the stocks at hand, allowing us to better able to manage, evaluate and measure performance of our operations translating into clearly defined profits.

Delays in the product registrations caused by the COVID-19 induced challenges at the Ministry of Health and Wellness continues to persist. This year's results showed a consistent performance of Indies Pharma Jamaica Limited against all the odds. We will continue our relentless forward-thinking efforts to yield better profits to our shareholders.

Sincerely,



**Dr. GUNA MUPPURI**
Founding Chairman & CEO

# Form of PROXY

**INDIES PHARMA JAMAICA LIMITED**
*Reg. office: Unit 5 Trade Center, Catherin Hall, Howard Cooke Boulevard Montego Bay, Jamaica (West Indies).*

I/We

_____of _____

in the Parish of _____ being member/members of the

above named company hereby appoint _____of

_____ or failing him/he _____of

_____ as my/our proxy to vote for me/us and on my/our behalf at the Annual General Meeting of the Company to be held at the Indies Pharma Distribution Center, Bioprist HQ Building, 1A Pimento Way, Freeport, Montego Bay, St. James on Friday, May 27, 2022 at 10:30 a.m. and at any adjournment thereof.

Signed this _____day of _____ 2022

Signature _____

**Notes:**

1. An instrument appointing a proxy, shall, unless the contrary is stated thereon be valid as well for any adjournment of the meeting as for the meeting to which it relates and need not be witnessed.
2. If the appointer is a corporation, this form must be under its common seal or under the hand of an officer or attorney duly authorized in writing.
3. In the case of joint holders, the vote of the senior will be accepted to the exclusion of the votes of others, seniority being determined by the order in which the names appear on the register.
4. To be valid, this form must be received by the Registrar of the Company at the address given below not less than 48 hours before the time fixed for holding the meeting or adjourned meeting.
5. The proxy form should bear stamp duty of One Hundred dollars ($100.00) which may be in the form of adhesive stamp duly cancelled by the person signing the proxy form.

**REGISTRAR AND TRANSFER AGENTS**

**SAGICOR BANK JAMAICA LIMITED**
R.Danny Williams Building, Pedestrian Mall, Ground Floor 28-48 Barbados Avenue, Kingston 5, Jamaica.



# Board of Directors



**DR. GUNA MUPPURI**
Executive Chairman, Director,
Founder, President & CEO

An entrepreneur at heart, Dr. Guna Muppuri is a Medical Doctor by profession and the Founder of the Company. He has over 20 years' experience in the medical field inclusive of 15 years' experience as the founder and Chief Executive Officer of the Company. He currently sits on the Audit and Compensation committees of the Board.

Dr. Muppuri, holds a MBBS degree from the S.V University Medical College in Tirupati, India. He migrated to Jamaica in early 1992 and has worked in various capacities (private and public) as a medical officer in the Jamaican health care system.

He is also served as the President of the Business Process Industry Association of Jamaica and is a member of the Dean's Advisory Board for the School of Health Professions University of Alabama at Birmingham, USA, Member of the Board of Directors for The University of Common Wealth Caribbean (UCC) in Jamaica, iss currently a Director of Bioprist Pharmaceuticals NA LLC, USA, Bioprist Holdings Inc., Bioprist Las Americas Limited, Bioprist Pharmaceuticals Limited (India), Bioprist (BPO ICT) Knowledge Parks, Bioprist Institute of Health and Medical Sciences – BIHMS and WINFRA Development Consortium Limited – Las Marinas Resort Condominiums & Winfra Homes.

In 2008, Dr. Muppuri received the 'Good Physician of the Year' inaugural award from the Medical Association of Jamaica, in 2015 he was nominated for the "Civic Leadership Award" by the American Chamber of Commerce, and in 2016 he was nominated the "Entrepreneur of the Year Award" by the Jamaica Chamber of Commerce.

Dr. Muppuri also engages in other business ventures, including developing IT BPO Knowledge Parks and real estate.



**VISHNU MUPPURI (Mrs.)**
Co-Founder, Executive Director
& Chief Operations Officer

Vishnu Muppuri is the Chief Operations Officer of the Company. She has over 14 years' experience with the Company in this capacity.

Mrs. Muppuri holds a Master of Science in Food and Nutrition Sciences (Honors) from Sri Venkateswara University, Tirupati, Andhra Pradesh, India. Following obtaining her masters degree in 1992, she lectured at the Sri Krishnaveni Junior College in Chittoor-Andhra, Pradesh, India in the Department of Food Science and Nutrition for 2 years prior to joining her life partner Dr. Guna Muppuri in 1994 in Jamaica.

She currently serves on the Board of Bioprist Group of companies in addition to Bioprist Pharmaceuticals North America, Bioprist Pharmaceuticals, India and GMP Greenfield India Limited.

# Board of Directors (CONT'D)



**Mr. LISSANT MITCHELL, MBA**
Non-Executive Independent Director and Mentor

Mr. LISSANT L. MITCHELL, is an experienced financial services executive with a successful career spanning over twenty-five years at the senior management and executive levels. With tenures at local institutions as well as regional and international financial groups, he has a proven track record in designing and executing long term sustainable strategic priorities, change management, divestitures, mergers, acquisitions and share ownership privatization.

Mr. Mitchell has a Master's in Business Administration - Finance from the University of Manchester in the United Kingdom and a Bachelor of Science (Hons.) - Accounting with Economics from the University of the West Indies Mona, Jamaica.

A former Senior Vice President of Wealth Management at Scotiabank Group Jamaica Limited & former Chief Executive Officer at Scotia Investments Jamaica Limited (SIJL), Mr. Mitchell currently serves as a director of the National Insurance Fund Advisory Board, and Consolidated Bakeries Limited (PURITY), where he serves as Mentor for the Jamaica Stock Exchange Junior Market. He is also the Mentor for Future Energy Source Company Limited (FESCO).

He has held directorships with the Jamaica Stock Exchange, SIJL and a number of companies within the Scotiabank Group locally and regionally.

Prof. McCartney is a non-executive director of the Company and sits on the Audit and Compensation committees of the Board.

He has over 30 years' experience as a General Surgeon and Administrator in the medical field. Since 1983, he has held the position of Consultant Surgeon with the St. Joseph's Hospital (Kingston), the Andrews Memorial Hospital (Kingston), the Nuttall Memorial Hospital, and the Maxfield Medical Centre.

He is also a Medical Consultant to Guardian Life (Kingston). He previously held the positions of Consultant Surgeon (1983- 2007), Chairman, Department of surgery (1987-1992), and Senior Medical Officer (1989-2007) with the Kingston Public Hospital; and Consultant Surgeon and Medial Chief of Staff (2007-2015), Chief Executive Officer (2008-2013) and Honourary Consultant Surgeon (1983-2007) with the University Hospital of the West Indies.

Dr. McCartney is also the Chief of Medical Staff at the University Hospital of the West Indies, Deputy Dean and a Professor of Surgery at the Faculty of Medical Sciences, University of the West Indies, Mona. He previously served as Associate Senior Lecturer and Associate Lecturer in Surgery at the same institution.

Dr. McCartney is the Chairman of the Medical Relations Committee, Sagicor Jamaica Limited. He has previously held positions on the Boards of the Blue Cross of Jamaica, Kingston Public Hospital, South East Regional Health Authority, and the Medical Council of Jamaica. Dr. McCartney is a past student of the Faculty of Medical Sciences, University of the West Indies, and the University of Edinburgh, Scotland. He completed his residency in DM (Surgery) at the University of the West Indies. He also attended Jamaica College.



**Professor. TREVOR McCARTNEY, D.M., M.B.B.S, F.R.C.S, F.C.C.S**
Non-Executive Independent Director

# Board of Directors (CONT'D)



**Mr. KEVIN ALEXIS DONALDSON, MBA**
Non-Executive Independent Director

Mr. Kevin Donaldson is a non-executive director of the Company and sits on the Audit and Compensation committees of the Board.

He is the Principal and Founder of Roots Financial Group and comes with 21 years of experience in the field of Banking and finance industry. His core competencies are Strategic Planning and Analysis, Corporate Finance and Capital Allocation, Financial Analysis and Valuation, Investment Management & Product Development & Team Building and Integration. Kevin Alexis Donaldson did MBA Banking & Finance from Mona School of Business and Management. BSc (Economics Special) from University of the West Indies.

Kevin Alexis Donaldson currently serves as the Director for Elite Diagnostics Limited listed on the Junior Market of Jamaica Stock Exchange. Formerly, he was also the Director of Advantage General Insurance Company, Jamaica Stock Exchange, Sagicor Select Fund of Sagicor Group. He also worked as a Lecturer at Jamaica Institute of Management (2008 -2011) and was also a Mentor to University of the West Indies/Mona School of Business New Ventures Competition.

Dev Kumar Singh is a non-executive director of the Company, currently employed in the capacity of COO at LEADING PHARMA LLC in New Jersey, United States of America.

A highly motivated, innovative and professional leader with proven track record in developing and executing a marketing program and building the organizations from scratch.

Established green field pharma projects in India and UAE. He was the head of LIFE Pharma Dubai and was also part of the Sr. Management team at Jubilant Life Sciences Limited India, Accure Labs India where his role was pivotal in building midsize organizations to Global Pharma business.

He brings to the board his 24 years of experience in International Pharmaceuticals Formulations functions, Business Development, Marketing Strategies and Campaigns, establishing new projects including the green field pharma projects, General Management, P&L for the business, Product launches, Training and Consultations.

Commercially inclined senior leader who understands organizations wide imperatives, working with multicultural workforce in various countries, handling diverse projects / roles within Pharmaceutical Formulations sector.



**Mr. DEV KUMAR SINGH, MBA**
Non-Executive Independent Director

# Corporate Data

## COMMITTEES

### Corporate Governance and Accountability

The Board has established the following committees in accordance with the Securities Act and regulations made thereunder, and Junior Market Rules of the JSE. The members of each committee of the Board and a summary of its terms of reference are as follows:

| AUDIT AND COMPLIANCE COMMITTEE | TERMS OF REFERENCE |
|---|---|
| Mr. Lissant Mitchell (Independent Chairman)<br>Mr. Kevin Donaldson (Independent Member)<br>Prof. Trevor McCartney (Independent Member) | Oversight of good fiscal discipline, financial reporting, timely disclosure, and compliance. |

| COMPENSATION COMMITTEE | TERMS OF REFERENCE |
|---|---|
| Prof. Trevor McCartney (Independent Chairman)<br>Mr. Kevin Donaldson (Independent Member)<br>Mr. Lissant Mitchell (Independent Member)<br>Mrs. Vishnu Muppuri (Member) | Oversight of the Company's remuneration arrangements of the Directors and senior officers. |

## CONNECTED PARTY SHARE HOLDING

*INDIES PHARMA JAMAICA LIMITED*

### SHAREHOLDINGS OF THE TEN LARGEST SHAREHOLDERS AS AT 31 OCTOBER 2021

| SHAREHOLDERS | NUMBER OF UNITS | SHAREHOLDING (%) |
|---|---|---|
| Bioprist Holdings Inc. | 1,042,858,249 | 78.26% |
| Sunand Gogineni | 44,903,438 | 3.37% |
| GK Investments Limited | 39,193,924 | 2.94% |
| Venugopal Naidu Kuntamukkala | 23,171,070 | 1.74% |
| VM Wealth Equity Fund | 13,695,613 | 1.03% |
| SAGICOR Select Fund Limited (Class C Shares) Manufacturing & Distribution | 10,688,828 | 0.80% |
| E Penny Barron | 7,192,281 | 0.54% |
| NCB Capital Markets Ltd. | 5,933,411 | 0.45% |
| JCSD Trustee Services Limited (A/C Barita Unit Trust Capital Growth Fund) | 5,967,082 | 0.45% |
| Star Holdings ltd | 5,120,895 | 0.38% |
| **TOTAL** | **1,198,724,791** | **89.96%** |
| Other Minority Shareholders | 133,811,858 | 10.04% |
| **TOTAL ISSUED SHARES** | **1,332,536,649** | **100%** |

# Corporate Data (CONT'D)

*INDIES PHARMA JAMAICA LIMITED*

**SHAREHOLDINGS OF DIRECTORS AS AT 31 OCTOBER 2021**

| | TOTAL SHAREHOLDINGS | DIRECT | CONNECTED PARTIES |
|---|---|---|---|
| **DIRECTORS** | | | |
| Dr. Guna S. Muppuri | 1,042,858,249 | - | 1,042,858,249 |
| Mrs. Vishnu Muppuri | 1,042,858,249 | - | 1,042,858,249 |
| Prof. Trevor McCartney | 200,000 | 200,000 | - |
| Mr. Kevin Donaldson | 660,801 | 660,801 | - |
| Mr. Lissant Mitchell | 200,000 | 200,000 | - |
| Dev Kumar Singh | NIL | - | - |
| **COMPANY SECRETARY** | | | |
| Venice Williams-Gordon | NIL | - | - |

*INDIES PHARMA JAMAICA LIMITED*

**SHAREHOLDINGS OF SENIOR MANAGERS & EXECUTIVES AS AT 31 OCTOBER 2021**

| SENIOR MANAGERS / EXECUTIVES | TOTAL SHAREHOLDINGS | DIRECT | CONNECTED PARTIES |
|---|---|---|---|
| Cynthia Hutchinson | NIL | - | - |
| Ricardo Stephenson | 101,000 | 101,000 | - |
| Sabrina Serrant | 65,000 | 65,000 | - |
| Ebany Gayle | 77,900 | 77,900 | - |
| Dwight Brown | 50,000 | 50,000 | - |

## FINANCIAL INSTITUTIONS

- **SAGICOR BANK JAMAICA LIMITED**
- **NATIONAL COMMERCIAL BANK JAMAICA LIMITED**

## PROFESSIONAL SERVICES

**Legal Advisors**
Chancellor & Co./ Attorneys At Law
ATT: Mr. Gordon Brown
6 East Street, White Sands Beach P.O.
Montego Bay, Jamaica.
*T: 876 940 4204 XTN 2102 | F: 876 940 4200*
*E-Mail: gordon.brown@chancellaw.com*

**Auditors**
BDO Chartered Accountants
ATT: Mr. Daswell Brown
Baywest Shopping Centre,
Montego Bay, St. James
*Tel: 1-876-919-5128 / 876-952-2976 / 876-952-3078*

## CONTACT INFORMATION

**Indies Pharma Jamaica Limited**
Attention: Dr. Guna S. Muppuri, President & CEO
Bioprist HQ Building, 1A Pimento Way, Freeport, Montego Bay – St. James. Jamaica – West Indies.
*Tel: 1-876-940-7984 / 876-940-7985 | Fax: 1-876-940-7980*
*E-Mail: guna.muppuri@indiespharma.com | businessinfo@indiespharma.com*

Indies Pharma Jamaica Limited

# Financial Statement 2021




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# Independent Auditors' Report

***To the Members of***
**Indies Pharma Jamaica Limited**

## Report on the Audit of the Financial Statements

### Opinion

We have audited the consolidated financial statements of Indies Pharma Jamaica Limited and its subsidiary (the group) and the financial statements of Indies Pharma Jamaica Limited standing alone (the company) set out on pages 6 to 50, which comprise the group's and the company's statements of financial position at 31 October 2021, and the group and the company's statements of profit or loss and other comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the group and the company as at 31 October 2021, and of the group's and company's financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS) and the requirements of the Jamaican Companies Act.

### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the group and the company in accordance with the International Ethics Standards Board for Accountants International Code of Ethics for Professional Accountants (including International Independence Standards) IESBA Code and we have fulfilled our other ethical responsibilities in accordance with the IESBA Code.

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

### Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

| Key audit matter | How our audit addressed the key audit matter |
|---|---|
| Measurement of Expected Credit Losses<br>Refer to notes 3(d), 5(d) (ii) for management's related accounting policies and disclosures<br><br>The expected loss rates are based on the group's historical credit losses experience over the period prior to the period end. The historical loss rates are then adjusted for current and forward-looking information and macroeconomic factors affecting the ability of the customers to settle the receivables as well as probabilities of default representing the likelihood of a customer defaulting on its obligation over the next twelve months or over the remaining lifetime of the obligation. The group has identified the inflation rate of the country and economic variables as impactful on economic outcomes of the customer, and accordingly adjusts the historical loss rates based on estimated changes in these factors. Additionally, the uncertainty surrounding the economic impact of COVID-19 could result in a significant increase in credit risk (SICR) for customers based on the assessment of the industry sector in which the customer operates and other impactful factors. In the event of a SICR, a provision is required for ECL resulting from the possible default events over the expected life of the financial instrument ('lifetime ECL'). The estimation and application of forward looking information is highly subjective and requires management to make significant judgement and estimates hence our focus on the area | Our audit procedures included:<br><br>• Assessing the appropriateness of management's assumptions and compliance with the requirements of IFRS 9, Financial Instruments.<br><br>• Assessing the reasonableness of the methodologies and assumptions applied by validating the completeness of the inputs used to derive the loss rates used in determining the ECLs for trade receivables and other financial instruments.<br><br>• Testing the aging of accounts receivable and testing the accuracy of the ECL calculation.<br><br>• Assessment of the adequacy of disclosures in the financial statements.<br><br>Based on the results of the procedures performed, no adjustment was considered. |

# Independent Auditors' Report *(CONT'D)*

| Key audit matter | How our audit addressed the key audit matter |
|---|---|
| Capitalization of development costs related to pharmaceutical products as intangible assets and subsequent valuation<br>Refer to notes 3 (q) and 12 for management's related accounting policies and disclosures<br><br>Capitalized development costs amount to $317,628,968 as at 31 October 2021. Development costs comprise the expenditure under contracts to develop pharmaceutical products for the market. The group capitalizes the products development costs upon meeting the criteria as described in IAS 38. Capitalization criteria assessment under IAS 38 requires significant judgment and measurement uncertainty at inception and throughout the life of the products development stages. Judgements involved determination of the eligibility of the costs for capitalization and assessment by management of expectations and estimates of future outcomes. | Our audit procedures included, amongst others, review of the contracts for development of the products, assessment of the eligibility of the development costs for capitalization as intangible asset under IAS 38, performance of substantive test of details of the capitalized development costs and evaluating the assumptions and methodologies used by the group to test management's expectations and estimates of future economic cash flows as well as considerations of impairment. Based on the audit evidence we have gathered we are satisfied that management has reached its conclusions appropriately. |

## Other information

Management is responsible for the other information. The other information comprises the annual report but does not include the consolidated and stand-alone financial statements and our auditors' report thereon. The annual report is expected to be made available to us after the date of this auditors' report.

Our opinion on the consolidated and stand-alone financial statements does not cover the other information and we will not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated and stand-alone financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the consolidated and stand-alone financial statements, or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

When we read the annual report, if we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance.

## Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for preparation of financial statements that give a true and fair view in accordance with IFRS and the Jamaican Companies Act, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the group's and company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the group and the company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the group's and the company's financial reporting process.

## Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually

# Independent Auditors' Report *(CONT'D)*

or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 group and the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the group and the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that presents a true and fair view.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on additional matters as required by the Jamaican Companies Act

We have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

In our opinion, proper accounting records have been kept, so far as appears from our examination of those records, and the financial statements, which are in agreement therewith, give the information required by the Jamaican Companies Act, in the manner required.

The engagement partner on the audit resulting in this independent auditors' report is Donna Hobson.

**Chartered Accountants**
**28 January 2022**

# Consolidated Statement Of Profit or Loss and Other Comprehensive Income

*YEAR ENDED 31 OCTOBER 2021*

| | Note | 2021 ($) | 2020($) |
|---|---|---|---|
| **REVENUE** | **6** | **846,832,692** | **765,948,581** |
| COST OF SALES | 8 | (295,901,204) | (239,255,600) |
| **GROSS PROFIT** | | **550,931,488** | **526,692,981** |
| Other operating income | 7 | 7,493,026 | 1,863,400 |
| | | 558,424,514 | 528,556,381 |
| Administrative and other expenses | 8 | (326,832,987) | (314,996,497) |
| **PROFIT FROM OPERATION** | | **231,591,527** | **213,559,884** |
| Exchange gain | | 14,763,441 | 4,304,727 |
| Finance costs | 9 | ( 67,790,597) | ( 9,185,983) |
| **NET PROFIT BEFORE TAXATION** | | **178,564,371** | **208,678,628** |
| Taxation | 10 | - | ( 2,029,220) |
| NET PROFIT FOR THE YEAR | | 178,564,371 | 206,649,408 |
| **OTHER COMPREHENSIVE INCOME:** | | | |
| Gain on revaluation of fixed assets | | 288,463,201 | 70,713,884 |
| Profit on disposal of fixed assets | | - | 699,999 |
| Total other comprehensive income | | 288,463,201 | 71,4123,883 |
| **TOTAL COMPREHENSIVE INCOME** | | **467,027,572** | **278,063,291** |
| **BASIC EARNINGS PER SHARE** | **11** | **0.13** | **0.16** |



# Consolidated Statement of Financial Position

*YEAR ENDED 31 OCTOBER 2021*

| | Note | 2021 ($) | 2020($) |
|---|---|---|---|
| **ASSETS** | | | |
| **NON-CURRENT ASSETS** | | | |
| Intangible assets | 12 | 317,628,968 | 114,698,809 |
| Right-of-use assets | 13 | 39,620,932 | 77,222,845 |
| Investment | 15 | 146,751,564 | 147,500,000 |
| Property, plant and equipment | 16 | 940,252,921 | 627,781,814 |
| Related companies | 17 | 18,940,932 | 62,145,502 |
| | | **1,463,195,317** | **1,029,348,970** |
| **CURRENT ASSETS:** | | | |
| Inventories | | 222,596,257 | 146,520,962 |
| Receivables | 18 | 161,479,266 | 221,599,270 |
| Taxation recoverable | | 774,306 | 632,834 |
| Directors' current account | 19 | 756,146 | 70,207,316 |
| Cash and cash equivalents | 20 | 187,744,545 | 313,648,274 |
| | | **573,350,520** | **752,608,656** |
| | | **2,036,545,837** | **1,781,957,626** |
| **EQUITY AND LIABILITIES** | | | |
| **EQUITY:** | | | |
| Share capital | 21 | 244,576,999 | 244,576,999 |
| Capital reserve | 22 | 458,484,190 | 182,337,065 |
| Retained earnings | | 404,126,525 | 359,825,109 |
| | | **1,107,187,714** | **786,739,173** |
| **NON-CURRENT LIABILITIES:** | | | |
| Lease liabilities | 13 | - | 41,194,958 |
| Long term loan | 23 | 805,000,000 | 805,000,000 |
| Related companies | 17 | 46,595,363 | 27,342,633 |
| | | **851,595,363** | **873,537,591** |
| **CURRENT LIABILITIES:** | | | |
| Payables | 24 | 48,185,982 | 79,673,603 |
| Short-term borrowings | 25 | 3,437,700 | 6,150,445 |
| Current portion of lease liabilities | 13 | 26,139,078 | 35,856,814 |
| | | **77,762,760** | **121,680,862** |
| | | **2,036,545,837** | **1,781,957,626** |

Approved for issue by the Board of Directors on 28 January 2022and signed on its behalf by:

**Guna Sekhar Muppuri**
– Director

INDIES PHARMA JAMAICA LIMITED SEAL

**Vishnu Vandana Muppuri**
– Director

# Consolidated Statement of Changes In Equity

*YEAR ENDED 31 OCTOBER 2021*

| | Note | Number of Stock Units ($) | Share Capital ($) | Capital Reserve ($) | Retained Earnings ($) | Total ($) |
|---|---|---|---|---|---|---|
| BALANCE AT 31 OCTOBER 2019 | | 1,332,536,649 | 244,576,999 | 110,923,182 | 339,730,832 | 695,231,013 |
| **TOTAL COMPREHENSIVE INCOME** | | | | | | |
| Net profit | | - | - | - | 206,649,408 | 206,649,408 |
| Other comprehensive income | | - | - | 71,413,883 | - | 71,413,883 |
| | | - | - | 71,413,883 | 206,649,408 | 278,063,291 |
| **TRANSACTIONS WITH OWNERS** | | | | | | |
| Dividends | 26 | - | - | - | (186,555,131) | (186,555,131) |
| BALANCE AT 31 OCTOBER 2020 | | 1,332,536,649 | 244,576,999 | 182,337,065 | 359,825,109 | 786,739,173 |
| **TOTAL COMPREHENSIVE INCOME** | | | | | | |
| Reclassification | | | | (12,316,076) | 12,316,076 | - |
| Net profit | | - | - | - | 178,564,371 | 178,564,371 |
| Other comprehensive income | | - | - | 288,463,201 | - | 288,463,201 |
| | | - | - | 276,147,125 | 190,880,447 | 467,027,572 |
| **TRANSACTIONS WITH OWNERS** | | | | | | |
| Dividends | 26 | - | - | - | (146,579,031) | (146,579,031) |
| BALANCE AT 31 OCTOBER 2021 | | 1,332,536,649 | 244,576,999 | 458,484,190 | 404,126,525 | 1,107,187,714 |



# Consolidated Statement of Cash Flows

*YEAR ENDED 31 OCTOBER 2021*

| | Note | 2021 ($) | 2020($) |
|---|---|---|---|
| **CASH FLOWS FROM OPERATING ACTIVITIES** | | | |
| Net profit | | 178,564,371 | 206,649,408 |
| Items not affecting cash resources: | | | |
| Gain on disposal of property, plant and equipment | | ( 2,397,248) | - |
| Depreciation – right of use assets | | 37,601,913 | - |
| Depreciation | | 16,129,857 | 48,903,104 |
| Interest income | 7 | ( 4,835,943) | ( 515,981) |
| Interest expense | 9 | 61,373,300 | 9,185,983 |
| Interest income – right-of-use assets | | 6,417,297 | - |
| Taxation expense | 9 | - | 2,029,220 |
| | | **292,853,547** | **266,251,734** |
| **Changes in operating assets and liabilities** | | | |
| Inventories | | ( 76,075,295) | 10,415,248 |
| Receivables | | 60,120,004 | 71,379,528 |
| Payables | | ( 31,487,620) | 12,259,307 |
| Related companies | | 62,457,300 | ( 24,827,491) |
| Directors' current account | | 69,451,170 | ( 13,646,547) |
| Taxation recoverable | | ( 141,472) | ( 120,574) |
| **Cash provided by operating activities** | | **377,177,634** | **321,711,205** |
| **CASH FLOWS FROM INVESTING ACTIVITIES:** | | | |
| Interest received | 7 | 4,835,943 | 515,981 |
| Purchase of property, plant and equipment | 16 | ( 40,716,515) | ( 431,234,595) |
| Right of use assets | | - | (114,824,755) |
| Purchase of intangible assets | | (202,930,159) | (114,698,809) |
| Purchase of investment | | 748,436 | (147,500,000) |
| Proceeds from disposal of property, plant and equipment | | 2,976,000 | 700,000 |
| **Cash used in investing activities** | | **(235,086,295)** | **( 807,042,178)** |
| **CASH FLOWS FROM FINANCING ACTIVITIES:** | | | |
| Interest paid | | ( 61,373,300) | ( 9,185,983) |
| Borrowing- loans received and repaid | | 599,264 | 799,577,858 |
| Dividends paid | 26 | (146,579,031) | (186,555,131) |
| Leases | | ( 57,329,991) | 77,051,772 |
| **Cash (used in)/provided by financing activities** | | **(264,683,058)** | **680,888,516** |
| **NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS** | | **(122,591,719)** | **195,557,543** |
| Cash and cash equivalents at beginning of year | | 310,336,264 | 114,778,721 |
| **CASH AND CASH EQUIVALENTS AT END YEAR** | **20** | 187,744,545 | 310,336,264 |

# Company Statement of Profit or Loss and Other Comprehensive Income

*YEAR ENDED 31 OCTOBER 2021*

| | Note | 2021 ($) | 2020($) |
|---|---|---|---|
| **REVENUE** | **6** | **846,832,692** | **765,948,581** |
| COST OF SALES | 8 | (295,901,204) | (239,255,600) |
| **GROSS PROFIT** | | **550,931,488** | **526,692,981** |
| Other operating income | 7 | 7,493,026 | 1,863,400 |
| | | 558,424,514 | 528,556,381 |
| Administrative and other expenses | 8 | (324,058,814) | (314,296,497) |
| **PROFIT FROM OPERATIONS** | | **234,365,700** | **214,259,884** |
| Exchange gain | | 14,763,441 | 4,304,727 |
| Finance costs | 9 | ( 67,790,597) | ( 9,185,983) |
| **NET PROFIT BEFORE TAXATION** | | **181,338,544** | **209,378,628** |
| Taxation | 10 | - | ( 2,029,220) |
| NET PROFIT FOR THE YEAR | | 181,338,544 | 207,349,408 |
| **OTHER COMPREHENSIVE INCOME:** | | | |
| Profit on disposal of fixed assets | | - | 699,999 |
| **TOTAL COMPREHENSIVE INCOME** | | **181,338,544** | **208,049,407** |



# Company Statement of Financial Position

*YEAR ENDED 31 OCTOBER 2021*

| | Note | 2021 ($) | 2020($) |
|---|---|---|---|
| **ASSETS** | | | |
| **NON-CURRENT ASSETS:** | | | |
| Intangible assets | 12 | 317,628,968 | 114,698,809 |
| Right-of-use asset | 13 | 39,620,932 | 77,222,845 |
| Investment in subsidiary | 14 | 100 | 100 |
| Investment | 15 | 146,751,564 | 147,500,000 |
| Property, plant and equipment | 16 | 169,833,691 | 151,245,015 |
| Related companies | 17 | 430,648,568 | 444,375,684 |
| | | **1,104,483,823** | **935,042,453** |
| **CURRENT ASSETS** | | | |
| Inventories | | 222,596,257 | 146,520,962 |
| Receivables | 18 | 161,479,266 | 221,599,270 |
| Taxation recoverable | | 774,306 | 632,834 |
| Directors' current account | 19 | 756,146 | 70,207,316 |
| Cash and cash equivalents | 20 | 187,744,545 | 313,648,274 |
| | | **573,350,520** | **752,608,656** |
| | | **1,677,834,343** | **1,687,651,109** |
| **EQUITY AND LIABILITIES** | | | |
| **EQUITY** | | | |
| Share capital | 21 | 244,576,999 | 244,576,999 |
| Capital reserve | 22 | 99,307,105 | 111,623,181 |
| Retained earnings | | 407,600,698 | 360,525,109 |
| | | **751,484,802** | **716,725,289** |
| **NON-CURRENT LIABILITIES** | | | |
| Lease liabilities | 13 | - | 41,194,958 |
| Long term loan | 23 | 805,000,000 | 805,000,000 |
| Related companies | 17 | 44,286,781 | 3,750,000 |
| | | **849,286,781** | **849,944,958** |
| **CURRENT LIABILITIES** | | | |
| Payables | 24 | 47,485,982 | 78,973,603 |
| Short-term borrowings | 25 | 3,437,700 | 6,150,445 |
| Current portion of lease liabilities | 13 | 26,139,078 | 35,856,814 |
| | | **77,062,760** | **120,980,862** |
| | | **1,677,834,343** | **1,687,651,109** |

Approved for issue by the Board of Directors on 28 January 2022 and signed on its behalf by:

**Guna Sekhar Muppuri**
– Director

INDIES PHARMA JAMAICA LIMITED SEAL

**Vishnu Vandana Muppuri**
– Director

# Company Statement of Changes In Equity

*YEAR ENDED 31 OCTOBER 2021*

| | Note | Number of Stock Units ($) | Share Capital ($) | Capital Reserve ($) | Retained Earnings ($) | Total ($) |
|---|---|---|---|---|---|---|
| BALANCE AT 31 OCTOBER 2019 | | 1,332,536,649 | 244,576,999 | 110,923,182 | 339,730,832 | 695,231,013 |
| **TOTAL COMPREHENSIVE INCOME** | | | | | | |
| Other comprehensive income | | - | - | 699,999 | - | 699,999 |
| Net profit | | - | - | - | 207,349,408 | 207,349,408 |
| | | - | - | 699,999 | 207,349,408 | 208,049,407 |
| **TRANSACTIONS WITH OWNERS** | | | | | | |
| Dividends | 26 | - | - | - | (186,555,131) | (186,555,131) |
| BALANCE AT 31 OCTOBER 2020 | | 1,332,536,649 | 244,576,999 | 111,623,181 | 360,525,109 | 716,725,289 |
| **TOTAL COMPREHENSIVE INCOME** | | | | | | |
| Reclassification | | - | - | (12,316,076) | 12,316,076 | - |
| Net profit | | - | - | - | 181,338,544 | 181,338,544 |
| | | - | - | (12,316,076) | 193,654,620 | 181,338,544 |
| **TRANSACTIONS WITH OWNERS** | | | | | | |
| Dividends | 26 | - | - | - | (146,579,031) | (146,579,031) |
| BALANCE AT 31 OCTOBER 2021 | | 1,332,536,649 | 244,576,999 | 99,307,105 | 407,600,698 | 751,484,802 |



# Company Statement of Cash Flows

*YEAR ENDED 31 OCTOBER 2021*

| | Note | 2021 ($) | 2020($) |
|---|---|---|---|
| **CASH FLOWS FROM OPERATING ACTIVITIES** | | | |
| Net profit | | 181,338,544 | 207,349,408 |
| Items not affecting cash resources: | | | |
| Gain on sale of fixed assets | | ( 2,397,248) | - |
| Depreciation – right-of-use assets | | 37,601,913 | - |
| Depreciation | | 16,129,857 | 48,903,104 |
| Interest income | 7 | ( 4,835,943) | ( 515,981) |
| Interest expense | | 61,373,300 | 9,185,983 |
| Interest expenses – right-of-use assets | | 6,417,297 | - |
| Taxation expense | | - | 2,029,220 |
| | | **295,627,720** | **266,951,734** |
| **Changes in operating assets and liabilities** | | | |
| Inventories | | ( 76,075,295) | 10,415,248 |
| Receivables | | 60,120,004 | 71,379,528 |
| Payables | | ( 31,487,620) | 11,559,307 |
| Related companies | | 54,263,897 | (430,650,306) |
| Directors' current account | | 69,451,170 | ( 13,646,547) |
| Taxation recoverable | | ( 141,472) | ( 120,574) |
| **Cash provided by/(used in) operating activities** | | **371,758,404** | **( 84,111,610)** |
| **CASH FLOWS FROM INVESTING ACTIVITIES:** | | | |
| Interest received | 7 | 4,835,943 | 515,981 |
| Acquisition of subsidiary | | - | ( 100) |
| Purchase of investment | | 748,436 | (147,500,000) |
| Purchase of property, plant and equipment | 16 | ( 35,297,285) | ( 25,411,680) |
| Purchase of right of use assets | | - | (114,824,755) |
| Purchase of intangible assets | | (202,930,159) | (114,698,809) |
| Proceed from disposal of property, plant and equipment | | 2,976,000 | 700,000 |
| **Cash used in investing activities** | | **(229,667,065)** | **(401,219,363)** |
| **CASH FLOWS FROM FINANCING ACTIVITIES:** | | | |
| Interest paid | | ( 61,373,300) | ( 9,185,983) |
| Borrowing | | 599,264 | 799,577,858 |
| Dividends paid | 26 | (146,579,031) | (186,555,131) |
| Lease payments/liabilities | | ( 57,329,991) | 77,051,772 |
| **Cash (used in)/provided by financing activities** | | **(264,683,058)** | **680,888,516** |
| **NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS** | | **(122,591,719)** | **195,557,543** |
| Cash and cash equivalents at beginning of year | | 310,336,264 | 114,778,721 |
| **CASH AND CASH EQUIVALENTS AT END YEAR** | **20** | 187,744,545 | 310,336,264 |

## 1. IDENTIFICATION AND PRINCIPAL ACTIVITIES:

a. Indies Pharma Jamaica Limited (the company) is a limited liability company incorporated and domiciled in Jamaica. The registered office of the company is Unit #5 Montego Bay Trade Centre, Catherine Hall, Montego Bay, St. James.

b. The principal activity of the company is the distribution and retailing of pharmaceutical and auxiliary products.

c. On 15 August 2018, Indies Pharma Jamaica Limited became a public listed entity on the Junior Market of the Jamaica Stock Exchange. Consequently, the company is entitled to a remission of income taxes for ten (10) years providing it complies with the requirements of the Jamaica Stock Exchange for the Junior Market.

d. The principal activity of the subsidiary is real estate development.

## 2. FUNCTIONAL AND PRESENTATION CURRENCY:

Items included in the financial statements of the group are measured using the currency of the primary economic environment in which the group operates ('the functional currency').

These financial statements are presented in Jamaican dollars, which is considered the group's functional and presentation currency, unless otherwise stated.

## 3. SIGNIFICANT ACCOUNTING POLICIES:

The principal accounting policies applied in the preparation of these financial statements are set out below. The policies have been consistently applied to all the years presented, unless otherwise stated.

### a. Basis of preparation

These financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and their interpretations adopted by the International Accounting Standards Board, and have been prepared under the historical cost convention. They are also prepared in accordance with requirements of the Jamaican Companies Act.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the group's accounting policies. Although these estimates are based on management's best knowledge of current events and action, actual results could differ from those estimates. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in Note 4.

New, revised and amended standards and interpretations that became effective during the year

Certain new standards, interpretations and amendments to existing standards have been published that became effective during the current financial year. The group has assessed the relevance of all such new standards, interpretations and amendments and has concluded that the following new standards, interpretations and amendments are immediately relevant to its operations.

Amendments to IAS 1, 'Presentation of Financial Statements' and IAS 8, 'Accounting Policies, Changes in Accounting Estimates and Errors', (effective for accounting periods beginning on or after 1 January 2020). The IASB issued amendments to IAS 1, Presentation of Financial Statements and IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors to align the definition of 'material' across the standards and to clarify certain aspects of the definition. The new definition states that, 'Information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity.

These amendments clarify that materiality will depend on the nature or magnitude of information or both. An entity will need to assess whether the information, either individually or in combination with other information, is material in the context of users of general purpose financial statements by defining them as existing and potential investors, lenders and other creditors. The group has applied the guidance on materiality when preparing its financial statements.

Revised Conceptual Framework for Financial Reporting (effective for accounting periods beginning on or after 1 January 2020). The revised Conceptual Framework will be used in standard-setting decisions with immediate effect; however, no changes will be made to any of the current accounting standards. Entities that apply the Conceptual Framework in determining accounting policies will need to consider whether their accounting policies are still appropriate under the revised Framework.

There was no impact from the adoption of this amendment.

New standards, amendments and interpretations not yet effective and not early adopted

The following new standards, amendments and interpretations which are not yet effective and have not been adopted early in these financial statements, will or may have an effect on the group's future financial statements:

Amendments to IFRS 9, 'Financial Instruments', IAS 39, 'Financial Instruments: Recognition and Measurement' and

IFRS 7, 'Financial Instruments: Disclosures', IFRS 16 Leases, (effective for accounting periods beginning on or after 1 January 2021). These amendments address issues affecting financial reporting in the period leading up to Interbank Offered Rates (IBOR) reform. The second phase amendments apply to all hedging relationships directly affected by IBOR reform.

The amendments principally address practical expedient for modifications. A practical expedient has been introduced where changes will be accounted for by updating the effective interest rate if the change results directly from IBOR reform and occurs on an 'economically equivalent' basis. A similar practical expedient will apply under IFRS 16 'Leases,' for lessees when accounting for lease modifications required by IBOR reform. In these instances, a revised discount rate that reflects the change in interest rate will be used in remeasuring the lease liability. The amendments also address specific relief from discontinuing hedging relationships as well as new disclosure requirements. The group is assessing the impact that the amendment will have on its 2022 financial statements.

Amendment to IFRS 16, 'Leases', (effective for accounting periods beginning on or after 1 June 2020). As a result of the COVID-19 pandemic, rent concessions have been granted to lessees. This amendment provides lessees with an option to treat qualifying rent concessions in the same way as they would if they were not lease modifications. It is not anticipated that the amendment will have a significant impact on the group's financial statements as the group has not received rent concessions.

Amendments to IAS 1, 'Presentation of Financial Statements' on Classification of Liabilities (effective for accounting periods beginning on or after 1 January 2023). These narrow-scope amendments to IAS 1, 'Presentation of Financial Statements', clarify that liabilities are classified as either current or non-current, depending on the rights that exist at the end of the reporting period. Classification is unaffected by the expectation of the entity or events after the reporting date (for example, the receipt of a waiver or a breach of covenant). The amendment also clarifies what IAS 1 means when it refers to the 'settlement' of a liability. The group will assess the impact of future adoption of this amendment on its financial statements.

Amendment to IAS 16, 'Property, Plant and Equipment' (effective for accounting periods beginning on or after 1 January 2022). This amendment prohibits an entity from deducting from the cost of an item of property, plant and equipment any proceeds received from selling items produced while the entity is preparing the asset for its intended use. Instead, the entity will recognise such sales proceeds and related cost in profit or loss. It also clarifies that an entity is 'testing whether the asset is functioning properly' when it assesses the technical and physical performance of the asset. The financial performance of the asset is not relevant to this assessment. Entities must disclose separately the amounts of proceeds and costs relating to items produced that are not an output of the entity's ordinary activities. The group will assess the impact of future adoption of this amendment on its financial statements.

Annual Improvements to IFRS 2018-2020 cycle (effective for accounting periods beginning on or after 1 January 2022). These amendments include minor changes to the following applicable standard:

IFRS 9, 'Financial Instruments' amendment clarifies that – for the purpose of performing the '10 per cent test' for derecognition of financial liabilities – in determining those fees paid net of fees received, a borrower includes only fees paid or received between the borrower and the lender, including fees paid or received by either the borrower or lender on the other's behalf.

The group is assessing the impact the amendment will have on its 2022 financial statements.

The group does not expect any other standards or interpretations issued by the IASB, but not yet effective, to have a material effect on its financial position.

### b. Basis of consolidation

A subsidiary is an enterprise controlled by the company. Control exists when the company has the power, directly or indirectly, to govern the financial and operating policies of an enterprise so as to obtain benefits from its activities. In assessing control, potential voting rights that are presently exercisable or convertible are taken into account. The financial statements of the subsidiary are included in the consolidated financial statements from the date control commences until the date that control ceases. The consolidated financial statements include the financial statements of the company and its wholly-owned subsidiary Indies Pharma Business Park Limited. The company and its subsidiary are collectively referred to as the group. The parent company currently administers the affairs of the subsidiary, handles its banking transactions and bears the related expenses. Balances and transactions between companies within the group, and any unrealized gains arising from those transactions, are eliminated in preparing the consolidated financial statements.

### c. Foreign currency translation

Foreign currency transactions are accounted for at the exchange rates prevailing at the dates of the transactions.

Monetary items denominated in foreign currency are translated to Jamaican dollars using the closing rate as at the reporting date. Non-monetary items measured at historical

cost denominated in a foreign currency are translated using the exchange rate as at the date of initial recognition; non-monetary items in a foreign currency that are measured at fair value are translated using the exchange rates at the date when the fair value was determined.

Exchange differences arising from the settlement of transactions at rates different from those at the dates of the transactions and unrealized foreign exchange differences on unsettled foreign currency monetary assets and liabilities are recognized in profit or loss. Translation differences on non-monetary financial instruments, such as equities classified as available-for-sale financial assets, are included in equity.

d. Property, plant and equipment

Items of property, plant and equipment are recorded at historical cost, less accumulated depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Freehold land and buildings are subsequently carried at fair value, based on periodic valuations by a professionally qualified valuer. These revaluations are made with sufficient regularity to ensure that the carrying amount does not differ materially from that which would be determined using fair value at the end of the reporting period. Changes in fair value are recognised in other comprehensive income and accumulated in capital reserve except to the extent that any decrease in value in excess of the credit balance on the revaluation surplus, or reversal of such a transaction, is recognised in profit or loss.

Depreciation is calculated on the straight line basis at such rate as will write off the carrying value of the assets over the period of their expected useful lives. Land is not depreciated. The annual rates are as follows:

| | |
|---|---|
| Freehold buildings | 2½% |
| Plant, machinery, furniture, fixtures and equipment | 10% |
| Motor vehicles | 20% |
| Computer equipment | 22½% |

At the date of revaluation, the accumulated depreciation on the revalued freehold property is eliminated against the gross carrying amount of the asset and the net amount is restated to the revalued amount of the asset. On disposal of the asset the balance of the revaluation reserve is transferred to retained earnings.

e. Inventories

Inventories are stated at the lower of cost and fair value less costs to sell, cost being determined on the first-in, first-out basis. Fair value less costs to sell is the estimated selling price in the ordinary course of business, less selling expenses. Obsolete inventory is expensed in cost of sales.

f. Impairment of non-current assets

Property, plant and equipment and other non-current assets are reviewed for impairment losses whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the carrying amount of the assets exceeds its recoverable amount, which is the greater of an asset's net selling price and value in use. For the purpose of assessing impairment, assets are grouped at the lowest level for which there are separately identified cash flows. Non-financial assets that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

g. Financial instruments – classification, recognition and derecognition and measurement

A financial instrument is any contract that gives rise to both a financial asset for one entity and a financial liability or equity of another entity.

**Financial assets**

The group classifies its financial assets into one of the categories discussed below, depending on the purpose for which the asset was acquired and the accounting policy for each category as follows:

*Fair value through profit or loss:* These are carried in the statement of financial position at fair value with changes in fair value recognized in the statement of comprehensive income in the finance income or expense line. The group does not have any assets held for trading nor does it voluntarily classify any financial assets as being at fair value through profit or loss.

*Amortized cost:* These assets arise principally from the provision of goods and services to customers (for example, trade receivables), but also incorporates other types of financial assets where the objective is to hold these assets in order to collect contractual cash flows and the contractual cash flows are solely payments of principal and interest. They are initially recognized at fair value plus transaction costs that are directly attributable to their acquisition or issue, and are subsequently carried at amortized cost using the effective interest rate method, less provision for impairment.

*Fair value through other comprehensive income:* Where the group has investments in listed entities which are not accounted for as subsidiaries, associates or jointly controlled entities, the group would make an irrevocable election to classify the investments at affair value through other comprehensive income rather than through profit or loss

as the group considers this measurement to be the most representative of the business model for these assets. They are carried at fair value with changes in fair value recognized in other comprehensive income reserved. Upon disposal any balance within fair value through other comprehensive income reserve is reclassified directly as retained earnings and is not reclassified to profit or loss.

*Impairment:* Impairment provisions for current and non-current trade receivables are recognized based on the simplified approach within IFRS 9 using a provision matrix in the determination of the lifetime expected credit losses. During this process the probability of the non-payment of the trade receivables is assessed. This probability is then multiplied by the amount of the expected loss arising from default to determine the lifetime expected credit loss for the trade receivables. For trade receivables, which are reported net, such provisions are recorded in a separate provision account with the loss being recognized within the statement of comprehensive income. On confirmation that the trade receivable will not be collectable, the gross carrying value of the asset is written off against the associated provision.

Impairment provisions for receivables from related parties and loans to related parties are recognized based on a forward looking expected credit loss model. The methodology used to determine the amount of the provision is based on whether there has been a significant increase in credit risk since initial recognition of the financial asset. For those where the credit risk has not increased significantly since initial recognition of the financial asset, twelve month expected credit losses along with gross interest income are recognized. For those for which credit risk has increased significantly, lifetime expected credit losses along with the gross interest income are recognized. For those that are determined to be credit impaired, lifetime expected credit losses along with interest income on a net basis are recognized.

*Recognition and initial measurement:* Financial instruments are classified, recognized and measured in accordance with the substance of the terms of the contracts. The group recognizes a financial instrument when it becomes a party to the contractual terms of the instrument. The group initially recognizes receivables on the date when they are originated. All other financial assets and financial liabilities are initially recognized when the group becomes a party to the contractual provisions of the instrument.

Financial assets are initially recognized at fair value plus transaction costs for all financial assets not carried at fair value through profit or loss. Financial assets are derecognized when the rights to receive cash flows from the financial assets have expired or have been transferred and the group has transferred substantially all risks and rewards of ownership.

The group's financial assets measured at amortized cost comprise trade and other receivables and cash and cash equivalents in the statement of financial position. Cash and cash equivalents include cash in hand, deposits held at call with banks, other short term highly liquid investments and original maturities of three months or less, and for the purpose of the statement of cash flows – bank overdrafts. Bank overdrafts are shown within loans and borrowings in current liabilities in the statement of financial position.

The group assesses at each reporting date whether there is objective evidence that a financial asset or a group of financial assets is impaired.

**Financial liabilities**

The group classifies its financial liabilities at amortized cost.

h. Share capital

Ordinary shares are classified as equity. Incremental cost directly attributed to the issue of ordinary shares are recognized as a deduction from equity.

i. Cash and cash equivalents

Cash and cash equivalents are carried in the statement of financial position at cost. For the purposes of the cash flow statement, cash and cash equivalents comprise cash at bank and in hand.

j. Trade receivables

Trade receivables are recognized at original invoiced amount less provision made for impairment of these receivables. For trade receivables the group applies the simplified approach permitted by IFRS 9 which requires the impairment provision be measured using lifetime ECL.

k. Payables

Trade and other payables are stated at amortized cost.

l. Borrowings

Borrowings are recognized initially at the proceeds received, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost using the effective yield method. Any difference between proceeds, net of transaction costs, and the redemption value is recognized in profit or loss over the period of the borrowings.

m. Provisions

Provisions are recognized when the group has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated.

Where there are a number of similar obligations, the likelihood

that an outflow will be required in settlement is determined by considering the class of obligations as a whole.

Provisions are measured at the present value of the expenditure expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognized as interest expense.

n. Current and deferred income taxes

Current tax charges are based on taxable profits for the year, which differ from the profit before tax reported because taxable profits exclude items that are taxable or deductible in other years, and items that are never taxable or deductible. The group's liability for current tax is calculated at tax rates that have been enacted at the reporting date.

Deferred tax is the tax that is expected to be paid or recovered on differences between the carrying amounts of assets and liabilities and the corresponding tax bases. Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred income tax is determined using tax rates that have been enacted or substantially enacted by the reporting date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Deferred tax assets are recognized to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized.

Deferred tax is charged or credited to profit or loss, except where it relates to items charged or credited to other comprehensive income or equity, in which case deferred tax is also dealt with in other comprehensive income or equity.

o. Employee benefits

Employee benefits include current and short term benefits such as salaries, statutory contributions paid, annual vacation and sick leave and non-monetary benefits such as medical care.

p. Revenue recognition

The group recognizes revenue when the amount of revenue can be reliably measured, it is probable that future economic benefit will flow to the entity and when specific criteria have been met. Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns and allowances and discounts.

Interest income is recognized in the statement of comprehensive income for all interest bearing instruments on an accrual basis unless collectability is doubtful.

q. Intangible assets

Intangible assets represent products being developed and are shown at cost incurred which will be amortized to profit or loss on commencement of commercial production and selling over the years on the straight line basis.

r. Leases

Leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the group.

Assets and liabilities arising from a lease are initially measured on a present value basis.

The right-of-use asset is depreciated using the straight line method from the commencement date to the end of the lease term.

Lease liabilities include the net present value of the following lease payments:

- Fixed payments, less any lease incentives receivable
- Payment of penalties for terminating the lease, if the lease reflects the group exercising that option.

The lease liability is measured at amortized cost using the effective interest method.

s. Segment reporting

An operating segment is a component of the group that engages in business activities from which it may earn revenues and incur expenses and for which discrete financial information is available. The operating results are regularly reviewed by the entity's Chief Operating Decision Maker (CODM) to assess its performance and to make decisions about resources to be allocated to the segment. The CODM has been identified as the Board of Directors, in particular to the executive members, who make strategic decisions.

Based on the internal management reports presented to and reviewed by the CODM, the entire operations of the group are considered as one operating segment.

## 4. CRITICAL ACCOUNTING JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY

Judgements and estimates are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

a. Critical judgements in applying the group's accounting policies

In the process of applying the group's accounting policies,

management has not made any judgements that it believes would cause a significant impact on the amounts recognized in the financial statements.

b. Key sources of estimation uncertainty

The group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts and assets and liabilities within the next financial year are discussed below:

**1. Depreciable assets:** Estimates of the useful life and the residual value of property, plant and equipment are required in order to apply an adequate rate of transferring the economic benefits embodied in these assets in the relevant periods. The group applies a variety of methods in an effort to arrive at these estimates from which actual results may vary. Actual variations in estimated useful lives and residual values are reflected in profit or loss through impairment or adjusted depreciation provisions.

**2. Net realizable value of inventories:** Estimates of net realizable value are based on the most reliable evidence available at the time the estimates are made, of the amount the inventories are expected to realize. The estimates take into consideration fluctuations of price or cost directly relating to events occurring after the end of the period to the extent that such events confirm conditions existing at the end of the period,

Estimates of net realizable value also take into consideration the purpose for which the inventory is held.

**3. Allowance for expected credit losses on receivables:** In determining amounts recorded for impairment of accounts receivable in the financial statements, management makes judgements regarding indicators of impairment, that is, whether there are indicators that suggest there may be a measurable decrease in the estimated future cash flows from accounts receivable, for example, repayment default and adverse economic conditions.

Management also makes estimates of the likely estimated future cash flows from impaired accounts receivable, as well as the timing of such cash flows. Expected credit losses (ECL) is applied to determine impairment of financial assets. When measuring ECL, the group considers the maximum contractual period over which the group is exposed to credit risk. All contractual terms are considered when determining the expected life. The expected life is estimated based on the period over which the group is exposed to credit risk and where the credit losses would be mitigated by management actions.

## 5. FINANCIAL RISK MANAGEMENT

The group is exposed through its operations to the following financial risks:

- Credit risk
- Fair value or cash flow interest rate risk
- Foreign exchange risk
- Market risk, and
- Liquidity risk

In common with all other businesses, the group's activities expose it to a variety of risks that arise from its use of financial instruments. This note describes the group's objectives, policies and processes for managing those risks to minimize potential adverse effects on the financial performance of the group and the methods used to measure them.

There have been no substantive changes in the group's exposure to financial instrument risks, its objectives, policies and processes for managing those risks or the methods used to measure them unless otherwise stated in this note.

a. Principal financial instruments

The principal financial instruments used by the group, from which financial instrument risk arises, are as follows:

- Trade receivables
- Cash and cash equivalents
- Trade and other payables
- Due to and from related parties
- Bank overdraft
- Borrowings

# Independent Auditors' Report *(CONT'D)*

b.Financial Instruments by category

| | The Group | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| **Financial assets – loans and receivables** | | |
| Related parties | 18,940,932 | 62,145,502 |
| Investment | 146,751,564 | 147,500,000 |
| Cash and cash equivalents | 187,744,545 | 313,648,274 |
| Receivables | 161,479,266 | 221,599,270 |
| **Total financial assets** | **514,916,307** | **744,893,046** |
| **Financial liabilities – at amortized cost** | | |
| Payables | 48,185,982 | 79,673,603 |
| Loans and borrowings | 808,437,700 | 811,150,445 |
| Related parties | 46,595,363 | 27,342,633 |
| **Total financial liabilities** | **903,219,045** | **918,166,681** |

| | The Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| **Financial assets – loans and receivables** | | |
| Related parties | 430,648,568 | 444,375,784 |
| Investment | 146,751,564 | 147,500,000 |
| Cash and cash equivalents | 187,744,545 | 313,648,274 |
| Receivables | 127,525,387 | 221,599,270 |
| **Total financial assets** | **892,670,084** | **1,127,123,328** |
| **Financial liabilities – at amortized cost** | | |
| Payables | 34,869,330 | 78,973,603 |
| Loans and borrowings | 808,437,700 | 811,150,445 |
| Related parties | 44,286,781 | 3,750,000 |
| **Total financial liabilities** | **887,593,811** | **893,874,048** |

c. Financial instruments not measured at fair value

Financial instruments not measured at fair value includes, cash and cash equivalents, receivables, related party balances, payables and long term liabilities.

Due to their short-term nature, the carrying value of cash and cash equivalents, receivables and payables approximates their fair value.

d. Financial risk factors

The Board of Directors has overall responsibility for the determination of the group's risk management objectives and policies and, whilst retaining ultimate responsibility for them, it has delegated the authority for designing and operating processes that ensure the effective implementation of the objectives and policies to the group's finance function. The Board receives monthly reports from the financial controller through which it reviews the effectiveness of the process put in place and the appropriateness of the objective and policies it sets.

The overall objective of the Board is to set policies that seek to reduce risk as far as possible without unduly affecting the group's competitiveness and flexibility. Further details regarding these policies are set out below:

**1. Market risk**

*Currency risk:* Currency risk is the risk that the value of a financial instrument will fluctuate because of changes in foreign exchange rates.

Currency risk arises from US dollar cash and bank balances. The group manages this risk by ensuring that the net exposure in foreign assets and liabilities is kept to an acceptable level by monitoring currency positions. The group further manages this risk by maximizing foreign currency earnings and holding net foreign currency assets.

*Concentration of currency risk:* The group is exposed to foreign currency risk in respect of US dollar payables and cash and bank balances amounting to $179,312,243 (2020; $192,382,694) and $17,901,860 (2020: $31,006,051) respectively.

*Cash flow and fair value interest rate risk:* Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates.

Floating rate instruments expose the group to cash flow interest rate risk, whereas fixed rate instruments expose the group to fair value interest rate risk.

The group is primarily exposed to cash flow interest rate risk on its variable rate borrowings. The group analyses its interest rate exposure arising from borrowings on an ongoing basis, taking into consideration the options of refinancing, renewal of existing positions and alternative financing.

Short term deposits and borrowings are the only interest bearing assets and liabilities respectively, within the group. The group's short term deposits and borrowings are due to mature and re-price respectively, within 3 months of the reporting date.

*Interest rate sensitivity:* There is no significant exposure to interest rate risk on short term deposits, as these deposits have a short term to maturity and are constantly reinvested at current market rates.

There is no significant exposure to interest rate risk on long term borrowings as these are at a fixed rate of interest. Short term borrowings are immaterial.

**2. Credit risk**

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. Credit risk arises from trade receivables, due from related companies and cash and bank balances.

*Cash and bank balances:* Cash transactions are limited to high credit quality financial institutions. The group has policies that limit the amount of credit exposure to any one financial institution.

*Maximum exposure to credit risk:* The maximum exposure to credit risk is equal to the carrying amount of trade and other receivables and cash and cash equivalents in the statement of financial position.

*Trade receivables:* The group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The credit policy states that each customer must be analyzed individually for creditworthiness before the group's standard payment and delivery terms and conditions are offered. The group's review includes bank references.

The Board of Directors determines concentrations of credit risk by quarterly monitoring the creditworthiness of existing customers and through a monthly review of the trade receivables' ageing analysis.

Credit limits for all customers are reviewed at least annually, against the customers' payment history, assessment of customers' credit risk and sales department information.

The group applies the IFRS 9 simplified approach to measuring expected credit losses using a lifetime expected credit loss provision for trade receivables. To measure expected credit losses on a collective basis, trade receivables are grouped based on similar credit risk and aging.

*Trade receivables:* The expected loss rates are based on the

group's historical credit losses experienced over the period prior to the period end. The historical loss rates are then adjusted for current and forward-looking information on macroeconomic factors affecting the ability of the customers to settle the receivables. The group has identified the inflation rate of the country in which it offers its service to be the most relevant factor, and accordingly adjusts the historical loss rates based on expected changes in these factors.

The following table provides information about ECLs for trade receivables as at 31 October 2021.

| Aging | Gross Carrying Amount ($) | Expected Loss Rate (%) | ECL Allowance ($) |
|---|---|---|---|
| **Trade receivables** | | | |
| 0-30 ays | 48,818,627 | 5 | 2,403,923 |
| 31-60 days | 45,156,933 | 5 | 2,160,133 |
| 61-90 days | 5,018,784 | 10 | 504,247 |
| 90-120 days | 3,758,146 | 7 | 262,414 |
| 120 and over | 24,857,945 | 15 | 3,752,492 |
| | **127,610,435** | | **9,083,209** |
| **Trade receivables (2020)** | | | |
| 0-30 days | 55,630,980 | - | - |
| 31-60 days | 35,291,919 | - | - |
| 61-90 days | 15,730,102 | 10 | 1,715,340 |
| 90-120 days | 5,127,139 | 3 | 173,572 |
| 120 and over | 48,203,135 | 23 | 11,154,448 |
| | **159,983,275** | | **13,043,360** |

Movements in the impairment allowance for trade receivables as follows:

| | 2021 ($) | 2020($) |
|---|---|---|
| At 1 November 2020 | 13,043,360 | 10,516,078 |
| Impairment loss during the year | ( 3,960,151) | 2,527,282 |
| | **9,083,209** | **13,043,360** |

### 3. Liquidity risk

Liquidity risk is the risk that the group will be unable to meet its payment obligations associated with its financial liabilities when they fall due. Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, and the availability of funding through an adequate amount of committed credit facilities.

*Liquidity risk management process:* The group's liquidity risk management process, as carried out within the group and monitored by the Finance Department, includes:

i. Monitoring future cash flows and liquidity on a bi-weekly basis.
ii. Maintaining a portfolio of short term deposit balances that can easily be liquidated as protection against any unforeseen interruption to cash flow.
iii. Maintaining committed lines of credit.
iv. Optimizing cash returns on investments.

The table below presents the undiscounted cash flows (both interest and principal cash flows) of the group's financial liabilities based on contractual rights and obligations as well as expected maturity.

# Notes to The Financial Statements (CONT'D)

*Cash flows of financial liabilities:* The maturity profile of the group's financial liabilities, based on contractual undiscounted payments, is as follows:

**The Group**

| | Within 1Year (J$) | Within 1 to 2 Year (J$) | Within 2 to 5 Year (J$) | Over 5 Years (J$) | Total (J$) |
|---|---|---|---|---|---|
| **31 October 2021** | | | | | |
| Payables | 48,185,982 | - | - | - | 48,185,982 |
| Loan term borrowing | 56,350,000 | 56,350,000 | 917,700,000 | - | 1,030,400,000 |
| Short term borrowings | 3,437,700 | - | - | - | 3,437,700 |
| Related companies | - | - | - | 46,595,363 | 46,595,363 |
| **Total financial liabilities (contractual maturity dates)** | **107,973,682** | **56,350,000** | **917,700,000** | **46,595,363** | **1,128,619,045** |
| **31 October 2020** | | | | | |
| Payables | 79,673,603 | - | - | - | 79,673,603 |
| Loan term borrowing | 56,350,000 | 56,350,000 | 974,050,000 | - | 1,086,750,000 |
| Short term borrowings | 6,150,445 | - | - | - | 6,150,445 |
| Related companies | - | - | - | 27,342,633 | 27,342,633 |
| **Total financial liabilities (contractual maturity dates)** | **142,174,048** | **56,350,000** | **974,050,000** | **27,342,633** | **1,199,916,681** |

**THe Company**

| | Within 1Year (J$) | Within 1 to 2 Year (J$) | Within 2 to 5 Year (J$) | Over 5 Years (J$) | Total (J$) |
|---|---|---|---|---|---|
| **31 October 2021** | | | | | |
| Payables | 47,485,982 | - | - | - | 47,485,982 |
| Loan term borrowing | 56,350,000 | 56,350,000 | 917,700,000 | - | 1,030,400,000 |
| Short term loans | 3,437,700 | - | - | - | 3,437,700 |
| Related companies | - | - | - | 44,286,781 | 44,286,781 |
| **Total financial liabilities (contractual maturity dates)** | **107,273,682** | **56,350,000** | **917,700,000** | **44,286,781** | **1,125,610,463** |
| **31 October 2020** | | | | | |
| Payables | 78,973,603 | - | - | - | 78,973,603 |
| Loan term borrowing | 56,350,000 | 56,350,000 | 974,050,000 | - | 1,086,750,000 |
| Short term loans | 6,150,445 | - | - | - | 6,150,445 |
| Related companies | - | - | - | 3,750,000 | 3,750,000 |
| **Total financial liabilities (contractual maturity dates)** | **141,474,048** | **56,350,000** | **974,050,000** | **3,750,000** | **1,175,624,048** |

### 4. Capital management

The group's objectives when managing capital are to safeguard the group's ability to continue as a going concern in order to provide returns for stockholders and benefits for other stakeholders. The Board of Directors monitors the return on capital, which the group defines as net operating income, excluding non-recurring items, divided by total stockholders' equity. The board of directors also monitors the level of dividends to stockholders.

There are no particular strategies to determine the optimal capital structure. The group met the capital requirements of at least $50,000,000 for listing on the Junior Market of the Jamaica Stock Exchange. There are no other external capital maintenance requirements to which the company is subject.

## 6. REVENUE

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| Sale and distribution of pharmaceutical products | 846,832,692 | 765,948,581 |

## 7. OTHER OPERATING INCOME

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| Interest received | 4,835,943 | 515,981 |
| Commission | 8,522 | 85,481 |
| Insurance claim | - | 593,043 |
| Credit card cash back | 203,766 | 668,895 |
| Gain on disposal of fixed assets | 2,397,248 | - |
| Miscellaneous | 47,547 | - |
| | **7,493,026** | **1,863,400** |

## 8. EXPENSES BY NATURE

Total cost of sales, administrative, selling and other operating expenses

| | The Group | |
|---|---|---|
| | 2021 ($) | 2020($) |
| Cost of sales recognized as an expense | 295,901,204 | 239,255,600 |
| Salaries, wages and statutory contributions | 145,961,611 | 136,670,952 |
| Directors' fees | 2,930,000 | 3,102,308 |
| Telephone | 4,881,624 | 3,730,587 |
| Electricity | 6,822,877 | 7,375,310 |
| Water rates | 927,027 | 665,854 |
| Rent | - | 8,342,412 |
| Audit and accounting fees - | | |
| Current year | 3,864,702 | 4,500,000 |
| Prior year | ( 95,250) | - |
| Subscription and donations | 258,466 | 2,681,151 |
| Gifts | 2,347,274 | 1,324,922 |
| Printing, stationery and office supplies | 5,414,489 | 4,732,944 |
| Security | 1,615,428 | 2,905,796 |
| Insurance | 8,809,265 | 8,162,397 |
| Repairs and maintenance – furniture and equipment | 6,657,832 | 6,484,821 |
| Maintenance fee - building | 861,854 | 676,982 |
| Trade licence, registration fee and trademark | 1,187,000 | 406,700 |
| Bank charges | 2,587,785 | 3,296,658 |
| Staff welfare | 5,384,731 | 5,661,489 |
| Legal and professional fees | 10,038,298 | 9,144,326 |
| Property taxes | 1,762,423 | - |
| Drug permit | 310,200 | 1,179,800 |
| Interest and penalty | 1,164,714 | 590,107 |
| Cleaning and Sanitation | 141,900 | 135,345 |
| Contract labour | 1,161,817 | 1,864,040 |
| Advertising and promotion | 6,501,309 | 4,744,753 |
| Packaging | 281,682 | 325,155 |
| Expected credit losses, net of recoveries | ( 278,369) | 2,585,032 |
| Postage and delivery | 411,808 | 482,068 |
| Motor vehicles, travel and entertainment | 36,678,254 | 36,623,212 |
| Royalties | 14,508,454 | 7,500,000 |
| Finance charge | - | 162,762 |
| Miscellaneous | 2,012 | 35,510 |
| Depreciation | 53,731,770 | 48,903,104 |
| | **622,734,191** | **554,252,097** |

| | The Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| Cost of sales recognized as an expense | 295,901,204 | 239,255,600 |
| Salaries, wages and statutory contributions | 145,961,611 | 136,670,952 |
| Directors' fees | 2,930,000 | 3,102,308 |
| Telephone | 4,881,624 | 3,730,587 |
| Electricity | 6,822,877 | 7,375,310 |
| Water rates | 927,027 | 665,854 |
| Rent | - | 8,342,412 |
| Audit and accounting fees - | | |
| Current year | 3,164,702 | 3,800,000 |
| Subscription and donations | 258,466 | 2,681,151 |
| Gift | 2,347,274 | 1,324,922 |
| Printing, stationery and office supplies | 5,414,489 | 4,732,944 |
| Security | 1,615,428 | 2,905,796 |
| Insurance | 8,809,265 | 8,162,397 |
| Repairs and maintenance – furniture and equipment | 6,657,832 | 6,484,821 |
| Maintenance fee - building | 861,854 | 676,982 |
| Trade licence, registration fee and trademark | 1,187,000 | 406,700 |
| Bank charges | 2,587,785 | 3,296,658 |
| Staff welfare | 5,384,731 | 5,661,489 |
| Legal and professional fees | 9,631,298 | 9,144,326 |
| Drug permit | 310,200 | 1,179,800 |
| Interest and penalty | 1,164,714 | 590,107 |
| Cleaning and Sanitation | 141,900 | 135,345 |
| Contract labour | 1,161,817 | 1,864,040 |
| Advertising and promotion | 6,501,309 | 4,744,753 |
| Packaging | 281,682 | 325,155 |
| Expected credit losses, net of recoveries | ( 278,369) | 2,585,032 |
| Postage and delivery | 411,808 | 482,068 |
| Motor vehicles, travel and entertainment | 36,678,254 | 36,623,212 |
| Royalties | 14,508,454 | 7,500,000 |
| Finance charge | - | 162,762 |
| Miscellaneous | 2,012 | 35,510 |
| Depreciation | 53,731,770 | 48,903,104 |
| | **619,960,018** | **553,552,097** |

# Notes to The Financial Statements (CONT'D)

## 9. FINANCE COSTS

| | The Group and the Company | |
|---|---|---|
| | 2021 ($) | 2020($) |
| Interest expense | 67,790,597 | 9,185,983 |

## 10. TAXATION EXPENSE

Taxation is based on the operating results for the year, adjusted for taxation purposes, and comprises income tax @ 25%.

| | The Group and the Company | |
|---|---|---|
| | 2021 ($) | 2020($) |
| Prior year under provision | - | 2,029,220 |
| Deferred taxation | - | - |
| Taxation charge in statement of profit or loss and other comprehensive income | - | 2,029,220 |

The tax on profit before taxation differs from the theoretical amount that would arise using the applicable tax rate of 25%, as follows:

| | 2021 ($) | 2020($) |
|---|---|---|
| Profit before taxation | 178,564,371 | 208,678,628 |
| Tax calculated at the applicable tax rates | 44,641,093 | 52,169,657 |
| *Adjusted for the effects of:* | | |
| Expenses not deductible for tax purposes | 8,457,881 | 14,791,244 |
| Net effects of other charges and allowances | ( 1,859,060) | ( 1,424,821) |
| Remission of taxes | ( 51,239,914) | ( 63,506,860) |
| Taxation charge in statement of profit or loss and other comprehensive income | - | 2,029,220 |

As a result of the company's listing on the Junior Market of the Jamaica Stock Exchange effective August 2018, the company is entitled to a remission of taxes for ten (10) years providing it adheres to the rules and regulations of the Junior Market of the Jamaica Stock Exchange as follows:

**• Years 1 – 5: (August 2018 – July 2023) 100%  • Years 6 – 10:(August 2023 – July 2028) 50%**

The financial statements have been prepared on the basis that the company will have the full benefits of the tax remission.

## 11. EARNINGS PER STOCK UNIT

| | 2021 ($) | 2020($) |
|---|---|---|
| Net profit attributable to stockholders ($) | 178,564,371 | 206,649,408 |
| Weighted average number of stock unit in issue | 1,332,536,649 | 1,332,536,649 |
| Earnings per stock unit (cents per share) | 0.13 | 0.15 |

Basic earnings per stock unit is calculated by dividing the net profit attributable to stockholders by the number of ordinary stock units in issue at year end.

## 12. INTANGIBLE ASSET

Intangibles relate to two pharmaceutical drugs being developed by the company through an agreement with KP Pharmaceutical Technology Inc.

## 13. RIGHT-OF-USE ASSET

### 1. Amounts recognised in the statement of financial position.

a. The statement of financial position shows the following amounts relating to leases:

| | The Group and the Company | |
|---|---|---|
| | 2021 ($) | 2020($) |
| **Right-of-use assets** | 178,564,371 | 206,649,408 |
| **Building** | 1,332,536,649 | 1,332,536,649 |
| Balancing at beginning of year | 77,222,845 | 114,824,755 |
| Depreciation | 37,601,913 | 37,601,910 |
| **Balance at 31 October** | **39,620,932** | **77,222,845** |

### 2. Amounts recognised in the statement of profit or loss

The statement of comprehensive income shows the following amounts relating to leases:
Depreciation charge of right-of-use assets

| | The Group and the Company | |
|---|---|---|
| | 2021 ($) | 2020($) |
| Buildings | 37,601,913 | 37,601,910 |

Right–of-use assets are measured at cost comprising the following:
- the amount of the initial measurement of lease liability.
- Any lease payments made at the commencement date less any lease incentives received.

Right-of-use assets are generally depreciated over the lease term on a straight-line basis. If the company is reasonably certain to exercise a purchase option, the right-of-use asset is depreciated over the underlying asset's useful life.

# Notes to The Financial Statements (CONT'D)

**3. The company currently has long term lease agreements related to buildings.**

a. Amounts recognised in the statement of financial position.
The statement of financial position shows the following amounts relating to leases:

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| Lease liabilities – | | |
| Contractual discounted cash flows | 26,139,078 | 77,051,772 |
| Less: Current portion | (26,139,078) | (35,856,814 |
| **Non-Current** | **-** | **41,194,958** |

b. Amounts recognised in the statement of profit or loss
The statement of comprehensive income shows the following amounts relating to leases:

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| Interest expense | 6,417,297 | 9,185,983 |

*Incremental borrowing rate:* The incremental borrowing rate is derived using recent third-party financing received by bankers as a starting point, adjusted to reflect changes in financing conditions since third party financing was received, and makes adjustments specific to the lease, e.g. term, country, currency and security.

**The weighted average rate applied is 8%.**

## 14. INVESTMENT IN SUBSIDIARY

The company owns 100% of the shares of Indies Pharma Business Park Limited.

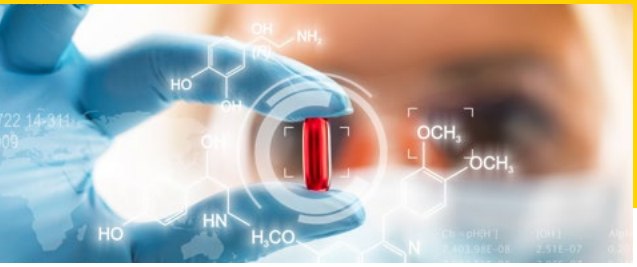
## 15. INVESTMENT

This represents participation in an indexed linked US$ note issued by Proven Investments Limited which matures 16 April 2024 and earns interest at 3.25% per annum.



## 16. PROPERTY, PLANT AND EQUIPMENT

| | The Group | | | | | | |
|---|---|---|---|---|---|---|---|
| | Land ($) | Leasehold Improvements & Building | Furniture, Fixtures & Equipment ($) | Computer ($) | Motor Vehicles ($) | Signs ($) | Total ($) |
| **Year ended 31 October 2021** | | | | | | | |
| **Net book value** | | | | | | | |
| 1 November 2020 | 504,236,799 | 111,036,040 | 1,162,727 | 437,798 | 10,908,449 | 1 | 627,781,814 |
| Disposal | - | - | - | - | ( 578,752) | - | ( 578,752) |
| Additions | - | 15,867,312 | 7,869,778 | 3,979,425 | 13,000,000 | - | 40,716,515 |
| Revaluation | 288,463,201 | - | - | - | - | - | 288,463,201 |
| Depreciation | - | (8,090,208) | (799,656) | ( 876,877) | ( 6,363,116) | - | ( 16,129,857) |
| 31 October 2021 | 792,700,000 | 118,813,144 | 8,232,849 | 3,540,346 | 16,966,581 | 1 | 940,252,921 |
| At cost or valuation | 792,700,000 | 138,535,852 | 14,715,355 | 14,602,734 | 71,098,836 | 63,401 | 1,031,716,178 |
| Depreciation | - | ( 19,722,708) | ( 6,482,506) | (11,062,388) | (54,132,255) | (63,400) | ( 91,463,257) |
| 31 October 2021 | 792,700,000 | 118,813,144 | 8,232,849 | 3,540,346 | 16,966,581 | 1 | 940,252,921 |
| **Year ended 31 October 2020** | | | | | | | |
| **Net book value** | | | | | | | |
| 1 November 2019 | 27,700,000 | 86,681,860 | 1,428,292 | 992,820 | 20,331,557 | 1 | 137,134,530 |
| Disposal | - | - | - | - | ( 1) | - | ( 1) |
| Additions | 405,822,915 | 25,411,680 | - | - | - | - | 431,234,595 |
| Revaluation | 70,713,884 | - | - | - | - | - | 70,713,884 |
| Depreciation | - | ( 1,057,500) | ( 265,565) | ( 555,022) | ( 9,423,107) | - | ( 11,301,194) |
| 31 October 2020 | 504,236,799 | 111,036,040 | 1,162,727 | 437,798 | 10,908,449 | 1 | 627,781,814 |
| At cost or valuation | 504,236,799 | 122,668,540 | 6,845,577 | 10,623,309 | 62,476,518 | 63,401 | 706,914,144 |
| Depreciation | - | ( 11,632,500) | (5,682,850) | (10,185,511) | (51,568,069) | (63,400) | ( 79,132,330) |
| 31 October 2020 | 504,236,799 | 111,036,040 | 1,162,727 | 437,798 | 10,908,449 | 1 | 627,781,814 |



| | The Company | | | | | | |
|---|---|---|---|---|---|---|---|
| | Land ($) | Leasehold Improvements & Building | Furniture, Fixtures & Equipment ($) | Computer ($) | Motor Vehicles ($) | Signs ($) | Total ($) |
| **Year ended 31 October 2021** | | | | | | | |
| **Net book value** | | | | | | | |
| 1 November 2020 | 27,700,000 | 111,036,040 | 1,162,727 | 437,798 | 10,908,449 | 1 | 151,245,015 |
| Disposal | - | - | - | - | ( 578,752) | - | ( 578,752) |
| Additions | - | 10,448,082 | 7,869,778 | 3,979,425 | 13,000,000 | - | 35,297,285 |
| Depreciation | - | ( 8,090,208) | ( 799,656) | ( 876,877) | ( 6,363,116) | - | ( 16,129,857) |
| 31 October 2021 | 27,700,000 | 113,393,914 | 8,232,849 | 3,540,346 | 16,966,581 | 1 | 169,833,691 |
| At cost or valuation | 27,700,000 | 133,116,622 | 14,715,355 | 14,602,734 | 71,098,836 | 63,401 | 261,296,948 |
| Depreciation | - | ( 19,722,708) | (6,482,506) | (11,062,388) | (54,132,255) | (63,400) | ( 91,463,257) |
| 31 October 2021 | 27,700,000 | 113,393,914 | 8,232,849 | 3,540,346 | 16,966,581 | 1 | 169,833,691 |
| **Year ended 31 October 2020** | | | | | | | |
| **Net book value** | | | | | | | |
| 1 November 2019 | 27,700,000 | 86,681,860 | 1,428,292 | 992,820 | 20,331,557 | 1 | 137,134,530 |
| Disposal | - | - | - | - | ( 1) | - | ( 1) |
| Additions | - | 25,411,680 | - | - | - | - | 25,411,680 |
| Depreciation | - | ( 1,057,500) | ( 265,565) | ( 555,022) | ( 9,423,107) | - | ( 11,301,194) |
| 31 October 2020 | 27,700,000 | 111,036,040 | 1,162,727 | 437,798 | 10,908,449 | 1 | 151,245,015 |
| At cost or valuation | 27,700,000 | 122,668,540 | 6,845,577 | 10,623,309 | 62,476,518 | 63,401 | 230,377,345 |
| Depreciation | - | ( 11,632,500) | (5,682,850) | (10,185,511) | (51,568,069) | (63,400) | ( 79,132,330) |
| 31 October 2020 | 27,700,000 | 111,036,040 | 1,162,727 | 437,798 | 10,908,449 | 1 | 151,245,015 |

## 17. RELATED PARTY TRANSACTIONS AND BALANCES

a. Key management compensation

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| Salaries and other short-term benefits | 22,770,000 | 22,000,000 |
| **Directors' emoluments** | | |
| Directors' fees | 2,930,000 | 3,102,308 |
| Management remuneration (above) | 22,770,000 | 22,000,000 |

b. Year end balances arising from transactions with related companies

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| **Due from** | | |
| Mercury Wireless Limited | 18,940,932 | 62,145,502 |
| | 18,940,932 | 62,145,502 |
| The directors' current account | 756,146 | 70,207,316 |
| **The directors' balances are unsecured, interest free and have no set repayments terms.** | | |
| **Due to** | | |
| Bioprist Holdings Limited | 28,351,784 | 23,592,633 |
| Hanolu GVM Limited | 27,025 | - |
| Bioprist Las America Limited | 18,216,554 | 3,750,000 |
| | **46,595,363** | **27,342,633** |

The group is related to the above companies by having similar ownership and/or management control. Balances due from and/or due to these groups have no fixed repayment terms and are interest free. There are guarantees given by related parties for loans extended to the group.

| | The Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| **Due from** | | |
| Indies Pharma Business Park Limited | 420,775,352 | 412,581,949 |
| Mercury Wireless Limited | - | 17,161,368 |
| Bioprist Holdings Limited | 9,873,216 | 14,632,367 |
| | 430,648,568 | 444,375,684 |
| The directors' current account | 756,146 | 70,207,316 |
| **The directors' balances are unsecured, interest free and have no set repayments terms.** | | |
| **Due to** | | |
| Bioprist Las America Limited. | 18,216,554 | 3,750,000 |
| Mercury Wireless Limited | 26,043,202 | - |
| Hanolu GVM Limited | 27,025 | - |
| | **44,286,781** | **3,750,000** |

The company is related to the above companies by having similar ownership and/or management control. Balances due from and/or due to these companies have no fixed repayment terms and are interest free. There are guarantees given by related parties for loans extended to the company.

## 18. RECEIVABLES

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| Trade receivables | 127,610,435 | 159,983,275 |
| Less: Expected credit loss | ( 9,083,209) | ( 13,043,360) |
| | **118,527,226** | **146,939,915** |
| Prepayments | 36,310,774 | 57,489,559 |
| Other | 6,641,266 | 17,169,796 |
| | **161,479,266** | **221,599,270** |

## 19. DIRECTORS' CURRENT ACCOUNT

Directors' current account is unsecured and interest free with no fixed repayment terms.

## 20. CASH AND BANK BALANCES

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| Petty cash | 201,122 | 201,123 |
| Cash on hand | 686,738 | 5,512,553 |
| First Global Bank – Savings Account | - | 367,855 |
| National Commercial Bank Jamaica Limited – Foreign Currency Account | 27,173,245 | 12,952,316 |
| National Commercial Bank Jamaica Limited – Current Account | 4,432,140 | 3,472,660 |
| National Commercial Bank Jamaica Limited – Savings Account | 108,835,051 | 39,495,076 |
| Sagicor Bank Jamaica Limited – Current Account | 592,205 | 1,211,190 |
| Sagicor Bank Jamaica Limited – Savings Account | 44,829,135 | 218,505,123 |
| Sagicor Bank Jamaica Limited – Foreign Currency Savings Account | 994,909 | 31,930,378 |
| | **187,744,545** | **313,648,274** |
| Bank overdraft (Note 26) | - | ( 3,312,010) |
| | **187,744,545** | **310,336,264** |

Bank overdraft in the prior year represents unpresented cheques at year end.

## 21. SHARE CAPITAL

| | The Group and the Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| **Authorized** | | |
| 4,863,553,500 ordinary shares | | |
| **Stated capital** | | |
| **Issued and fully paid** | | |
| 1,332,536,649 ordinary shares of no par value | 244,576,999 | 244,576,999 |

## 22. CAPITAL RESERVE

| | The Group | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| **At 1 November 2020** | **182,337,065** | **110,923,182** |
| **Movement during year** | | |
| Reclassification | ( 12,316,076) | - |
| Revaluation gain on fixed assets | 288,463,201 | 70,713,884 |
| Profit on disposal of fixed assets | - | 699,999 |
| **At 31 October 2021** | **458,484,190** | **182,337,065** |
| **Representing** | | |
| Revaluation surplus on land and building | 458,484,190 | 170,020,989 |
| Profit on disposal of fixed assets | - | 12,316,076 |
| | **458,484,190** | **182,337,065** |

| | The Company | |
|---|---|---|
| | **2021 ($)** | **2020($)** |
| **At 1 November 2020** | **111,623,181** | **110,923,182** |
| **Movement during year** | | |
| Reclassification | ( 12,316,076) | - |
| Profit on disposal of fixed assets | - | 699,999 |
| **At 31 October 2021** | **99,307,105** | **111,623,181** |
| **Representing** | | |
| Revaluation surplus on land and building | 99,307,105 | 99,307,105 |
| Profit on disposal of fixed assets | - | 12,316,076 |
| | **99,307,105** | **111,623,181** |

# Notes to The Financial Statements (CONT'D)

## 23. LONG-TERM LOAN

| | The Group and the Company | |
|---|---|---|
| | 2021 ($) | 2020($) |
| 7% Bond 2025 | 805,000,000 | 805,000,000 |

On September 8, 2020 the company issued a private bond of $805,000,000. The Bond matures September 2025 and has a fixed rate of 7% per annum with interest payable quarterly.

The Bond is secured by mortgage by way of guarantee over the property owned by Indies Pharma Business Park Limited; Debenture over all floating and fixed assets of the company; Deed of Subordination issued by the company for all inter-company and shareholders' loans and advances, as well as maintenance of a Debt Service Reserve Account funded with a minimum of three (3) months' interest payments payable under the Bond.

## 24. PAYABLES

| | The Group | | The Company | |
|---|---|---|---|---|
| | 2021 ($) | 2020($) | 2021 ($) | 2020($) |
| Trade payables | 34,869,330 | 57,132,661 | 34,869,330 | 57,132,661 |
| Other payables and accruals | 13,316,652 | 22,540,942 | 12,616,652 | 21,840,942 |
| | **48,185,982** | **79,673,603** | **47,485,982** | **78,973,603** |

## 25. SHORT-TERM BORROWINGS

| | The Group and the Company | |
|---|---|---|
| | 2021 ($) | 2020($) |
| National Commercial Bank Jamaica Limited – Bank overdraft | - | 3,312,010 |
| National Commercial Bank Jamaica Limited – Credit Card Account | 3,298,865 | 2,828,564 |
| Sagicor Bank Jamaica Limited - Credit Card Account | 138,835 | 9,871 |
| | **3,437,700** | **6,150,445** |

Bank overdraft in the prior year represents unpresented cheques at year end.

## 26. DIVIDENDS

| | 2021 ($) | 2020($) |
|---|---|---|
| Dividends paid at $.11 (2020 - $.14) per stock unit | 146,579,031 | 186,555,131 |

# Independent Auditors' Report *(CONT'D)*

## 27. STAFF COSTS

Staff costs for the year amounted to $145,961,611 - (2020 – $136,670,952), while the number of employees at year end was sixty-eight (68) (2020 – 64).

## 28. IMPACT OF COVID-19:

The World Health Organization declared the novel Coronavirus (COVID-19), outbreak a pandemic on 11 March 2020. The pandemic and the measures to control its human impact have resulted in disruptions to economic activities and business operations. This could have negative financial effects on the group, depending on factors such as the duration and spread of the outbreak and the effects on the business sector, all of which are highly uncertain and cannot be estimated reliably. During the year material prices and shipping costs escalated, while the company maintained its current price throughout the year.

At the date of approval of these financial statements, the group will continue to monitor the overall business operations, ensuring special attention will be given to ensure strict cost and cash management are being controlled to mitigate any further unfavourable effects.



# Making Medicines Available & Affordable

***INDIES PHARMA***
*JAMAICA LIMITED*

Bioprist HQ Building
1A Pimento Way, Freeport,
Montego Bay - St. James.
Jamaica – West Indies.

Tel: 1-876-940-7984 / 876-940-7985
Fax: 1-876-940-7980
Toll Free: 1-888-CALL-IPJ

businessinfo@indiespharma.com
operations@indiespharma.com
***www.indiespharma.com***