

Financial Statements of

**NATCO PHARMA  
(CANADA) INC.**

And Independent Auditors' Report thereon

Year ended March 31, 2022



KPMG LLP  
Vaughan Metropolitan Centre  
100 New Park Place, Suite 1400  
Vaughan ON L4K 0J3  
Canada  
Tel 905-265-5900  
Fax 905-265-6390

## INDEPENDENT AUDITORS' REPORT

To the Shareholder of Natco Pharma (Canada) Inc.

### ***Opinion***

We have audited the financial statements of Natco Pharma (Canada) Inc. (the Entity), which comprise:

- the balance sheet as at March 31, 2022
- the statement of earnings for the year then ended
- the statement of retained earnings for the year then ended
- the statement of cash flows for the year then ended
- and notes to the financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the "financial statements").

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Entity as at March 31, 2022, and its results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for private enterprises.

### ***Basis for Opinion***

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the "***Auditors' Responsibilities for the Audit of the Financial Statements***" section of our auditors' report.

We are independent of the Entity in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada and we have fulfilled our other ethical responsibilities in accordance with these requirements.

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



### ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for private enterprises, 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 Entity'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 Entity or to cease operations, or has no realistic alternative but to do so.

### ***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 Canadian generally accepted auditing standards will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism 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 Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.



Page 3

- 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 Entity'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 Entity 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 achieves fair presentation.
- 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.

*KPMG LLP*

---

Chartered Professional Accountants, Licensed Public Accountants

Vaughan, Canada

May 20, 2022

# NATCO PHARMA (CANADA) INC.

Balance Sheet

March 31, 2022, with comparative information for 2021

|   | 2022                 | 2021                 |
|---|----------------------|----------------------|
| <b>Assets</b>                               |                      |                      |
| Current assets:                             |                      |                      |
| Cash  | \$ 9,606,882         | \$ 2,643,598         |
| Short-term investments (note 2)             | 13,540,817           | 15,061,863           |
| Derivative financial instruments (note 3)   | 393,383              | -                    |
| Accounts receivable (notes 4 and 7)         | 4,314,191            | 3,278,456            |
| Inventory (note 5)                          | 4,019,027            | 2,920,902            |
| Due from shareholder (note 6)               | 255,887              | 2,731,171            |
| Goods and services taxes receivable         | 352,214              | 198,316              |
| Prepaid expenses                            | 253,702              | 88,634               |
|   | <u>32,736,103</u>    | <u>26,922,940</u>    |
| Long-term investments (note 2)              | 3,000,000            | 6,509,391            |
| Derivative financial instruments (note 3)   | 164,931              | 361,049              |
| Loan receivable from related party (note 7) | 4,998,400            | -                    |
| Equipment (note 8)                          | 85,631               | 66,737               |
|   | <u>\$ 40,985,065</u> | <u>\$ 33,860,117</u> |

## Liabilities and Shareholders' Equity

|  |                      |                      |
|--|----------------------|----------------------|
| Current liabilities:                     |                      |                      |
| Accounts payable and accrued liabilities | \$ 1,646,058         | \$ 572,387           |
| Income taxes payable                     | 142,171              | 223,529              |
|  | <u>1,788,229</u>     | <u>795,916</u>       |
| Shareholders' equity:                    |                      |                      |
| Share capital (note 9)                   | 2,810,881            | 2,810,881            |
| Retained earnings                        | 36,385,955           | 30,253,320           |
|  | <u>39,196,836</u>    | <u>33,064,201</u>    |
| Commitments (note 13)                    |                      |                      |
| Contingent liabilities (note 14)         |                      |                      |
|  | <u>\$ 40,985,065</u> | <u>\$ 33,860,117</u> |

See accompanying notes to financial statements.

On behalf of the Board:

\_\_\_\_\_ Director

# NATCO PHARMA (CANADA) INC.

## Statement of Earnings

Year ended March 31, 2022, with comparative information for 2021

|  | 2022                | 2021                 |
|--|---------------------|----------------------|
| Revenue:   |                     |                      |
| Gross sales  | \$ 46,976,235       | \$ 29,235,569        |
| Sales returns and other allowances (note 10)                 | (592,536)           | (2,209,164)          |
| Marketing support programs                                   | (27,016,728)        | (11,299,155)         |
| Interest income (note 7)                                     | 277,176             | 355,917              |
| Compensation and claims                                      | 5,680,000           | 60,000,000           |
| Government assistance  | 146,041             | 324,341              |
|  | <u>25,470,188</u>   | <u>76,407,508</u>    |
| Cost of goods sold:  |                     |                      |
| Cost of inventories sold                                     | 5,704,809           | 9,387,671            |
| Write-down of inventory                                      | 1,830,381           | 852,567              |
|  | <u>7,535,190</u>    | <u>10,240,238</u>    |
| Income before operating expenses                             | 17,934,998          | 66,167,270           |
| Operating expenses:  |                     |                      |
| Salaries and benefits  | 3,109,740           | 4,518,675            |
| Marketing expenses   | 1,585,966           | 435,013              |
| Regulatory expenses  | 1,146,154           | 523,197              |
| Wholesaler upcharge  | 467,076             | 280,496              |
| Rent   | 338,265             | 322,803              |
| Professional fees  | 313,459             | 210,555              |
| Remuneration to salesman                                     | 297,150             | 358,600              |
| Freight charges  | 256,755             | 202,608              |
| Office and general   | 168,979             | 124,280              |
| Travel and entertainment                                     | 148,558             | 78,550               |
| Tender claim   | -                   | 72,261               |
|  | <u>7,832,102</u>    | <u>7,127,038</u>     |
| Income before other expenses                                 | 10,102,896          | 59,040,232           |
| Other expenses (income):                                     |                     |                      |
| Product development and legal charges                        | 1,429,894           | 22,524,715           |
| Interest and bank charges                                    | 207,131             | 30,296               |
| Foreign exchange loss on loan receivable (note 7)            | 159,600             | -                    |
| Loss on investments  | 85,154              | 309,708              |
| Amortization   | 34,980              | 46,917               |
| Loss on disposal of equipment                                | -                   | 2,954                |
| Unrealized gain on derivative financial instruments (note 3) | (197,265)           | (361,049)            |
|  | <u>1,719,494</u>    | <u>22,553,541</u>    |
| Income before income taxes                                   | 8,383,402           | 36,486,691           |
| Income taxes (note 11)                                       | 2,250,767           | 9,665,660            |
| Net income   | <u>\$ 6,132,635</u> | <u>\$ 26,821,031</u> |

See accompanying notes to financial statements.

# NATCO PHARMA (CANADA) INC.

## Statement of Retained Earnings

Year ended March 31, 2022, with comparative information for 2021

|                                      | 2022          | 2021          |
|--------------------------------------|---------------|---------------|
| Retained earnings, beginning of year | \$ 30,253,320 | \$ 3,432,289  |
| Net income                           | 6,132,635     | 26,821,031    |
| Retained earnings, end of year       | \$ 36,385,955 | \$ 30,253,320 |

See accompanying notes to financial statements.

# NATCO PHARMA (CANADA) INC.

## Statement of Cash Flows

Year ended March 31, 2022, with comparative information for 2021

|   | 2022         | 2021          |
|---|--------------|---------------|
| Cash provided by (used in):   |              |               |
| Operating activities:   |              |               |
| Net income  | \$ 6,132,635 | \$ 26,821,031 |
| Items not involving cash:   |              |               |
| Amortization  | 34,980       | 46,917        |
| Loss on disposal of equipment   | -            | 2,954         |
| Unrealized gain on derivative financial instruments (note 3)          | (197,265)    | (361,049)     |
| Loss on investments   | 85,154       | 309,708       |
| Unrealized foreign exchange on related party loan receivable (note 7) | 159,600      | -             |
| Changes in non-cash operating working capital:                        |              |               |
| Accounts receivable   | (1,035,735)  | 2,712,978     |
| Inventory   | (1,098,125)  | (846,927)     |
| Prepaid expenses  | (165,068)    | (54,302)      |
| Income taxes  | (81,358)     | 1,919         |
| Goods and services taxes receivable                                   | (153,898)    | (108,602)     |
| Accounts payable and accrued liabilities                              | 1,073,671    | (625,966)     |
| Customer deposits   | -            | (10,833)      |
|   | 4,754,591    | 27,887,828    |
| Financing activities:   |              |               |
| Due from (to) shareholder   | 2,475,284    | (4,977,126)   |
| Loan receivable to related party                                      | (5,158,000)  | -             |
|   | (2,682,716)  | (4,977,126)   |
| Investing activities:   |              |               |
| Redemption (purchase) of investments, net                             | 4,945,283    | (21,880,962)  |
| Purchase of equipment   | (53,874)     | (10,762)      |
|   | 4,891,409    | (21,891,724)  |
| Increase in cash  | 6,963,284    | 1,018,978     |
| Cash, beginning of year   | 2,643,598    | 1,624,620     |
| Cash, end of year   | \$ 9,606,882 | \$ 2,643,598  |

See accompanying notes to financial statements.



# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements

Year ended March 31, 2022

---

## Nature of operations:

Natco Pharma (Canada) Inc. (the "Company") is incorporated on November 7, 2012 under the Canada Business Corporation Act. The Company is in the business of importing and selling health care pharmaceutical products in Canada.

## 1. Significant accounting policies:

These financial statements are prepared in accordance with Canadian accounting standards for private enterprises. The Company's significant accounting policies are as follows:

### (a) Cash and cash equivalents:

Cash and cash equivalents include cash and short-term deposits with original maturity under 90 days.

### (b) Inventory:

Inventory consists of pharmaceuticals held for resale and are stated at the lower of cost, determined on a weighted average basis and net realizable value. Net realizable value is the estimated selling price in the normal course of business less the estimated costs required to bring the inventory to market. Included in the cost of inventories are costs of purchase net of vendor allowances, plus other costs, such as freight, commissions and duty, that are directly incurred to bring inventories to their present location and condition. The provision for inventory obsolescence is assessed regularly based on estimated usage and shelf life of products.

### (c) Equipment:

Equipment are initially recorded at cost. Amortization is provided annually at rates calculated to write off the assets over their estimated useful lives as follows, except in the year of acquisition when one half of the rate is used.

| Asset                             | Basis             | Rate |
|-----------------------------------|-------------------|------|
| Equipment, furniture and fixtures | Declining balance | 20%  |
| Computer equipment                | Declining balance | 55%  |
| Vehicles                          | Declining balance | 30%  |

# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

---

## 1. Significant accounting policies (continued):

### (d) Impairment of long-lived assets:

Equipment is tested for recoverability whenever events or changes in circumstances indicate that their carrying amount may not be recoverable. An impairment loss is recognized when the carrying amount of the asset exceeds the sum of the undiscounted cash flows resulting from its use and eventual disposition. The impairment loss is measured as the amount by which the carrying amount of the long-lived assets exceeds its fair value.

### (e) Revenue recognition:

The Company recognizes revenue when products are delivered, the customer takes ownership and assumes risk of loss, collection of the relevant receivable is probable, persuasive evidence of an arrangement exists and the sales price is fixed or determinable. Revenue is net of items such as returns, allowances and claims for damaged goods, prompt payment incentives, marketing support programs and professional allowances. The Company's offering of products include pharmaceuticals that are subject to price control established by local government authorities.

Income from compensation, claims and government assistance is recognized when collection of the amount receivable is assured.

### (f) Income taxes:

The Company follows the income taxes payable method of accounting for income taxes. Under this method, only current income tax assets and liabilities are recognized which are determined in accordance with the rules established by taxation authorities.

### (g) Foreign currency translation:

Monetary assets and liabilities denominated in foreign currencies are translated into Canadian dollars at the exchange rates prevailing at the balance sheet date. Non-monetary assets and liabilities are translated at historical rates. Revenue and expenses are translated at exchange rates prevailing at the respective transaction dates, with the exception of amortization, which are translated at historic rates. Exchange gains and losses are included in net income.

# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

---

## 1. Significant accounting policies (continued):

### (h) Financial instruments:

Financial instruments are recorded at fair value on initial recognition. Freestanding derivative instruments that are not in a qualifying hedging relationship and equity instruments that are quoted in an active market are subsequently measured at fair value. All other financial instruments are subsequently measured at cost or amortized cost, unless management has elected to carry the instruments at fair value. The Company has not elected to carry any such financial instruments at fair value.

Transaction costs incurred on the acquisition of financial instruments measured subsequently at fair value are expensed as incurred. All other financial instruments that will not be measured subsequently at fair value are adjusted by transaction costs and financing fees that are directly attributable to the origination and acquisition of these instruments. These costs are amortized using the straight-line method.

Financial assets are assessed for impairment on an annual basis at the end of the fiscal year if there are indicators of impairment. If there is an indicator of impairment, the Company determines if there is a significant adverse change in the expected amount or timing of future cash flows from the financial asset. If there is a significant adverse change in the expected cash flows, the carrying value of the financial asset is reduced to the highest of the present value of the expected cash flows, the amount that could be realized from selling the financial asset or the amount the Company expects to realize by exercising its right to any collateral. If events and circumstances reverse in a future period, an impairment loss will be reversed to the extent of the improvement, not exceeding the initial impairment charge.

### (i) Use of estimates:

The presentation of financial statements in accordance with Canadian accounting standards for private enterprises requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the year. Significant items subject to such estimates and assumptions include the estimated useful lives of equipment, the valuation of allowance for accounts receivable, returns and market support programs, valuation of inventories, impairment of financial assets, accruals for accounts payable and provision for other liabilities. Actual results could differ from those estimates.

# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

## 2. Investments:

|                                    | 2022          | 2021          |
|------------------------------------|---------------|---------------|
| Guaranteed investment certificates | \$ 10,000,000 | \$ 15,000,000 |
| Fixed income securities            | 6,315,225     | 6,400,379     |
| Accrued interest                   | 225,592       | 170,875       |
|                                    | 16,540,817    | 21,571,254    |
| Less short-term investments        | 13,540,817    | 15,061,863    |
| Long-term investments              | \$ 3,000,000  | \$ 6,509,391  |

Short-term investments consist of fixed income securities and guaranteed investment certificates with maturity dates less than one year.

The Company has seven (2021 - nine) guaranteed investment certificates bearing interest of 1.30% (2021 - ranging from 0.80% to 1.00%) with maturity dates ranging from February 2023 to April 2023 (2021 - May 2021 to March 2022).

The fixed income securities bears interest at 3% per annum, paid on maturity, and matures in August 2022.

## 3. Derivative financial instruments:

The Company entered into two (2021 - one) foreign exchange forward contracts to manage risks from fluctuations in foreign exchange rates. The Company does not account for its foreign exchange agreements as hedges for accounting purposes and as a result, records the instruments on a mark-to-market basis with resulting gains or losses recorded in, or charged against net income. The contracts have a maturity date of August 2022 and December 2023 respectively.

The change in fair value of these contracts at March 31, 2022 resulted in an unrealized gain of \$197,265 (2021 - \$361,049) which is recorded as other income within net income.

# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

## 4. Accounts receivable:

|  | 2022                | 2021                |
|--|---------------------|---------------------|
| Trade receivables                          | \$ 11,978,885       | \$ 4,683,703        |
| Other receivables                          | 56,008              | 36,111              |
| Less allowance for returns                 | 3,899               | 4,048               |
| Less allowance for market support programs | 7,716,803           | 1,437,310           |
|  | <u>\$ 4,314,191</u> | <u>\$ 3,278,456</u> |

## 5. Inventory:

|                                 | 2022                | 2021                |
|---------------------------------|---------------------|---------------------|
| Finished goods                  | \$ 3,670,375        | \$ 2,789,757        |
| In-transit inventory            | 819,909             | 131,145             |
| Less provision for obsolescence | 471,257             | -                   |
|                                 | <u>\$ 4,019,027</u> | <u>\$ 2,920,902</u> |

In the current year, the cost of inventories that is included in cost of goods sold that was recognized as expense amounted to \$5,704,809 (2021 - \$9,387,671).

## 6. Due from shareholder:

Amounts due from shareholder are unsecured and non-interest bearing. The repayment period is within the next year and the amounts due are in the normal course of business.

## 7. Loan receivable from related party:

Loan receivable is due from a company commonly controlled by the ultimate parent. As at March 31, 2022, the loan balance consists of \$4,000,000 USD (2021 - nil). The loan matures in December 2026 and may be repaid in advance by the borrower. The loan bears interest at 4.17% per annum, payable at the end of each calendar quarter.

The Company has earned interest income in the amount of \$56,008 (2021 - nil) during the year, of which \$56,008 (2021 - nil) is included in accounts receivable at March 31, 2022.

During the year, the Company has recognized a foreign exchange loss of \$159,600 (2021 - nil) on the loan receivable.

# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

## 8. Equipment:

|                                   |                   |                          | 2022             | 2021             |
|-----------------------------------|-------------------|--------------------------|------------------|------------------|
|                                   | Cost              | Accumulated amortization | Net book value   | Net book value   |
| Equipment, furniture and fixtures | \$ 61,721         | \$ 36,161                | \$ 25,560        | \$ 31,686        |
| Computer equipment                | 161,586           | 144,091                  | 17,495           | 35,051           |
| Vehicles                          | 51,264            | 8,688                    | 42,576           | -                |
|                                   | <u>\$ 274,571</u> | <u>\$ 188,940</u>        | <u>\$ 85,631</u> | <u>\$ 66,737</u> |

## 9. Share capital:

|   | 2022         | 2021         |
|---|--------------|--------------|
| Authorized:   |              |              |
| Unlimited Class A shares, voting  |              |              |
| Unlimited Class B shares, non-voting, with dividend and distribution priority over Class A shares |              |              |
| Issued:   |              |              |
| 2,810,881 Class A shares  | \$ 2,810,881 | \$ 2,810,881 |

## 10. Sales returns and other allowances:

Sales returns and other allowances are comprised of prompt payment incentives, sales returns, price protection and inventory nearing expiry allowances.

|                                    | 2022              | 2021                |
|------------------------------------|-------------------|---------------------|
| Prompt payment incentive           | \$ 533,882        | \$ 421,401          |
| Sales returns                      | 58,654            | 984,595             |
| Price protection allowance         | -                 | 522,470             |
| Inventory nearing expiry allowance | -                 | 280,698             |
|                                    | <u>\$ 592,536</u> | <u>\$ 2,209,164</u> |

# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

## 11. Income taxes:

The Company reported income tax expense is calculated in accordance with applicable income tax rules. The income tax expense therefore differs from the application of statutory rates to reported income as a result of the following tax reconciliation items:

|  | 2022         | 2021          |
|--|--------------|---------------|
| Income before income taxes for the year                        | \$ 8,383,402 | \$ 36,486,691 |
| Combined statutory income tax rate                             | 26.50 %      | 26.50 %       |
| Income tax expense at combined federal and provincial tax rate | \$ 2,221,601 | \$ 9,668,973  |
| Impact of timing difference in amortization                    | 818          | 5,271         |
| Non-deductible expenses  | 6,968        | 5,021         |
| Net capital loss carried forward                               | -            | 82,073        |
| Unrealized loss (gain)   | 12,784       | (95,678)      |
| True-up of prior year's provision                              | 8,596        | -             |
| Effective tax expense  | \$ 2,250,767 | \$ 9,665,660  |

## 12. Related party transactions:

During the year, the Company purchased \$6,475,284 (2021 - \$10,062,131) of finished goods from its shareholder. These purchases were made in normal course of business and are measured at the exchange amount, which is the amount of consideration established and agreed to by the related party.

## 13. Commitments:

The Company's total obligations, under operating leases for occupied premises, exclusive of realty taxes and other occupancy charges in the future years are as follows:

|      |    |         |
|------|----|---------|
| 2023 | \$ | 89,610  |
| 2024 |    | 44,805  |
|      | \$ | 134,415 |

# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

---

## 14. Contingent liabilities:

The Company is defending an intellectual property proceeding initiated against it in connection with its submission for an approval to market a product. The Company has filed a counterclaim that the proceeding initiated against it is void and of no force and effect. There is no exposure to damages as the Company has not yet sold the product. The exposure is limited to costs that may be awarded to prevailing party which is difficult to quantify.

## 15. Credit facility:

The Company has an operating line of credit in the amount of \$2,000,000 bearing interest at the bank prime rate plus 1.5%. It is secured by a general security agreement. There were no amounts outstanding at the end of the year (2021 - nil).

## 16. Economic dependence:

The Company primarily purchases its product from its shareholder in India. The Company is exposed to risk associated with the non-performance of the shareholder which can be directly impacted by a decline in economic conditions, which would impair the shareholder's ability to satisfy their obligations to the Company or the supply of inventory.

## 17. Financial risks and concentration of risk:

The Company is exposed to various risks through its financial instruments. The following analysis provides a measure of the Company's risk exposure and concentrations at the balance sheet date.

### (a) Significant customers and credit risk:

The Company is exposed to credit risk in the event of non-performance by counterparties in connection with its cash, accounts receivable, and investments. In order to reduce its credit risk from receivables, the Company reviews its existing receivables' credit performance. An allowance for doubtful accounts is established based upon factors surrounding the credit risk of specific accounts, historical trends and other information. The Company manages the credit risk from its cash balances by maintaining its accounts with credit worthy and highly reputable financial institutions. The Company does not obtain collateral or other security to support the accounts receivable subject to credit risk but mitigates this risk by dealing only with what management believes to be financially sound counterparties and, accordingly, does not anticipate significant losses for non-performance.

The Company has two customers (2021 - three) which account for 35% (2021 - 61%) of gross sales and has 38% of trade receivables at March 31, 2022 (2021 - 72%).



# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

---

## 17. Financial risks and concentration of risk (continued):

(b) Liquidity risk:

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with financial liabilities. The Company is exposed to this risk mainly in respect of its accounts payable and to meet commitments. The Company expects to meet these obligations as they come due by generating sufficient cash flow from operations and borrowings from its shareholder. In addition, the Company manages liquidity risk by maintaining sufficient cash on hand to settle obligations. There has been no change in the risk assessment from the prior year.

(c) Currency risk:

Currency risk is the risk that the fair value or future cash flows will fluctuate because of changes in foreign exchange rates. Approximately all of the Company's purchases are from a foreign company. These purchases are payable in Canadian dollars. At year end, the Company had no amounts payable in foreign currencies.

The Company has US\$5,242,267 (2021 - US\$5,187,175) total cash and investments denominated in foreign currencies. The Company also has a related party loan receivable for US\$4,000,000 (2021 - nil) as described in note 7.

The Company manages its exposure to fluctuations in foreign exchange rates through the use of foreign exchange forward contracts. At March 31, 2022, the contract value of the derivative financial instrument is US\$9,093,050 (2021 - US\$5,093,050).

(d) Interest rate risk:

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company does not have significant exposure to interest rate risk on its liabilities as the balances are non-interest bearing. The Company's investments earn interest at fixed rates.

# NATCO PHARMA (CANADA) INC.

Notes to Financial Statements (continued)

Year ended March 31, 2022

---

## **18. COVID-19 pandemic:**

In March 2020, the COVID-19 outbreak was declared a pandemic by the World Health Organization. The situation is dynamic and the ultimate duration and magnitude of the impact on the economy and the financial effect on our operations is not known at this time. This has resulted in governments worldwide, including the Canadian and Provincial governments, enacting emergency measures to combat the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods and social distancing. Operations at the Company have not been materially impacted as the Company is considered an essential services by the government authorities. There have been some delays in receiving fresh inventory due to the COVID-19 lockdowns and transport delays, however, this is being addressed and is not expected to have any serious impact in the normal business operations to the Company. Furthermore, management has reviewed the assets of the Company and determines that no impairment is necessary in respect of its accounts receivable and investments due to creditworthiness of the counterparty and durations until maturity.

## **19. Comparative information:**

The financial statements have been reclassified, where applicable, to conform to the presentation used in the current year end. The changes do not affect prior year income.