

SUN PHARMA EAST AFRICA LIMITED

REPORT AND FINANCIAL STATEMENTS

31 MARCH 2021

PATEL SHAH JOSHI & ASSOCIATES

CERTIFIED PUBLIC ACCOUNTANTS

SUN PHARMA EAST AFRICA LIMITED

REPORT AND FINANCIAL STATEMENTS - 31 MARCH 2021

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SUN PHARMA EAST AFRICA LIMITED

DIRECTORS AND OTHER PARTICULARS - 31 MARCH 2021

DIRECTORS	Lakshman Kumar (Appointed on 31-01-2021) Thomas Kurusinkal Antony (Resigned on 31-01-2021) Rajesh Khushalchand Shah
REGISTERED OFFICE	Plot No. L R 209/13257/1 3rd Floor, Centre Point Parklands Road P O Box 41684 - 00100 NAIROBI
PRINCIPAL PLACE OF BUSINESS	Plot No. L R 209/20162 M02, Mezzanine Floor, Park Place 2nd Avenue Parklands P O Box 66180 - 00800 NAIROBI
SECRETARY	Richard Maina Kamami Certified Public Secretary (Kenya) P O Box 14474 - 00100 NAIROBI
INDEPENDENT AUDITORS	Patel Shah Joshi & Associates Certified Public Accountants P O Box 41684 - 00100 NAIROBI
BANKER	Diamond Trust Bank Kenya Limited Cross Road Branch P O Box 28575 - 00100 NAIROBI

SUN PHARMA EAST AFRICA LIMITED

REPORT OF THE DIRECTORS

The directors have pleasure in presenting their annual report together with the audited financial statements of the company for the year ended 31 March 2021.

PRINCIPAL ACTIVITY

The main activity of the company is dealing in human pharmaceuticals - import, marketing and whole-sale distribution.

RESULTS AND DIVIDENDS

The profit for the year amounting to K Sh 22,509,038 (2020: K Sh 15,415,863) has been adjusted to the revenue reserves.

The directors do not recommend the payment of any dividend during the year under review.

DIRECTORS

The directors who held office during the year and to the date of this report are set out on page 1. All the present directors continue in office in the ensuing year.

STATEMENT AS TO DISCLOSURES TO THE COMPANY'S AUDITOR

The directors in office at the date of this report confirm that, to the best of their knowledge and belief,

- a) all the relevant audit information was availed to the Company's auditor; and
- b) they took all the steps required to be taken so as to be aware of any relevant audit information and to establish that the Company's auditor is availed with such information.

INDEPENDENT AUDITORS

Messrs Patel Shah Joshi & Associates are eligible for re-appointment as independent auditors in accordance with Section 717 (2) of the Companies Act, 2015.

ON BEHALF OF THE BOARD

DIRECTOR

Date: _____

SUN PHARMA EAST AFRICA LIMITED

STATEMENT OF DIRECTORS' RESPONSIBILITIES FOR THE YEAR ENDED 31 MARCH 2021

The Kenyan Companies Act, 2015 requires the directors to prepare financial statements for each financial year, that give a true and fair view of the financial position of the company as at the end of the financial year and of its profit and loss for the year. It also requires the directors to ensure that the company keeps proper accounting records that:

- a) show and explain the transactions of the company;
- b) disclose, with reasonable accuracy, the financial position of the company; and
- c) enable the directors to ensure that every financial statement required to be prepared complies with the requirements of the Companies Act, 2015.

The directors accept responsibility for the preparation and presentation of these financial statements in accordance with International Financial Reporting Standards and in the manner required by the Kenyan Companies Act, 2015. They also accept responsibility for:

- i) design, implementing and maintaining such internal controls as they determine necessary to enable the presentation of the financial statements that are free from material misstatements, whether due to fraud or error;
- ii) selecting suitable accounting policies and applying them consistently.
- iii) making accounting estimates and judgments that are reasonable in the circumstances.

Having made an assessment of the company's ability to continue as a going concern, the directors are not aware of any material uncertainties related to events or conditions that may cast doubt upon the company's ability to continue as a going concern.

The directors acknowledge that the independent audit of the financial statements does not relieve them of their responsibilities.

Approved by the board of directors on..... 2021 and signed on its behalf by:

Director

Director

Date: _____

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF SUN PHARMA EAST AFRICA LIMITED

Opinion

We have audited the accompanying financial statements of Sun Pharma East Africa Limited set out on pages 6 to 18. These financial statements comprise the statement of financial position as at 31 March 2021, the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the company as at 31 March 2021 and of its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards and the Kenyan Companies Act, 2015.

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 Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) together with the ethical requirements that are relevant to our audit of the financial statements in Kenya. We have fulfilled our ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Directors' responsibility for the financial statements

The directors are responsible for the preparation and fair presentation of the financial statements that give a true and fair view in accordance with International Financial Reporting Standards and the requirements of the Kenyan Companies Act, 2015. and for such internal control as the directors determine 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, the directors are responsible for assessing the 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 the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibility for 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 auditor's 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 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.

REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF SUN PHARMA EAST AFRICA LIMITED

Auditor's responsibility for the financial statements (continued)

- 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 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 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 auditor's 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 the auditor's report. However, future events or conditions may cause the company 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.

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.

Report on other legal requirements

In our opinion the information given in the report of the directors on page 2 is consistent with the financial statements.

As required by the Kenyan Companies Act, 2015 we report to you, based on our audit, that:

- i) 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;
- ii) in our opinion proper books of account have been kept by the company, so far as appears from our examination of those books; and
- iii) the company's statement of financial position and statement of profit or loss and other comprehensive income are in agreement with the books of account.

The engagement partner responsible for the audit resulting in this independent auditor's report was **CPA K V S K Sastry**, Practising Certificate No. P1228.

Patel Shah Joshi & Associates
Certified Public Accountants

Nairobi

.....**2021**

SUN PHARMA EAST AFRICA LIMITED

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 MARCH 2021

	Notes	2021 K Sh	2020 K Sh
Turnover		797,910,966	746,058,630
Cost of sales		(529,376,934)	(522,417,751)
Gross profit		268,534,032	223,640,879
Interest income		30,457	28,577
Net foreign exchange fluctuations		(35,057,563)	(23,866,777)
Other incomes		3,055,000	-
Administration costs		(76,544,605)	(70,180,379)
Marketing expenses		(123,170,027)	(100,236,593)
Other operating costs		(824,836)	(1,072,750)
Operating profit	3	36,022,458	28,312,957
Finance cost	4	(1,951,452)	(3,530,914)
Profit before tax		34,071,006	24,782,043
Tax	5	(11,561,968)	(9,366,180)
Net profit after tax		22,509,038	15,415,863
Other comprehensive income		-	-
Total comprehensive income for the year transferred to statement of changes in equity		22,509,038	15,415,863

Report of the independent auditors - page 4 & 5

The accounting policies and notes on pages 10 to 18 form an integral part of these financial statements.

SUN PHARMA EAST AFRICA LIMITED

STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2021

ASSETS	Notes	2021 K Sh	2020 K Sh
Non-current assets			
Furniture, equipment & vehicles	6	2,476,325	3,229,341
Deferred tax	7	40,242,757	51,795,588
		-----	-----
		42,719,082	55,024,929
		-----	-----
Current assets			
Inventories	8	235,348,949	178,763,154
Trade and other receivables	9	333,054,026	311,178,210
Cash and cash equivalents	10	25,992,202	27,252,991
Tax recoverable		1,765,852	-
		-----	-----
		596,161,029	517,194,355
		-----	-----
Total assets		638,880,111	572,219,284
		=====	=====
EQUITY AND LIABILITIES			
Capital and reserves			
Share capital	11	100,000	100,000
Revenue deficit		(115,918,527)	(138,427,564)
		-----	-----
		(115,818,527)	(138,327,564)
		-----	-----
Non-current liabilities			
Borrowings	12	-	54,268,145
		-----	-----
Current liabilities			
Trade and other payables	13	754,698,638	656,277,918
Tax payable		-	785
		-----	-----
		754,698,638	656,278,703
		-----	-----
Total equity and liabilities		638,880,111	572,219,284
		=====	=====

Report of the independent auditors - page 4 & 5

The accounting policies and notes on pages 10 to 18 form an integral part of these financial statements.

The financial statements were approved by the Board of Directors on2021 and signed on its behalf by:-

DIRECTOR

DIRECTOR

SUN PHARMA EAST AFRICA LIMITED

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 MARCH 2021

	Share capital K Sh	Revenue reserve K Sh	Total K Sh
Balance as at 1 April 2019	100,000	(153,843,427)	(153,743,427)
Total comprehensive income for the year	-	15,415,863	15,415,863
	-----	-----	-----
Balance as at 31 March 2020	100,000	(138,427,564)	(138,327,564)
Total comprehensive income for the year	-	22,509,038	22,509,038
	-----	-----	-----
Balance as at 31 March 2021	100,000	(115,918,527)	(115,818,527)
	=====	=====	=====

Report of the independent auditors - page 4 & 5

The accounting policies and notes on pages 10 to 18 form an integral part of these financial statements.

SUN PHARMA EAST AFRICA LIMITED

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 MARCH 2021

	Notes	2021 K Sh	2020 K Sh
Operating activities			
Cash generated from / (used in) operations	14	20,314,836	(12,474,365)
Tax paid		(1,775,774)	(4,284)
		-----	-----
Net cash generated / (used in) operating activities		18,539,062	(12,478,649)
		-----	-----
Investing activities			
Acquisition of fixed assets	6	(71,820)	(2,005,676)
		-----	-----
Net cash used in investing activities		(71,820)	(2,005,676)
		-----	-----
Financing activities			
Repayment of interest	14	(517,449)	(1,141,755)
Repayment of borrowings	12	(55,702,148)	-
		-----	-----
Net cash used in financing activities		(56,219,597)	(1,141,755)
		-----	-----
Decrease in cash and cash equivalents		(37,752,355)	(15,626,080)
		-----	-----
Movement in cash and cash equivalents			
At start of the year		27,252,991	17,004,710
Decrease during the year		(37,752,355)	(15,626,080)
Effect of exchange rate fluctuations		36,491,566	25,874,360
		-----	-----
At end of the year	10	25,992,202	27,252,991
		=====	=====

Report of the independent auditors - page 4 & 5

The accounting policies and notes on pages 10 to 18 form an integral part of these financial statements.

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

1. SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies adopted in the preparation of these financial statements are set out below:-

a) Accounting convention

The financial statements were prepared in accordance with and comply with International Financial Reporting Standards. They were prepared under the historical cost convention.

b) Depreciation

Depreciation is charged on fixed assets so as to write off their cost over their expected useful lives using the reducing balance method, at the following annual rates:-

Motor vehicles	25 %
Office equipment	12.5 %
Furniture & equipment	12.5 %

c) Intangible assets

The cost of computer software is capitalised on the basis of the total sums incurred by the company to acquire and bring to use the specific software. These costs are amortised over their estimated useful life of five years.

d) Inventories

Inventories are consistently valued by the directors at the lower of cost and net realizable value with due allowance for any obsolete and slow moving items. Cost is determined by the weighted average cost method. Net realizable value is the estimate of the selling price in the ordinary course of business, less the costs of completion and selling expenses.

e) Trade and other receivables

Trade receivables are carried at original invoiced amounts less provision for impairment. A provision for impairment is established when there is objective evidence that the company will not be able to collect the amounts due. Such provisions are recognised in the statement of profit or loss as bad debts in the year in which they are identified.

f) Cash and cash equivalents

Cash and cash equivalents include cash in hand and balances at bank.

g) Borrowings

Borrowings are recognized initially at the proceeds received, net of transaction costs incurred. Any difference between the proceeds received (net of transaction costs) and the redemption value is recognized in the statement of profit or loss over the year of the borrowing as an interest expense. Borrowings are classified as current liabilities unless the company has unconditional right to defer settlement of the liability for at least 12 months after the statement of financial position date.

h) Trade and other payables

Liabilities for trade and other amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for goods and services received, whether or not billed.

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

1. SIGNIFICANT ACCOUNTING POLICIES

i) Foreign exchange fluctuations

Assets and liabilities in foreign currency are translated into Kenya shillings at the rate of exchange ruling at the statement of financial position date. Transactions during the year in foreign currency are translated at the rate of exchange ruling at the transaction date. Any exchange fluctuations are dealt with in the statement of profit or loss.

j) Taxation

Tax is provided at the rate of thirty per cent based on the results for the year as adjusted in accordance with the current tax legislation.

k) Deferred tax

Deferred tax is provided using the liability method for all temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes. Currently enacted tax rates are used to determine deferred income tax.

l) Revenue recognition

Sales represents invoices raised during the year net of discounts and credit notes and excluding Value Added Tax (VAT).

All other income is recognised on receipt basis.

m) IFRS16 Leases

IFRS 16 'Leases' (issued in January 2016) effective for annual periods beginning on or after 1 January 2019, replaces IAS 17 'Leases', IFRIC 4 'Determining whether an arrangement contains a lease and their interpretations (SIC-15 and SIC-27). IFRS 16 establishes principles for the recognition, measurement, presentation and disclosure of leases, with the objective of ensuring that lessees and lessors provide relevant information that faithfully represents those transactions. The standard introduces a single lessee accounting model and requires a lessee to recognise assets and liabilities for all the leases, with a term of more than 12 months, unless the underlying asset is of low value. A Lessee is required to recognise a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. Since the sub-lease with Sun Pharma East Africa Limited has expired and has not been renewed, this does not prompt us to create a right-of -use asset and lease liability in the accounts.

n) Comparative figures

Comparative figures are adjusted, wherever necessary, to conform to the changes in the presentation for the current year.

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

2. MEASURES FOR THE FORTHCOMING YEAR

a) Marketing Strategy

During the year 2021-22 The company intends to focus in building institutional businesses which were hampered by the covid-19 pandemic in the previous year, the restructuring of target market was done in the previous year and now the company will try to consolidate and grow in these new expanded territories. The company intends to continue its aggressive focus in Cardiology, Central Nervous Systems (CNS) and general range to push the business further. The focus will also remain to develop the outstation markets to become meaningful players in these regions.

b) Operational efficiency

The Company carried out a goal setting exercise for all divisions. The focus was on market detailing, intensifying the reach to hospitals and doctors and providing useful feedback for management action and follow-up. This gave the company more operational control during the year thus no much change will happen in the year 2021-22

c) Staffing

During 2021-22, the company does not have any intentions of expanding its staff base.

d) Cost reduction

During 2021-22, the Company will not see any major changes in the expense head.

OUTLOOK 2021-21

Despite current economic slow down caused by Covid-19 pandemic the company projects to achieve better sales growth compared to the previous year. However, the company will leverage the soft credit terms availed by the parent company to ensure constant availability of the entire range of products and will enhance the marketing and promotion efficiencies through constant feedback initiative introduced during the year 2021-22, and improving control over the sales and marketing team. No changes are expected in the operating costs and hence will maintain almost the same cost in 2021-22.

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

	2021 K Sh	2020 K Sh
3. OPERATING PROFIT		
is stated after charging:		
Amortisation of intangible assets	-	63,415
Auditors' remuneration	285,000	250,000
Depreciation	824,836	1,072,750
Directors' remuneration	10,451,874	11,470,271
Staff cost - Note 16	99,682,374	77,516,491
	=====	=====
4. FINANCE COST		
Interest on loan	517,449	3,218,649
Foreign exchange fluctuations	1,434,003	312,265
	-----	-----
	1,951,452	3,530,914
	=====	=====
5. TAX		
This comprises:		
Current tax	9,137	8,573
Deferred tax charge - Note 7	11,552,831	9,357,607
	-----	-----
Tax charge	11,561,968	9,366,180
	=====	=====
The tax on the company's profit before tax differs from the theoretical amount that would arise using the basic tax rate as follows:		
Profit before tax	34,071,006	24,782,043
	-----	-----
Tax calculated at the rate of 30%	10,221,302	7,434,613
Tax effects of :-		
Expenses not deductible for tax purposes	1,340,220	1,930,974
Permanent difference on motor vehicles restriction	446	593
	-----	-----
Tax charge	11,561,968	9,366,180
	=====	=====

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

6. FURNITURE, EQUIPMENT AND VEHICLES

	Furniture & Equipment K Sh	Office Equipment K Sh	Motor Vehicles K Sh	Computers & Related Equipments K Sh	Total K Sh
COST					
As at 01 April 2020	55,125	70,296	7,852,060	185,000	8,162,481
Additions	-	-	-	71,820	71,820
	-----	-----	-----	-----	-----
As at 31 March 2021	55,125	70,296	7,852,060	256,820	8,234,301
	-----	-----	-----	-----	-----
DEPRECIATION					
As at 01 April 2020	22,812	18,447	4,836,380	55,500	4,933,139
Charge for the year	4,039	6,481	753,920	60,396	824,836
	-----	-----	-----	-----	-----
As at 31 March 2021	26,851	24,928	5,590,300	115,896	5,757,975
	-----	-----	-----	-----	-----
CARRYING VALUES					
As at 31 March 2021	28,274	45,368	2,261,760	140,924	2,476,325
	=====	=====	=====	=====	=====
As at 31 March 2020	32,313	51,849	3,015,680	129,500	3,229,341
	=====	=====	=====	=====	=====

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

	2021 K Sh	2020 K Sh	
7. DEFERRED TAX			
Deferred taxes are calculated, in full, on all temporary differences under the liability method using an enacted tax rate of 30%. The movement of deferred tax account is as follows:			
At start of year	(51,795,588)	(61,153,195)	
Charge to profit or loss - Note 5	11,552,831	9,357,607	
	-----	-----	
At end of year	(40,242,757)	(51,795,588)	
	-----	-----	
Deferred tax asset and deferred tax charge in the statement of profit or loss is attributable to the following items:			
	01-Apr-20	Charge to	31-Mar-21
		P / L	
	K Sh	K Sh	K Sh
Deferred tax asset			
Accelerated tax depreciation	-	(3,651)	(3,651)
Tax losses carried forward	(43,787,932)	4,400,219	(39,387,713)
Unrealised exchange differences	(8,007,656)	7,156,263	(851,393)
	-----	-----	-----
Net deferred tax asset	(51,795,588)	11,552,831	(40,242,757)
	=====	=====	=====
8. INVENTORIES			
Stock-in-trade	192,557,326	136,739,190	
Merchandise-in- transit	42,791,623	42,023,964	
	-----	-----	
	235,348,949	178,763,154	
	=====	=====	
9. TRADE AND OTHER RECEIVABLES			
Trade receivables	314,850,423	300,576,883	
Other receivables	16,288,103	8,951,171	
Prepayments	1,915,500	1,650,155	
	-----	-----	
	333,054,026	311,178,210	
	=====	=====	
10. CASH AND CASH EQUIVALENTS			
Cash in hand	195,398	70,544	
Balances at bank	25,796,804	27,182,447	
	-----	-----	
	25,992,202	27,252,991	
	=====	=====	

For the purpose of the statement of cash flows, the year end cash and cash equivalents comprise of the above.

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

	2021 K Sh	2020 K Sh
11. SHARE CAPITAL		
Authorized, issued & fully paid-up:		
1,000 Ordinary Shares of K Sh 100 each	100,000	100,000
	=====	=====
12. BORROWINGS		
Non - current		
Loan from related party - Note 15	-	54,268,145
	=====	=====
<p>The loan from related party (Sun Pharma Global FZE) carried interest at 4% per annum on outstanding principal amount from 1st April 2015. The loan was unsecured and has no fixed repayment schedule. The loan was fully repaid during the year 2020/21.</p>		
13. TRADE AND OTHER PAYABLES		
Trade payables	6,140,435	13,166,395
Provisions and accruals	18,198,273	2,243,030
Balance due to related party - Note 15	730,359,929	640,868,492
	-----	-----
	754,698,638	656,277,918
	=====	=====
14. CASH USED IN OPERATIONS		
Reconciliation of profit before tax to cash used in operations:		
Profit before tax	34,071,006	24,782,043
Adjustments for:		
Amortisation of intangible asset	-	63,415
Depreciation	824,836	1,072,750
Effect of exchange rate fluctuations	(35,057,563)	(23,866,777)
Interest expense	517,449	3,218,649
Changes in working capital:		
Decrease in inventories	(56,585,795)	18,530,582
Increase in receivables	(21,875,815)	(67,179,579)
Increase / (decrease) in payables	98,420,719	30,904,552
	-----	-----
Cash used in operations	20,314,836	(12,474,365)
	=====	=====

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

	2021 K Sh	2020 K Sh
15. RELATED PARTY TRANSACTIONS		
The following arm's length transactions were carried out with parties which are related through common shareholding and / or common directorships.		
Purchases of goods	607,555,497 =====	473,298,912 =====
Interest charged on loan	517,449 =====	3,218,649 =====
The following amounts are due to related parties:		
Payables to related party - Note 13		
Sun Pharmaceuticals Industries Ltd	730,359,929 =====	640,868,492 =====
Borrowing from related party - Note 12		
Sun Pharma Global FZE	- =====	54,268,145 =====
16. STAFF COST		
Directors' remuneration	10,451,874 -----	11,470,271 -----
Salaries and wages - Administrative	45,654,076	41,018,310
Salaries and wages - Marketing	52,879,004	35,237,934
Staff welfare	1,149,294	1,260,246
	----- 99,682,374 =====	----- 77,516,491 =====

The average number of staff in employment during the year was 60 (2020:56).

17. INCORPORATION AND DOMICILE

The Company is incorporated in Kenya under the Companies Act and is domiciled in Kenya.

18. CURRENCY

These financial statements are presented in Kenya Shillings (K Sh).

SUN PHARMA EAST AFRICA LIMITED

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2021

19. FINANCIAL RISK MANAGEMENT POLICIES

The company's activities expose it to a variety of financial risks including credit and liquidity risks, effects of changes in foreign currency, interest rates as well as changes in market prices of company's products. The company's overall risk management programme focuses on unpredictability of changes in business environment and seeks to minimize the potential adverse effects of such risks on its performance by setting acceptable levels of risk. The company's financial risk management objectives and policies are detailed below:

a) Capital risk

The company manages its capital to ensure that it will be able to continue as a going concern while maximizing the return through the optimum use of the available resources. The capital structure of the company consists of paid up capital, retained earnings and external borrowings. The company endeavours to maximize the return on each component.

b) Credit risk

The company's credit risk is primarily attributable to trade receivables and trade payables. The company constantly monitors its credit risks on these aspects in line with its overall risk management policies and responds to specific situations within the parameters set. The company does not hedge any risks and has in place policies to ensure that credit is extended to customers with established credit history.

c) Interest rate risk

The interest rate risk exposure arises mainly from interest rate movements on the company's borrowings. Further, the company, from time to time, in order to position itself for expected demand for liquid funds, holds deposits with institutions which also is a subject of interest rate risk. The company manages the risk by a constant contact with the financial markets in order to optimize its revenue and expense and responds to any adverse situations in accordance with the general trends in financial markets.

d) Liquidity risk

The company manages its liquidity risk by intelligent treasury management practices, formulated on the basis of constant assessment of its requirements, present and future and sourcing of funds - internal or external including ploughing back of its own financial resources.

e) Market risk

The company's market risk stems from procurement of its inputs and distribution of its products. The company closely monitors the implementation of its procurement policy, inventory policy as well as credit policy with a view to optimize its market share as well as to respond to external threats. The company regularly reviews its core strengths and seeks to put such strengths to optimum use to maintain its niche in the market - present and future.

SUN PHARMA EAST AFRICA LIMITED

Annex I

**DETAILED STATEMENT OF PROFIT OR LOSS
FOR THE YEAR ENDED 31 MARCH 2021**

	2021 K Sh	2020 K Sh
Turnover	797,910,966	746,058,630
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Less: Cost of sales		
Opening stock	178,763,153	197,293,735
Purchases	577,706,815	497,049,369
Product registration fees & regulatory expenses	8,255,914	6,837,800
Closing stock	(235,348,949)	(178,763,153)
	-----	-----
Cost of sales	529,376,934	522,417,751
	-----	-----
Gross profit	268,534,032	223,640,879
Foreign exchange fluctuations	(35,057,563)	(23,866,777)
Insurance compensation	-	-
Interest income	30,457	28,577
Other Income	3,055,000	-
	-----	-----
	236,561,926	199,802,679
	-----	-----
Less: Expenses		
Administration	76,544,605	70,180,379
Marketing	123,170,027	100,236,593
Finance	1,951,452	3,530,914
Depreciation	824,836	1,072,750
	-----	-----
	202,490,920	175,020,636
	-----	-----
Profit before tax	34,071,006	24,782,043
	=====	=====

**SCHEDULE OF EXPENSES
FOR THE YEAR ENDED 31 MARCH 2021**

	2021	2020
	K Sh	K Sh
ADMINISTRATION		
Accountancy fees	2,266,200	2,179,200
Amortisation charge	-	63,415
Audit fees	285,000	250,000
Bank charges	488,592	447,227
Computer expenses	226,764	102,000
Directors' remuneration	10,451,874	11,470,271
Immigration & work permit expenses	751,240	1,603,187
Insurance	2,758,120	2,427,930
License	69,500	49,500
Motor vehicles running expenses	444,857	384,116
Postage, telephone and internet	967,589	1,160,787
Printing & stationery	205,855	221,044
Professional fees	62,714	112,164
Rent expenses	7,242,697	5,846,403
Salaries and wages	45,654,076	41,018,310
Secretarial fees	19,928	17,500
Staff welfare	1,149,294	1,260,246
Subscription	10,000	10,000
Travelling expenses	3,458,972	1,402,079
Training & development	31,334	155,000
	-----	-----
	76,544,605	70,180,379
	=====	=====
MARKETING		
Marketing expenses	48,431,714	38,230,764
Salaries and wages	52,879,004	35,237,934
Travelling expenses	21,859,309	26,767,895
	-----	-----
	123,170,027	100,236,593
	=====	=====
FINANCE COST		
Interest on loan	517,449	3,218,649
Foreign exchange fluctuations	1,434,003	312,265
	-----	-----
	1,951,452	3,530,914
	=====	=====
DEPRECIATION		
Computer & computer equipments	60,396	55,500
Motor vehicles	753,920	1,005,227
Office equipment	6,481	7,407
Furniture, fittings & equipment	4,039	4,616
	-----	-----
	824,836	1,072,750
	=====	=====