

## Summary Memorandum

|                        |                   |                    |            |
|------------------------|-------------------|--------------------|------------|
| <b>Group Name:</b>     | HBL Group         | <b>Period end:</b> | 31/03/2019 |
| <b>Component Name:</b> | HBL America, Inc. |                    |            |

## SECTION A

SUMMARY OF AUDIT APPROACH

We were engaged to perform an audit of the March 31, 2019 financial statement accounts of HBL America, Inc. (the Company). We performed our audit in accordance with International Financial Reporting Standards (IFRS). The Company's accounting records are maintained in accordance with accounting principles generally accepted in the United States of America (US GAAP), and it is the Company's responsibility to provide the proper reconciliation of the differences between US GAAP and IFRS. We have audited the reconciliations of the accounts to determine that the Financial Reporting Package is prepared in accordance with IFRS.

The scope of our procedures was not materially altered and there were no scope limitations placed on our audit scope or related procedures.

SUMMARY OF ACTUAL FINANCIAL RESULTS**Profit and Loss Statement - Key Figures**

|      | <b>Particulars</b>  | <b>Figures for the current reporting period</b> | <b>Figures for the previous reporting period</b> | <b>\$ Change</b> | <b>% Change</b> |
|------|---|---|--|------------------|-----------------|
| I    | Revenue from Operations   | 3,359,334                                       | 3,074,264  | 285,070          | 9%              |
| III  | Total Income (I+II)   | 3,359,334                                       | 3,074,264  | 285,070          | 9%              |
| IV   | <b>EXPENSES</b>   |   |  |                  |                 |
|      | Purchases of Stock-in-Trade   | 2,767,073                                       | 2,305,853  | 461,220          | 20%             |
|      | Changes in inventories of finished goods, Stock-in-Trade and work-in-progress | (167,404)                                       | 138,770  | (306,174)        | 221%            |
|      | Employee benefit expenses   | 437,158   | 472,843  | (35,685)         | -8%             |
|      | Finance costs   | 7,142   | 5,726  | 1,416            | 25%             |
|      | Depreciation and amortisation expense   | 17,796  | 18,499   | (703)            | -4%             |
|      | Other Expenses  | 268,297   | 295,904  | (27,607)         | -9%             |
|      | Total Expenses (IV)   | 3,330,062                                       | 3,237,595  | 92,467           | 3%              |
| VI   | Exceptional items   | -   | -  | -                | 0%              |
| VII  | Profit/(loss) before tax (V-VI)   | 29,272  | (163,331)  | 192,603          | 118%            |
| VIII | <b>Tax Expense</b>  |   |  |                  |                 |
|      | 1) Current tax  | 400   | 400  | -                | 0%              |
|      | 2) Deferred tax   | -   | -  | -                | 0%              |
| IX   | Profit/(loss) for the period  | 28,872  | (163,731)  | 192,603          | 118%            |

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### Comments

**Revenue** – There has been an overall increase in revenue from the previous reporting period. In our analysis of this increase it was noted that in the two years the Company sold to 110 different customers. Some end-user customers buy very infrequently as products have a long life. Distributors and OEMs buy more frequently, but their business levels of the Company's products can vary significantly. A significant difference in the customer makeup year by year, and the resulting volatility in the customer makeup, was noted. Some of the biggest swings positive were Benning, Battery USA, Siemens, Metro St. Louis, and CB&I. The biggest swings negative were SBS, Stadler, Adelco, Ametek, and Standby Energy. An analysis of the top 3 customers each year is presented below.

### Top 3 Customers Analysis

| Customer                        | 2019      | Customer        | 2018      |
|---------------------------------|-----------|-----------------|-----------|
| Benning Power Electronics, Inc. | 473,500   | SBS             | 666,831   |
| Siemens Industry, Inc. (IMA083) | 467,793   | Adelco (USD)    | 389,419   |
| SBS                             | 358,479   | Stadler US Inc. | 282,239   |
|                                 | 1,299,772 |                 | 1,338,489 |
| % Total Revenue                 | 39%       |                 | 44%       |

As shown above, the mix of the top 3 customers has shifted and resulted in a decrease in the percent of total revenue.

### Gross Margin Analysis

| Particulars   | Figures for the current reporting period | Figures for the previous reporting period |
|---|--|---|
| Revenue from Operations   | 3,359,334                                | 3,074,264                                 |
| Less: Purchases of Stock-in-Trade   | 2,767,073                                | 2,305,853                                 |
| Less: Changes in inventories of finished goods, Stock-in-Trade and work-in-progress | (167,404)                                | 138,770                                   |
| Gross Operating Margin  | 759,665                                  | 629,641                                   |
| GM %  | 23%                                      | 20%                                       |

As shown above, gross margin for the current reporting period is consistent, albeit slightly improved, relative to the previous reporting period. The improvement may be a result of the changes in revenue by customer in the current reporting period, relative to the previous reporting period, as indicated in the above analysis of revenue.

**Expenses:** Overall operating expenses decreased during the current reporting period, compared to the previous reporting period. The primary expense items that decreased are described below.

**Payroll & Employee Benefits** – The Company hired a new employee during the previous reporting period, leading to higher payroll & benefits costs. However, in the current reporting period, the new employee was sufficiently trained so that another employee was able to go from full-time to part-time status. These changes are the primary reasons for the overall decrease in payroll & employee benefits expenses in the current reporting period.

**Commissions Expense** – As noted in the above analysis of revenue, the customer mix can be volatile from year to year resulting in volatility of the commissions paid. The overall reduction in commissions expense in the current reporting period is due to the change in customer mix from the previous reporting period.



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## Balance Sheet - Key Figures

|   | Particulars  | Figures as<br>of the end<br>of current<br>reporting<br>period | Figures as<br>of the end<br>of previous<br>reporting<br>period | \$ Change | % Change |
|---|--|---|--|-----------|----------|
|   | <b>ASSETS</b>  |   |  |           |          |
| 1 | Non-Current Assets   |   |  |           |          |
|   | a) Property, Plant and Equipment   | 55,703  | 72,601   | (16,898)  | -23%     |
|   | e) Other Intangible Assets   | 8,975   | 8,975  | -         | 0%       |
|   | j) other non-current assets (security deposit)   | 9,869   | 9,869  | -         | 0%       |
|   |  | 74,547  | 91,445   | (16,898)  | -18%     |
| 2 | Current Assets   |   |  |           |          |
|   | a) Inventories   | 597,766   | 430,362  | 167,404   | 39%      |
|   | ii) Trade receivables  | 804,362   | 566,165  | 238,197   | 42%      |
|   | iii) Cash and cash equivalents   | 100,741   | 126,578  | (25,837)  | -20%     |
|   | vi) Others (to be specified)   | 22,867  | 26,029   | (3,162)   | -12%     |
|   | d) other current assets  | 2,121   | 9,014  | (6,893)   | -76%     |
|   |  | 1,527,857   | 1,158,148  | 369,709   | 32%      |
|   | Total Assets   | 1,602,404   | 1,249,593  | 352,811   | 28%      |
|   | <b>EQUITY AND LIABILITIES</b>  |   |  |           |          |
|   | <b>Equity</b>  |   |  |           |          |
|   | a) Equity Share Capital  | 600,000   | 600,000  | -         | 0%       |
|   | b) Other Equity  | (1,553,155)   | (1,582,026)  | 28,871    | 2%       |
|   |  | (953,155)   | (982,026)  | 28,871    | 3%       |
|   | <b>LIABILITIES</b>   |   |  |           |          |
| 1 | Non-current Liabilities  |   |  |           |          |
|   | i) Borrowings  | 143,238   | 195,510  | (52,272)  | -27%     |
|   | Total Non-Current Liabilities  | 143,238   | 195,510  | (52,272)  | -27%     |
| 2 | Current Liabilities  |   |  |           |          |
|   | i) Borrowings  | 52,348  | 50,779   | 1,569     | 3%       |
|   | ii) Trade Payables   | 2,231,990   | 1,864,051  | 367,939   | 20%      |
|   | iii) Other financial liabilities (other than those specified in item (c), to be specified) | 50,222  | 58,059   | (7,837)   | -13%     |
|   | b) Other Current liabilities   | 77,761  | 63,220   | 14,541    | 23%      |
|   | Total Current Liabilities  | 2,412,321   | 2,036,109  | 376,212   | 18%      |
|   | Total Equity and Liabilities   | 1,602,404   | 1,249,593  | 352,811   | 28%      |

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### Comments

The following is a brief analytical review of the balance sheet to provide explanation of significant changes in figures reported for the current reporting period from figures reported in the previous reporting period.

Property & Equipment – The Company purchased approximately \$898 in additions during the current reporting period. Decrease in property & equipment during the current reporting period was due to general annual depreciation allowance for the period of \$17,796.

Prepaid Expenses & Other Assets – There is no significant variance in the balances in these accounts from the previous reporting period. Other intangible assets of \$8,975 represents the cost of purchasing a private label program, similar to a trademark or logo.

Inventory – There was an overall increase in inventory of \$167,404, or 39% in fiscal 2019. The Company increased its purchases of inventory from its parent company, and thus inventory levels increased. An analysis of inventory turns during the current reporting period indicated that inventory turned approximately 5 times. This was slightly higher than in the previous reporting period and is consistent with both the level of increase in revenue, and the increase in gross margin.

Trade Receivables – There was an overall increase in trade receivables of \$238,197, or 42% in fiscal 2019. It was noted again in fiscal 2019 that although certain significant customers continue to have longer payment terms, the Company monitors the accounts closely and based upon experience does expect any significant credit losses to result from these extended terms.

Cash – There was a decrease in cash of \$25,837, or -20%, in fiscal 2019. The cash balance ordinarily fluctuates from one reporting period to the next due to various operational factors. Cash is monitored and reconciled daily in order to ensure that the Company can meet its operating needs.

Other Assets - These assets represent short-term prepaid expenses, the largest being prepaid insurance. Other prepaid expenses include prepaid dues and subscriptions as well as prepaid medical (for employees). There were no significant variances in the balances in these accounts from the previous reporting period.

Other Current Assets – This balance represents expenses expected to be reimbursed by the parent company. The amount shown at the end of the current reporting period was confirmed on an inter-company confirmation. This amount does not represent trade receivables and as such has not been classified therein.

Equity – The equity increased due to the current year net income.

Borrowings – The total borrowings decreased by \$50,703 due to principal payments on the existing note payable to the lender. There were no new borrowings noted during the current reporting period.

Trade Payables – Trade payables are comprised of the following amounts:

|                               | Figures as<br>of the end<br>of current<br>reporting<br>period | Figures as<br>of the end<br>of previous<br>reporting<br>period | \$ Change      | %<br>Change |
|-------------------------------|---|--|----------------|-------------|
| Trade Payables                | 52,731  | 51,639   | 1,092          | 2%          |
| Intercompany Payables         | 1,953,224   | 1,776,842  | 176,382        | 10%         |
| Accrued Intercompany Payables | 210,050   | 27,306   | 182,744        | 669%        |
| Credit Card Payables          | 15,985  | 8,264  | 7,721          | 93%         |
| <b>Total</b>                  | <b>2,231,990</b>  | <b>1,864,051</b>   | <b>367,939</b> | <b>20%</b>  |



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As noted above, excluding intercompany accounts, trade payables have increased due to an increase in inventory vendor purchases in the current reporting period. Four employees maintain a credit card, which is used for travel expenses, trade shows, etc.

The intercompany balance continues to increase due to inventory purchases from the parent company. The Company has the intention of paying the parent company for these purchases once the Company is able to achieve and sustain profitability.

Other Financial Liabilities – Accrued expenses decreased modestly from the previous reporting period.

Other Current Liabilities – This account represents cash paid in advance from customers. The increase is due to the timing of payments from customers and is comprised primarily of three customers in both the current and previous reporting period.

### Off-Balance Sheet Commitments – Contingencies

We are unaware of any off-balance sheet commitments.

## ACCOUNTING AND AUDITING MATTERS

### Revenue Recognition

- The Company recognizes revenues from sales when the product is shipped and title and risk of loss have transferred to the customer. Payments received in advance of revenue recognition are classified as liabilities on the balance sheet.
- In addition to our testing of accounts receivable, we performed analytical procedures related to revenue, and noted no findings.

### Cash in Banks

- We viewed the third-party bank statement, tested the cash reconciliation at March 31, 2019 and noted no findings. The cash balance appears reasonable at March 31, 2019.

### Accounts Receivable

- Through our selection of balances we tested 90% of accounts receivable via balance confirmation testing. We received all but two of the confirmations back from the customers, and performed alternate procedures, including subsequent receipts testing, on those balances where confirmations were not received. There were no findings noted.
- The Company monitors outstanding customer balances on a regular basis and evaluates the collectibility of outstanding receivables. As of March 31, 2019 the Company considers all of its receivables to be fully collectible. Accordingly, no allowance for doubtful accounts has been established. We performed a review for doubtful accounts as of March 31, 2019 and noted no items at risk for non-collection.

### Inventory

- Inventory is valued at the lower of cost, using an average costing method, or net realizable value.
- We attended the Company's physical inventory count on April 3, 2019. There was no movement of inventory items noted from March 31, 2019 to April 3, 2019. We performed "sheet to floor" counts and "floor to sheet" counts on selected inventory items noting no findings. As the batteries have a shelf-life of several years, there were no obsolete inventory items noted.
- Using the physical inventory summary, we tested the clerical accuracy of the summary, agreed the balance to the general ledger, traced the test counts recorded during the physical inventory to the physical inventory summary, and noted no findings.
- We performed analytical procedures to the inventory and compared the results to both prior periods, and expected results. An analysis of inventory turns during the current reporting period indicated that inventory turned approximately 5 times. This was slightly higher than in the previous reporting period, yet is consistent with the level of increase in revenue, the increase in gross margin, and within expectations.



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### Accounts Payable / Accrued Expenses / Expenses

- We performed a search for unrecorded liabilities to establish proper expense cutoff and noted no findings. Expenses appear to be recorded in the proper reporting period.
- There were no findings noted during our review of accrued expenses.

### Intercompany Accounts

- The Company reported intercompany balances of \$2,121 DUE FROM the parent company and \$2,163,274 PAYABLE TO the parent company at March 31, 2019. We confirmed the above intercompany account balances with the parent company and noted no findings.

### Long Term Debt

- We reviewed the note payable to DECD, including the table of amortization, to ensure the balance and future obligations appeared reasonable and we performed an interest reasonableness test, noting no findings. Effective March 31, 2018, the interest rate increased from 2% to 3.2% as a result of the Company not attaining the job creation requirements stipulated in the State of Connecticut Department of Economic and Community Development promissory note agreement.

## SUMMARY OF SIGNIFICANT RISKS IDENTIFIED

### Management Override of Controls

- During the conduct of our audit, we did not note any override of accounting controls.

### Segregation of Duties

- Due to the size of the Company, and few employees, there is limited segregation of duties. However, it appears that compensating controls exist.

### Revenue

- The risk of improper transactions due to fraud and/or due to improper cut-off was considered. With reference to the explanatory material contained in the relevant area(s) of the preceding Accounting and Auditing Matters section, there were no findings noted.

### Inventory

- The risk of improper cost of goods sold classification, improper cut-off and improper valuation was considered. With reference to the explanatory material contained in the relevant area(s) of the preceding Accounting and Auditing Matters section, there were no findings noted.

### Accounts Payable / Expenses

- Completeness and cut-off risk were considered. With reference to the explanatory material contained in the relevant area(s) of the preceding Accounting and Auditing Matters section, there were no findings noted.

## ISSUES RELATING TO FRAUD AND COMPLIANCE WITH LAWS AND REGULATIONS

As part of our audit we performed inquiries of key management personnel as well as other staff members of the Company who are directly or indirectly involved with financial reporting and the recording of financial transactions. We note no matters addressed with Company personnel that indicate any known, suspected or alleged fraud or illegal acts. Our audit procedures did not bring light to any irregular transactions which we could include in such an assessment. In addition, we considered the following fraud risks during our audit procedures:

Specific items to look for which may indicate the potential for fraud are:

- Unsupported accounting transactions – none noted
- Unusual transactions or transactions conducted on unusual terms – none noted
- Items that are not consistent with expectations – none noted
- Management overrides – none noted
- Aggressive application of accounting standards – none noted
- Poor segregation of duties – The Company's structure does require substantially all financial reporting obligations with the President and his staff

Finally, we are not aware of any matters of non-compliance with laws or regulations by the Company that could have a material adverse impact on the Company.

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### SUMMARY OF GOING CONCERN REVIEW INCLUDING CONCLUSION

Based on our audit results, including confirmed support from the parent company and evaluating the information and representations made to us by Company management, we do not consider the Company a going concern risk.

### SUBSEQUENT EVENTS (Please see Section B-2)

#### **Subsequent events assertion**

Name(s) of Component(s): HBL Amercia, Inc.

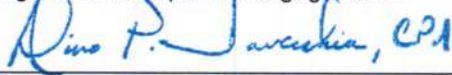
Reporting Currency: USD

Year Ended: March 31, 2019

We have performed, to the date of this memorandum, the attached Subsequent Events Review and other audit procedures covering transactions, operations and corporate (Board and Audit Committee) meeting minutes from the date of our conclusion and Final Summary Memorandum.

In the course of performing those procedures, no material subsequent events or transactions have come to our attention or adjustments have been discovered that should be considered by you, based on the component materiality, in reporting on the group financial statements of HBL Group for the year ended March 31, 2019. Additionally, the opinion expressed by us in the Auditor's Report requires no change or update as of today's date.

Partner in charge of the component engagement:

Signature:  Date: June 13, 2019

Name: Iavecchia & Associates, CPA, LLC Country/Office: Rocky Hill, CT, USA

### RELATED PARTIES

We note that Company maintains transactions with its parent and we have identified all such intercompany accounts. We have confirmed with the parent company that such amounts agreed to the related party accounting records.

### SIGNIFICANT MATTERS FOR COMMUNICATION TO THOSE CHARGED WITH GOVERNANCE AND/OR MANAGEMENT OF THE GROUP

#### *Significant Estimates*

During our audit we noted no significant matters related to financial accounting and reporting estimates made by management.

#### *Difficulties Encountered in Performing the Audit*

We encountered no significant difficulties in dealing with management in performing and completing our audit.



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### *Corrected or Uncorrected Misstatements*

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. During our audit we noted no misstatements to communicate to management.

### *Disagreements with Management*

A disagreement with management is a financial accounting, reporting or auditing matter whether or not resolved to our satisfaction, that could be significant to the financial statements of the auditor's report. We are pleased to report that no such disagreements arose during the course of the audit.

### *Management Consultations with other Independent Accountants*

In some cases, management may decide to consult with other accountants about accounting & auditing matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Company's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all of the relevant facts. To our knowledge, there were no such consultations with other accountants.

### *Other Audit Findings or Issues*

We typically discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Company's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition of our retention.

## OTHER MATTERS OF SIGNIFICANCE TO THE GROUP

*Such matters may include but are not limited to the following:*

- *Possible restatement for correction of an error affecting revenue, net income, or net equity*

We did not note any possible restatements for correction of an error that would affect revenue, net income or equity.

- *Disagreements or differences in professional judgment among the engagement team members*

We note no disagreements or differences in professional judgement among the engagement team members.

- *Matters relating to litigation and claims*

We did not note any matters relating to litigation and claims.

## SCOPE ASSESSMENT

Materiality for the engagement based on Group Instructions:

|                            |              |              |             |
|----------------------------|--------------|--------------|-------------|
|                            | PM:          | TE:          | SAD Posting |
| Year Ended: March 31, 2019 | USD \$34,000 | USD \$25,500 | USD \$3,000 |



**HBL GROUP**

March 31, 2019

*The scope of our audit procedures performed and the evidence obtained was appropriate and sufficient to support our opinion, based on the materiality level established by you.*

**OVERALL EVALUATION OF MISSTATEMENTS**

We noted no misstatements as a result of our audit procedures.

**Overall conclusion reached in our evaluation of misstatements, including disclosure deficiencies:**

*The unadjusted misstatements, including disclosure deficiencies, are immaterial, based on the materiality level established by you. We believe that the reporting package is not materially misstated.*

June 13, 2019

A handwritten signature in blue ink that reads "Dino P. Iavecchia, CPA". The signature is fluid and cursive, with the letters "Dino" and "Iavecchia" being more prominent.

Iavecchia & Associates, CPA, LLC  
Rocky Hill, CT, USA

**SECTION-B**

**B-1 Representation letters**

Please include following minimum points in your representation letter from component management and attach your Summary of identified misstatements to the representation letter. Your representation letter covers the period from April 1, 2019 till the date of signing of your Auditor's report.

The following are the minimum representation to be taken from component management:

- Availability of information
- Contingent liabilities
- Accounting estimates and related disclosures
- Litigations and claims
- Related parties
- Laws and regulations
- Subsequent events
- Fraud
- Going concern
- Uncorrected misstatements (being below materiality threshold)
- Compliance of the provisions of Applicable Law, Regulations etc.
- Correct Opening balances

We confirm that we have obtained a Management Representation letter, which includes all of the representations indicated above, and we hereby provide the letter together with the reporting package.

**B-2 Subsequent events procedures**

You are required to perform subsequent events procedures i.e. significant events/adjustments post Balance Sheet date till the date of signing of Auditor's Report. The subsequent events procedures should include the following procedures:

- Whether there have been any business combinations, acquisitions of significant assets, disposals of significant assets, or extraordinary, unusual, or infrequently occurring transactions.
- Whether any significant contingent liabilities or commitments have arisen.
- Whether any significant changes have occurred in the status of items, including contingent liabilities and commitments that were accounted for on the basis of tentative, preliminary, or inconclusive data.
- Whether any significant unusual or non-recurring adjustments have been recorded.
- Whether there are any changes to existing litigation or new litigations
- Whether there are any changes in internal control or in the accounting systems.
- Read minutes of meetings – Board of Directors, Audit Committee or any other Committee of the Board

We have completed a Subsequent Events Review, which includes all of the procedures indicated above, and we hereby provide the review together with the reporting package.



## SECTION C

**Accounting Standard Developments**

IFRS 15 and ASC 606, under US GAAP on Revenue from Contracts with Customers applies to an entity's first annual IFRS financial statements for a period beginning on or after 1 January 2018.

To align with the revised effective date, January 1, 2018, of IFRS 15, the Ministry of Corporate Affairs, Government of India, (MCA), on March 28, 2018, notified (again) Ind AS 115, Revenue from Contracts with Customers as part of the Companies (Indian Accounting Standards) Amendment Rules, 2018. With the Ind AS 115 effective for accounting periods beginning on or after April 1, 2018.

**Differences between Ind AS 115 & IFRS 15**

- As per paragraph of 15 of IFRS 15, an amount of consideration, among other things, can vary because of penalties. However, paragraph 51 of Ind AS 115 has been amended to exclude 'penalties' from the list of examples given in the paragraph 51 due to which an amount of consideration can vary. However, paragraph 51AA has been inserted to explain the accounting treatment of 'penalties'.
- Paragraph 109AA has been inserted to require an entity to present separately the amount of excise duty included in the revenue recognised in the statement of profit and loss.
- Paragraph 126AA has been inserted to present reconciliation of the amount of revenue recognised in the statement of profit and loss with the contracted price showing separately each of the adjustments made to the contract price specifying the nature and amount of each such adjustment separately.
- In Appendix C – Application Guidance, paragraph B20AA has been inserted to explain the accounting treatment in case of transfers of control of a product to a customer with an unconditional right of return.

**Disclosure formats for Consolidation**

| a) In summary, the impact on the Company's retained earnings as at April 01, 2018 is as follows: |                |
|--|----------------|
| Movement in retained earnings  | USD            |
| Retained earnings - (Opening as on April 01, 2018)   | \$ (1,582,026) |
| Re-measurement of contract asset (Fair value of consideration)                                   | -              |
| Re-statement of contract liability (Discounting of deferred liabilities)                         | -              |
| Increase in deferred tax assets (Net)  | -              |
| Adjustment to retained earnings from adoption of IFRS 15/ASC 606                                 | -              |

The Company has not had any transactions that would require adjustment under the provisions of IFRS 15. Therefore, no adjustment to opening retained earnings in Table a is necessary, and Tables b, c, d & e below are deemed not applicable.

| b) Movement in impairment provisions  |                   |                 |                     |                   |                 |                     |
|---|-------------------|-----------------|---------------------|-------------------|-----------------|---------------------|
| USD   |                   |                 |                     |                   |                 |                     |
| Provision movement  | 2018-19           |                 |                     | 2017-18           |                 |                     |
|   | Trade receivables | Contract assets | Contract Laibilites | Trade receivables | Contract assets | Contract Laibilites |
| Opening balance   |                   |                 |                     |                   |                 |                     |
| Add: Additions  |                   |                 |                     |                   |                 |                     |
| Less: Write off   |                   |                 |                     |                   |                 |                     |
| Less: Reversal  |                   |                 |                     |                   |                 |                     |
| Closing balance   |                   |                 |                     |                   |                 |                     |
| <b>Note:</b><br><b>Trade receivables</b> (unconditional right to consideration) such as Collectible Debts and others.<br><b>Contracts assets</b> (conditional right to consideration) such as Unbilled revenue (Deferred Debts, Unbilled PVC), Valuation Adjustment (debit balance).<br><b>Contract liabilities</b> (Advance received from customers, Valuation adjustment – credit balance). |                   |                 |                     |                   |                 |                     |

| c) Disaggregation of revenue from contracts with customers  |              |               |              |               |       |
|---|--------------|---------------|--------------|---------------|-------|
| The Company derives revenue from the transfer of goods and services over time and at a point in time in the following major segment product and geographical regions: |              |               |              |               |       |
| Particulars   | Battery      |               | Electronics  |               | Total |
|   | Within India | Outside India | Within India | Outside India |       |
| 2018-19   | USD          |               |              |               |       |
| Revenue from customers  |              |               |              |               |       |
| Timing of revenue recognition   |              |               |              |               |       |
| (a) At a point in time (product/ services)  |              |               |              |               |       |
| (b) Over time (construction contracts)  |              |               |              |               |       |
| 2017-18   |              |               |              |               |       |
| Revenue from customers  |              |               |              |               |       |
| Timing of revenue recognition   |              |               |              |               |       |
| (a)At a point in time (product/ services)   |              |               |              |               |       |
| (b)Over time (construction contracts)   |              |               |              |               |       |



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| Particulars            | 2018-19 |             | 2017-18 |             |  |
|------------------------|---------|-------------|---------|-------------|--|
|                        | Battery | Electronics | Battery | Electronics |  |
| Revenue from customers | USD     |             |         |             |  |
| Railways               |         |             |         |             |  |
| Telecom                |         |             |         |             |  |

(Any other category that may be significant can be added as a seperte line item)

## d) Contract Balances

The following table provides information about trade receivables, contracts assets, and contract liabilities from contracts with customers.

USD

| Particulars  | As on<br>March 31, 2019 | As on<br>March 31, 2018 |
|--|-------------------------|-------------------------|
| Receivables  |                         |                         |
| Contract assets  |                         |                         |
| Contract liabilities                                       |                         |                         |
| <b>Note :</b> The above figures shall be net of provisions |                         |                         |

## e) Contract revenue recognised

USD

| Particulars  | 2018-19 | 2017-18 |
|--|---------|---------|
| Revenue recognised against contract liabilities (adjustment of customer advances and valuation adjustment during the year) |         |         |
| Revenue recognised against performance obligation satisfied in previous year (impact due to change in contract revenue)    |         |         |

HBL America, Inc.

Financial Reporting Package as of 3.31.19

Prepared by client

**Purpose of the workbook:**

The client prepared this Financial Reporting Package subsequent to audit adjustments proposed and agreed upon.

lavecchia & Associates, CPA, LLC agreed final audited balances reported by client to final audited trial balance.

**Conclusion:**

Balances reported by client appear materially correct.

**Signature:**



---

**Firm Name:**

lavecchia & Associates, CPA, LLC



## BALANCE SHEET

Name of Company: HBL America, Inc.

Balance Sheet as of: March 31, 2019

in US Dollars

|   | Particulars                                    | Note No | Figures as at the<br>end of current<br>reporting period | Figures as at the<br>end of previous<br>reporting period |
|---|--|---------|---|--|
|   | 1  | 2       | 3   | 4  |
|   | <b>ASSETS</b>                                  |         |   |  |
| 1 | Non-Current Assets                             |         |   |  |
|   | a) Property, Plant and Equipment               |         | 55,703  | 72,601   |
|   | b) Capital - work-in-progress                  |         |   |  |
|   | c) Investment Property                         |         |   |  |
|   | d) Goodwill                                    |         |   |  |
|   | e) Other Intangible Assets                     |         | 8,975   | 8,975  |
|   | f) Intangible Assets under development         |         |   |  |
|   | g) Biological Assets other bearer plants       |         |   |  |
|   | h) Financial Assets                            |         |   | -  |
|   | i) Investments                                 |         |   |  |
|   | ii) Trade receivables                          |         |   |  |
|   | iii) Loans                                     |         |   |  |
|   | iv) Others (to be specified)                   |         |   |  |
|   | i) Deferred tax assets (net)                   |         |   |  |
|   | j) other non-current assets (security deposit) |         | 9,869   | 9,869  |
|   |  |         | 74,547  | 91,445   |
| 2 | Current Assets                                 |         |   |  |
|   | a) Inventories                                 |         | 597,766   | 430,362  |
|   | b) Financial Assets                            |         |   |  |
|   | i) Investments                                 |         |   |  |
|   | ii) Trade receivables                          |         | 804,362   | 566,165  |
|   | iii) Cash and cash equivalents                 |         | 100,741   | 126,578  |
|   | iv) Bank balances other than (iii) above       |         |   |  |
|   | v) Loans                                       |         |   |  |
|   | vi) Others (to be specified)                   |         | 22,867  | 26,029   |
|   | c) Current Tax Assets (net)                    |         |   |  |
|   | d) other current assets                        |         | 2,121   | 9,014  |
|   |  |         | 1,527,857   | 1,158,148  |
|   | Total Assets                                   |         | 1,602,404   | 1,249,593  |
|   |  |         |   |  |
|   | <b>EQUITY AND LIABILITIES</b>                  |         |   |  |
|   |  |         |   |  |
|   | <b>Equity</b>                                  |         |   |  |
|   | a) Equity Share Capital                        |         | 600,000   | 600,000  |
|   | b) Other Equity                                |         | (1,553,155)   | (1,582,026)  |
|   |  |         | (953,155)   | (982,026)  |

|   |  |  |           |           |
|---|--|--|-----------|-----------|
|   | <b>LIABILITIES</b>   |  |           |           |
| 1 | Non-current Liabilities  |  |           |           |
|   | a) Financial Liabilities   |  |           |           |
|   | i) Borrowings  |  | 143,238   | 195,510   |
|   | ii) Trade Payables   |  |           |           |
|   | iii) Other financial liabilities (other than those specified in item (b), to be specified) |  |           |           |
|   |  |  |           |           |
|   | b) Provisions  |  |           |           |
|   | c) Deferred Tax liabilities (net)  |  |           |           |
|   | d) Other non-current liabilities   |  |           |           |
|   | Total Non-Current Liabilities  |  | 143,238   | 195,510   |
| 2 | Current Liabilities  |  |           |           |
|   | a) Financial Liabilities   |  |           |           |
|   | i) Borrowings  |  | 52,348    | 50,779    |
|   | ii) Trade Payables   |  | 2,231,990 | 1,864,051 |
|   | iii) Other financial liabilities (other than those specified in item (c), to be specified) |  | 50,222    | 58,059    |
|   |  |  |           |           |
|   | b) Other Current liabilities   |  | 77,761    | 63,220    |
|   | c) Provisions  |  |           |           |
|   | d) Current Tax liabilities (net)   |  |           |           |
|   | Total Current Liabilities  |  | 2,412,321 | 2,036,109 |
|   | Total Equity and Liabilities   |  | 1,602,404 | 1,249,593 |



# STATEMENT OF PROFIT AND LOSS

Name of Company:

HBL America, Inc.

For the Fiscal Year Ended:

March 31, 2019

in US Dollars

|      | Particulars   | Note No | Figures for the current reporting period | Figures for the previous reporting period |
|------|---|---------|--|---|
| I    | Revenue from Operations   |         | 3,359,334                                | 3,074,264                                 |
| II   | Other Income  |         |  |   |
| III  | Total Income (I+II)   |         | 3,359,334                                | 3,074,264                                 |
| IV   | <b>EXPENSES</b>   |         |  |   |
|      | Cost of material consumed   |         |  |   |
|      | Purchases of Stock-in-Trade   |         | 2,767,073                                | 2,305,853                                 |
|      | Changes in inventories of finished goods, Stock-in-Trade and work-in-progress |         | (167,404)                                | 138,770                                   |
|      | Employee benefit expenses   |         | 437,158                                  | 472,843                                   |
|      | Finance costs   |         | 7,142                                    | 5,726                                     |
|      | Depreciation and amortisation expense   |         | 17,796                                   | 18,499                                    |
|      | Other Expenses  |         | 268,297                                  | 295,904                                   |
|      | Total Expenses (IV)   |         | 3,330,062                                | 3,237,595                                 |
| V    | Profit/(loss) before exceptional items and tax (III-IV)                       |         | 29,272                                   | (163,331)                                 |
| VI   | Exceptional items   |         |  |   |
| VII  | Profit/(loss) before tax (V-VI)   |         | 29,272                                   | (163,331)                                 |
| VIII | Tax Expense   |         |  |   |
|      | 1) Current tax  |         | 400                                      | 400                                       |
|      | 2) Deferred tax   |         |  |   |
|      |   |         | 400                                      | 400                                       |
| IX   | Profit/(loss) for the period from continuing operations (V)                   |         | 28,872                                   | (163,731)                                 |
| X    | Profit/(loss) from discontinued operations                                    |         |  |   |
| XI   | Tax expense of discontinued operations  |         |  |   |
| XII  | Profit/(loss) from Discontinued operations (after tax) (X-XI)                 |         |  |   |
| XIII | Profit/(loss) for the period (IX+XII)   |         | 28,872                                   | (163,731)                                 |
| XIV  | Other Comprehensive Income  |         |  |   |
|      | A (i) Items that will not be reclassified to profit or loss                   |         |  |   |

|       |   |  |  |        |           |
|-------|---|--|--|--------|-----------|
|       | (ii) Income tax relating to items that will not be reclassified to profit or loss   |  |  |        |           |
|       | B (i) Items that will be reclassified to profit or loss   |  |  |        |           |
|       | (ii) Income tax relating to items that will be reclassified to profit or loss   |  |  |        |           |
|       |   |  |  | -      | -         |
| XV    | Total Comprehensive income for the period (XIII+XIV) (Comprising Profit (Loss) and Other Comprehensive Income for the period) |  |  | 28,872 | (163,731) |
|       |   |  |  |        |           |
| XVI   | Earnings per equity share (for continuing operation):   |  |  |        |           |
|       | (1) Basic   |  |  | 0.05   | (0.27)    |
|       | (2) Diluted   |  |  | 0.05   | (0.27)    |
|       |   |  |  |        |           |
| XVII  | Earnings per equity share (for discontinued operation):   |  |  |        |           |
|       | (1) Basic   |  |  | -      | -         |
|       | (2) Diluted   |  |  | -      | -         |
|       |   |  |  |        |           |
| XVIII | Earnings per equity share (for discontinued and continuing operations):   |  |  |        |           |
|       | (1) Basic   |  |  | 0.05   | (0.27)    |
|       | (2) Diluted   |  |  | 0.05   | (0.27)    |



Name of Company: HBL America, Inc.  
 Balance Sheet as of: March 31, 2019

**MARK 'X' WHERE SCHEDULE IS PRESENT**

|                                   |            |            |
|-----------------------------------|------------|------------|
| BALANCE SHEET                     | IAS BS 1.0 | <u>X</u>   |
| FIXED ASSETS                      | 2.0        | <u>X</u>   |
| INTANGIBLES                       | 2.1        | <u>X</u>   |
| Construction in progress          | 2.2        | <u>N/A</u> |
| Others (Long-term prepaid assets) | 2.3        | <u>N/A</u> |
| INVENTORIES                       | 3.0        | <u>X</u>   |
| TRADE AND OTHER RECEIVABLES       | 4.0        | <u>X</u>   |
| CASH AND BANK BALANCES            | 5.0        | <u>X</u>   |
| INTERCOMPANY INDEBTEDNESS         | 6.0        | <u>X</u>   |
| Due to/from related companies     | 6.0        | <u>X</u>   |
| Due to/from associated companies  | 6.0        | <u>X</u>   |
| BORROWINGS                        | 7.0        | <u>X</u>   |
| Bank Loans                        | 7.1        | <u>N/A</u> |
| Finance Leases                    | 7.2        | <u>N/A</u> |
| OTHER CREDITORS                   | 8.0        | <u>X</u>   |
| TAXATION                          | 9.0        | <u>X</u>   |
| CONTINGENT LIABILITIES            | 10.0       | <u>N/A</u> |
| OPERATING LEASE COMMITMENTS       | 11.0       | <u>X</u>   |
| OTHER DISCLOSURES                 | 12.0       | <u>X</u>   |

## PROPERTY PLANT &amp; EQUIPMENT

Name of Company:  
For the Fiscal Year Ended:

HBL America, Inc.  
March 31, 2019

in US Dollars

|                        | 3/31/2018     | Additions | Disposals | Transfers | 3/31/2019     |
|------------------------|---------------|-----------|-----------|-----------|---------------|
| <b>Assets:</b>         |               |           |           |           |               |
| Fixed Assets:          |               |           |           |           |               |
| Computer Equipment     | 18,438        |           |           |           | 18,438        |
| Leasehold Improvements | 16,681        |           |           |           | 16,681        |
| Machinery & Equipment  | 102,903       |           |           |           | 102,903       |
| Furniture & Fixtures   | 13,828        |           |           |           | 13,828        |
| Software               | 6,967         | 899       |           |           | 7,866         |
| Capital Leases         |               |           |           |           |               |
| Total                  | 158,817       | -         | -         | -         | 159,716       |
| <b>A/D:</b>            |               |           |           |           |               |
| Fixed Assets:          |               |           |           |           |               |
| Computer Equipment     | (15,485)      | (2,060)   |           |           | (17,545)      |
| Leasehold Improvements | (15,534)      |           |           |           | (15,534)      |
| Machinery & Equipment  | (37,088)      | (13,352)  |           |           | (50,440)      |
| Furniture & Fixtures   | (10,749)      | (2,384)   |           |           | (13,134)      |
| Software               | (7,360)       |           |           |           | (7,360)       |
| Capital Leases         |               |           |           |           |               |
| Total                  | (86,216)      | (17,796)  |           | -         | (104,013)     |
| <b>NET</b>             | <b>72,601</b> | <b>-</b>  | <b>-</b>  | <b>-</b>  | <b>55,703</b> |

>> To IAS BS 1.0

**Explanatory notes:**

Equipment and leasehold improvements are recorded at cost. Depreciation is provided using the straight-line method over the estimated useful lives of the assets which range from 4 to 7 years. Cost and accumulated depreciation of assets sold or disposed of are removed from the respective accounts and any gain or loss is reflected in income. Major improvements and betterments are capitalized. Maintenance and repairs are charged against income in the year incurred.



## INTANGIBLE ASSETS

Name of Company:  
As of Date:

HBL America, Inc.  
March 31, 2019

in US Dollars

|                                  | USEFUL LIFE<br>(%) | Goodwill | PRE-<br>OPERATING<br>EXPENSES | DEFERRED<br>DEVELOPMENT<br>EXPENSES | OTHERS<br>(Software) | OTHERS<br>(Describe as<br>appropriate) | TOTAL |
|----------------------------------|--------------------|----------|-------------------------------|-------------------------------------|----------------------|--|-------|
| <b><u>Cost / Valuation</u></b>   |                    |          |                               |                                     |                      |  |       |
| Balance at 3/31/18               | Indefinite         | -        | -                             | -                                   | -                    | 8,975                                  | 8,975 |
| Additions                        |                    | -        | -                             | -                                   | -                    | -                                      | -     |
| Disposal                         |                    | -        | -                             | -                                   | -                    | -                                      | -     |
| Balance at 3/31/19               | Indefinite         | -        | -                             | -                                   | -                    | 8,975                                  | 8,975 |
| <b><u>Amortisation</u></b>       |                    |          |                               |                                     |                      |  |       |
| Balance as at 3/31/17            |                    | -        | -                             | -                                   | -                    | -                                      | -     |
| Additions                        |                    | -        | -                             | -                                   | -                    | -                                      | -     |
| Disposal                         |                    | -        | -                             | -                                   | -                    | -                                      | -     |
| Balance as at 3/31/18            |                    | -        | -                             | -                                   | -                    | -                                      | -     |
| <b><u>Net carrying value</u></b> |                    |          |                               |                                     |                      |  |       |
| At beginning of year             |                    | -        | -                             | -                                   | -                    | 8,975                                  | 8,975 |
| At end of year                   |                    | -        | -                             | -                                   | -                    | 8,975                                  | 8,975 |

**Explanatory notes:**

The Company capitalized the cost of purchasing a private label program with its supplier. The value of the asset is evaluated annually to determine whether the amount reflected on the balance sheet as an asset has been impaired. No impairment has been reflected as of March 31, 2019 and 2018.

Name of Company:

HBL America, Inc.

As of Date:

March 31, 2019

in US Dollars

|                | Raw materials | WIP  | Finished goods | Totals  |
|----------------|---------------|------|----------------|---------|
|                | US\$          | US\$ | US\$           | US\$    |
| Stated at cost | -             | -    | 597,766        | 597,766 |
| Stated at NRV  | -             | -    | -              | -       |
| Gross          | -             | -    | 597,766        | 597,766 |
| Provision      | -             | -    | -              | -       |
| Net Inventory  | -             | -    | 597,766        | 597,766 |

**Explanatory notes:**

Inventory is valued at lower of cost, using an average costing method, or net realizable value. The inventory consists of batteries and accessories available for sale.



TRADE DEBTORS

Name of Company:  
As of Date:

HBL America, Inc.  
March 31, 2019

in US Dollars

| TRADE DEBTORS                | AMOUNT<br>(US\$) | Impairment<br>(US\$) | NET | (US\$)  | %      | REMARKS |
|------------------------------|------------------|----------------------|-----|---------|--------|---------|
| External (no InterCompany)   |                  |                      |     |         |        |         |
| Not past due                 | 741,211          |                      |     | 741,211 | 92.1%  |         |
| Past due 0 - 30 days         | 49,746           |                      |     | 49,746  | 6.2%   |         |
| Past due 31 - 60 days        | 146              |                      |     | 146     | 0.0%   |         |
| Past due 61 - 90 days        | 80               |                      |     | 80      | 0.0%   |         |
| More than 90 days            | 13,179           |                      |     | 13,179  | 1.6%   |         |
|                              | 804,362          | -                    |     | 804,362 | 100.0% |         |
| Impairment movement:         |                  |                      |     |         |        |         |
| Opening balance              |                  | (40,937)             |     |         |        |         |
| Additions                    |                  | -                    |     |         |        |         |
| Provision no longer required |                  | -                    |     |         |        |         |
| Bad debts written off        |                  | 40,937               |     |         |        |         |
| Closing balance              |                  | -                    |     |         |        |         |

Explanatory notes:

Accounts receivable represent trade receivables that result when the Company has invoiced a customer and the Company has not yet received payment. The Company presents accounts receivable net of an allowance for doubtful accounts for estimated losses resulting from the inability of customers to make required payments. The allowance for doubtful accounts is estimated based upon a review of outstanding receivables, historical collection information and existing economic conditions. Accounts receivable are charged against the allowance (written-off) when substantially all collection efforts cease. Any change in the assumptions used in analyzing a specific account receivable might result in an additional allowance being recognized in the period in which the change occurs. As of March 31, 2019 the Company considers all of its receivables to be fully collectible. Accordingly, no allowance for doubtful accounts has been established.

CASH IN BANKS

Name of Company: HBL America, Inc.  
As of Date: March 31, 2019

in US Dollars

| NAME OF BANKS   | AMOUNT  | REMARKS |
|---|---------|---------|
| US\$  |         |         |
| Short term deposits   |         |         |
| Cash in banks   | 100,741 |         |
| Cash and cash equivalents   | 100,741 |         |
| Less: Deposits pledged (if any, other than the restricted cash held in trust) | -       |         |
| Less: Restricted Cash   | -       |         |
| Cash and cash equivalents   | 100,741 |         |

Explanatory Notes:

The Company considers all cash accounts which are not subject to withdrawal restrictions or early withdrawal penalties, and all highly liquid debt instruments purchased with a maturity of three months or less, as cash and cash equivalents.

Concentration of Credit Risk – The Company maintains cash deposits in banks that at times exceed federally insured deposit limits. The Company has not suffered any losses as a result of this concentration, and believes their cash deposits are not subject to significant credit risk.

INTERCOMPANY INDEBTEDNESS

Name of Company:  
As of Date:

HBL America, Inc.  
March 31, 2019

in US Dollars

| RELATED COMPANIES           | DUE FROM<br>(USD) | PROVISION<br>(USD) | TOTAL (USD) | DUE TO (USD) | REMARKS |
|-----------------------------|-------------------|--------------------|-------------|--------------|---------|
| A/R Interco - HBLPSL        | -                 | -                  | -           | -            |         |
| Recapture Expense from HBLI | 2,121             | -                  | 2,121       | -            |         |
| Accounts Payable Interco    | -                 | -                  | -           | (1,953,224)  |         |
| Accrued Interco AP          | -                 | -                  | -           | (210,050)    |         |
|                             | 2,121             | -                  | 2,121       | (2,163,274)  |         |

|   |  |
|---|--|
| <b>Reconciliation to Trade Payables</b> |  |
| Trade Payables                          | (52,731)                                 |
| Credit Card Payable                     | (15,985)                                 |
|   | <b>*Total Trade Payables (2,231,990)</b> |

Explanatory Notes:  
None.



BORROWINGS

Name of Company: HBL America, Inc.  
As of Date: March 31, 2019

in US Dollars

| DUE W/I 12<br>MTHS | DUE AFTER 12<br>MTHS | TOTAL | REMARKS |
|--------------------|----------------------|-------|---------|
|--------------------|----------------------|-------|---------|

Borrowings

|                   |        |         |         |
|-------------------|--------|---------|---------|
| DECD Note Payable | 52,348 | 143,238 | 195,586 |
| Others - N/A      | -      | -       | -       |
| Others - N/A      | -      | -       | -       |
| Others - N/A      | -      | -       | -       |
|                   | 52,348 | 143,238 | -       |

Anticipated future minimum payments on the loan from the DECD, are as follows for the years ended March 31:

|       |         |
|-------|---------|
| 2020  | 52,348  |
| 2021  | 54,049  |
| 2022  | 55,804  |
| 2023  | 33,385  |
| Total | 195,586 |

Explanatory notes:

On August 23, 2012, the Company entered into a note agreement (the Note) with the State of Connecticut, Department of Economic and Community Development in the amount of \$400,000. The Note bears an interest rate of 2%, however was increased to 3.2% for the month of March 2018 due to the Company's failure to meet employment requirements in the state of CT under the terms of the loan. The Note is paid down in equal monthly installments totaling \$4,688, and matures on October 1, 2022. The Note is secured by the assets of the Company.

OTHER CREDITORS & ACCRUALS

Company Name: HBL America, Inc.  
As of Date: March 31, 2019

in US Dollars

|                                    | AMOUNT<br>(USD) | REMARKS |
|------------------------------------|-----------------|---------|
| Accrued Professional Fees          | 14,056          |         |
| Accrued Payroll & Related Expenses | 36,166          |         |
| Accrued AP                         | -               |         |
|                                    | 50,222          |         |
| Payable Due to Customers           | 77,761          |         |
|                                    | 127,983         |         |

Explanatory Notes:  
None.

## DEFERRED TAXATION / TAX EXPENSE

Name of Company: HBL America, Inc.

For the Fiscal Year Ended: March 31, 2019

The major components of tax expense (income) consists of the following at March 31:

|  | 2019        | 2018        |
|--|-------------|-------------|
| Current tax expense  | \$ -        | \$ -        |
| Deferred tax expense relating to the origination and reversal of temporary differences | \$ -        | \$ -        |
| <b>Total</b>   | <b>\$ -</b> | <b>\$ -</b> |

### Reconciliation of effective tax rate:

The U.S. federal statutory income tax rate and the Company's effective income tax rate for the fiscal years ending March 31, 2019 and 2018 are as follows:

|  | 2019 | 2018 |
|--|------|------|
| U.S. federal statutory income tax rate | 21%  | 34%  |
| Effective income tax rate              | 0.0% | 0.0% |

### Unrecognized deferred tax assets and liabilities:

Deferred tax assets and liabilities have not been recognized in respect of the following items at March 31:

|   | 2019              | 2018              |
|---|-------------------|-------------------|
| Intangible assets                           | \$ -              | \$ -              |
| Tax loss carryforwards                      | 307,903           | 404,649           |
| Allowance for doubtful accounts             | -                 | -                 |
| Other assets                                | -                 | 12,019            |
| <b>Total deferred tax assets</b>            | <b>\$ 307,903</b> | <b>\$ 416,668</b> |
| Deferred tax liabilities:                   |                   |                   |
| Intangible Assets                           | \$ -              | \$ 1,372          |
| Property and equipment, net                 | \$ -              | \$ 2,374          |
| <b>Total deferred tax liabilities</b>       | <b>\$ -</b>       | <b>\$ 3,746</b>   |
| <b>Net unrecognized deferred tax assets</b> | <b>\$ 307,903</b> | <b>\$ 412,922</b> |

### Explanatory notes:

The tax losses will expire in varying amounts through 2037. The deductible temporary differences do not expire under current tax legislation since they have not yet been converted to a tax attribute such as a tax loss or credit. The Company's net deferred tax assets have not been recognized in respect of these items because it is not probable that future taxable income will be available to utilize the benefits therefrom.

In determining the amount of current and deferred expense, the Company takes into account the effect of uncertain tax positions and whether additional taxes and interest may be due. This assessment relies on estimates and assumptions and may involve a series of judgments about future events. The Company has no uncertain tax positions as of March 31, 2019 and 2018. New information may become available that causes the Company to change its judgment regarding the adequacy of existing tax liabilities; and such changes may effect tax expense in the period that such a determination is made.

On December 22, 2017, the United States enacted the Tax Cuts and Jobs Act (the "Act"). The Act, which is also commonly referred to as "U.S. tax reform," significantly changes U.S. corporate income tax laws by, among other provisions, reducing the maximum U.S. corporate income tax rate from 35% to 21% starting in 2018. During the year ending March 31, 2018, the Company reduced its net deferred income tax asset by approximately \$184,000 as a result of the re-measurement of its deferred tax assets and liabilities to the new lower statutory rate of 21%.



Name of Company: HBL America, Inc.  
Fiscal Year Ended: March 31, 2019

**Lease Commitment**

The Company initially entered into an agreement to lease the premises beginning March 1, 2012 and ending June 30, 2017.

The Company recently entered into a second extension of the lease, under substantially the same terms, for an additional two (2) years, thus the lease expires June 30, 2020.

Origination Date: 3/1/2012  
Expiration Date: 6/30/2020

|                           | AMOUNT<br>(USD) Current<br>Period | AMOUNT<br>(USD) Prior<br>Period |
|---------------------------|-----------------------------------|---------------------------------|
| Rent Expense for Premises | 100,287                           | 94,184                          |

**Future Minimum Rent Payments:**

|               |                |
|---------------|----------------|
| FYE 3/31/2020 | 99,880         |
| FYE 3/31/2021 | 24,970         |
|               | <u>124,850</u> |

Name of Company: HBL America, Inc.

Fiscal Year Ended: March 31, 2019

## OTHER DISCLOSURES

### Use of Estimates

The preparation of financial statements on the accrual method of accounting can require management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclose of certain contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from such estimates.

### Advertising Costs

Costs of advertising are expensed as incurred. Advertising expense was \$648 for the year ended March 31, 2019 and \$3,909 for the year ended March 31, 2018.

### Foreign Currencies

Foreign currencies transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions, or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions denominated in the foreign currencies are recognized in the statements of operations and retained deficit.

### Employee Benefit Plan

The Company established a 401(k) plan which covers employees meeting the plan participation requirements. The Company matches a portion of the employee's voluntary contributions up to a maximum of 4% of the employee's gross earnings. The Company's matching contribution for the years ended March 31, 2019 and 2018 was \$14,931 and \$14,262, respectively.