



# **Paramount Trading (Jamaica) Limited**

## **Annual Report 2020**





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## Our Mission

Our mission is to provide our customers with quality chemical products and services, guided by the principles of honesty, integrity, and rigorous adherence to stringent safety standards and procedures for the protection of both people and the physical environment. We will foster team-work, accountability and innovation among our employees and encourage their lifelong learning and personal development.

## Our Vision

To be a chemical industry leader and exemplary employer that remains success-driven and constantly energised through our passion to develop and fully satisfy our customers' needs for our products and services.

## Our Values

We hold closest to our hearts the values of honesty, integrity, teamwork, and accountability. We recognize that the contribution of each individual is fundamental to our on-going success and, therefore, we provide opportunities for personal growth and encourage employee involvement at all levels.

## ▼ What We Do



For over 25 years, Paramount has been Jamaica's most reliable distributor of raw chemicals to local manufacturers, inspiring industrial and household solutions.



Partnered with Allegheny Petroleum USA, Paramount manufactures a full line of Oils & Lubricants right in Kingston at our State-of-the-Art Blending Plant. Altra – Powering your company to keep moving forward.



Partnered with Sika Corporation, Paramount supports your growth and develops infrastructure throughout Jamaica by providing quality products and services.



<https://paramountjamaica.com/>



# Paramount Trading (Jamaica) Limited

## Annual Report 2020





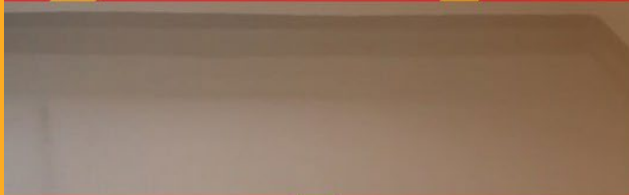
## SEALING



## BONDING & ANCHORING



## REFURBISHMENT



## INDUSTRIAL FLOORING



**DISTRIBUTED BY:**  
**PARAMOUNT TRADING (JAMAICA) LIMITED**  
8 BELL ROAD, KINGSTON 11  
TEL: (876) 758-3983 | (876) 764-8305 | (876) 436-6600  
FAX: (876) 758-9340

SIKA'S SUCCESS AND EXCELLENT REPUTATION ARE BASED ON ITS LONG LASTING TRADITION OF INNOVATION. FOR OVER 100 YEARS, SIKA PRODUCTS HAVE BEEN APPROVED AND SPECIFIED ON THE WORLD'S LARGEST JOBSITES FOR THEIR SUPERIOR QUALITY AND DURABILITY. SIKA IS THE NAME TRUSTED BY THE PROS. BELIEVING THAT EVERY CUSTOMER DESERVES THE BEST, SIKA CORPORATION OFFERS ITS LINE OF PROFESSIONAL PRODUCTS TO HOME IMPROVEMENT STORES, WHOLESALERS AND SELECT RETAILERS THROUGHOUT THE U.S. SIKA'S PRO SELECT RETAIL PRODUCT LINE INCLUDES SPECIALTY SEALANTS, ADHESIVES, WATERPROOFING SEALERS, GROUTS, FLOORING LEVELERS AND ADMIXTURES. WHETHER YOU ARE WORKING ON YOUR HOME IMPROVEMENT PROJECT OR YOUR COMMERCIAL STORE FRONT, SIKA HAS THE SOLUTIONS AND PRODUCTS YOU NEED TO ENSURE THAT YOU FIX IT RIGHT AND "FIX IT ONCE"!

## BUILDING TRUST





Chairman

**Radcliff Knibbs**

## Chairman's Review

**On behalf of the Board of Directors of Paramount Trading (Jamaica) Limited, I am pleased to present to our stakeholders our 2019-2020 performance.**

Paramount Trading (Jamaica) Limited has experienced over recent years, unprecedented speed and magnitude of change to meet the ever changing market demands. Where we are today is evidence of our courage to explore new directions, spot opportunities and take calculated risks to reach strategic goals.

At our 2019 Annual General Meeting, we introduced an ambitious growth strategy to generate annual revenue growth both through organic growth and the further build out of our manufacturing business.

We are pleased to report that we have been able to:

- o Seamlessly transition into manufacturing in our technical grade chemical division, as we respond to the growing demand for sanitation and sanitation related products in the private and public sectors;
- o Make significant strides towards bringing retail sized lubricant products to the market as a result of our investment in a new packaging line, which will result in a number of contract manufacturing agreements, the benefits of which we will start to realize in 2020-2021;
- o Strengthen pre-existing partnerships and forge new relationships with other small businesses and large corporations; and
- o Build on the Company's efficiencies in response times and customer relationships.

A broad product offering, superior technology and significant investments in our infrastructure in recent years, provide a strong foundation to build on and we anticipate the further diversification of revenues across business units. We have a lot to be thankful for, as we have advanced as a Company, even in the face of uncertainty and adversity. Our team was able to develop creative ways to maneuver the evolving situation created by the COVID-19 pandemic and benefitted from the strength and contributions of our Directors. We will continue to adapt and maximize on our opportunities as we try to recover.

We remain steadfast in our commitment to being a responsible corporate citizen. We will continue to maintain good corporate governance and hold ourselves accountable to our shareholders, potential investors, investors and regulatory bodies.

On behalf of the Board of Directors, I thank our management team, team members, clients, shareholders and other stakeholders for their unwavering support over the years. I hope that each of you remain safe during this time as you continue to observe the recommended practices.

  
Radcliff Knibbs



# CHAIRMAN'S LETTER TO SHAREHOLDERS

Dear Valued Shareholders,

The board of directors of Paramount Trading (Jamaica) Limited ("**Paramount**" or "**Company**") is pleased to invite you to the 2020 Annual General Meeting ("**2020 AGM**").

We have been closely monitoring the developments of the unprecedented novel coronavirus ("**COVID-19**") pandemic, and the related laws and recommended protocols issued by the Government of Jamaica. To protect the health and safety of our shareholders, directors and employees, and also to comply with the Disaster Risk Management Act, we have made changes to the hosting of our annual general meeting.

Our existing Articles of Incorporation do not permit virtual general meetings. Thus, the 2020 AGM will be held as a physical meeting. Physical access to the 2020 AGM will be restricted to the shareholders of Paramount, and others who are required to be in attendance. Paramount intends to fully comply with the mandated protocols for its 2020 AGM, in particular to ensure that the number of attendees are within the limits of the law.

All shareholders and proxy holders are entitled to vote, and your vote is important. To vote and participate in the 2020 AGM, you must either (1) attend the physical meeting, or (2) complete and return a proxy form, in accordance with the procedures described in the proxy form.

Shareholders are encouraged to submit their questions related to the Annual Report and the Company, in advance of the AGM by e-mail to: [swalters@paramountjm.com](mailto:swalters@paramountjm.com), or by phone at: 876-550-5822. These questions will be responded to during the 2020 AGM, to the extent it is reasonably practicable, at the Chairman's discretion.

The AGM will also be live-streamed electronically via the internet. If you are not required, or do not plan to attend the physical 2020 AGM, you may observe the 2020 AGM at the following address:

[https://us02web.zoom.us/webinar/register/WN\\_nLA6\\_x-8QI-GGK5AqhJN5A](https://us02web.zoom.us/webinar/register/WN_nLA6_x-8QI-GGK5AqhJN5A).

In addition to the normal business of the 2020 AGM, the attached Notice of AGM includes a special resolution to amend the Articles of Incorporation of the Company to permit the holding of virtual general meetings. These changes comply with the Rules of the Jamaica Stock Exchange, and the Companies Act of Jamaica. The board of directors have recommended, and now seeks your approval of, these important resolutions.

The year 2020 was another relatively successful year for Paramount. Though 2020 has been challenging for our Company, and the world, the board would like to assure you that Paramount is well positioned to withstand the impact of COVID-19.

In the event that the logistics of our 2020 AGM are further impacted by developments related to COVID-19 or otherwise, we will provide such information as promptly as practicable. We encourage you to monitor our notices published on the Jamaica Stock Exchange's website for the latest updates.

On behalf of the board of directors, I want to thank you for your continued support of, and trust in, Paramount. We look forward to sharing the details of our 2019-2020 year with you.

Sincerely,

Paramount Trading (Jamaica) Limited

Radcliff Knibbs  
Chairman





# NOTICE OF ANNUAL GENERAL MEETING

**NOTICE IS HEREBY GIVEN** that the Annual General Meeting of Paramount Trading (Jamaica) Limited (the "Company") will be held on **Saturday November 28th, 2020 at 10:00 a.m. at The Jamaica Pegasus, 81 Knutsford Boulevard, Kingston 5, Saint Andrew**, for shareholders of the Company to consider and, if thought fit, to pass the following resolutions:

## ORDINARY RESOLUTIONS

### 1. RECEIPT OF AUDITED ACCOUNTS

To receive the audited accounts of the Company for the year ended 31st May 2020 together with the reports of the auditors and the Board of Directors thereon:

**"THAT the audited annual accounts of the Company for the year ended 31st May 2020 along with the reports of the auditors and the Board Directors thereon, be and are hereby adopted."**

### 2. RETIREMENT OF DIRECTORS BY ROTATION AND RE-APPOINTMENT

- (i) That the following Directors of the Board who, being the longest serving, have retired by rotation prior to the reading of this resolution in accordance with Article 97 of the Articles of Incorporation of the Company and, being eligible, have consented to be re-appointed and to act (each resolution below to be passed separately):

(a) **"THAT Hugh Graham be and is hereby re-elected a Director of the Company."**

(b) **"THAT James Lechler be and is hereby re-elected as a Director of the Company."**

- (ii) That Jacqueline Somers being appointed to the Board of Directors of the Company

with effect from December 17th, 2019, as an addition to the Board, has retired prior to the reading of this resolution in accordance with Article 93 of the Articles of Incorporation of the Company and, being eligible, has consented to be re-appointed and to act:

**"THAT Jacqueline Somers be and is hereby re-elected a Director of the Company."**

### 3. DIRECTORS' REMUNERATION

To authorise the Board to fix the remuneration of the Directors:

**"THAT the amount shown in the audited accounts of the Company for the year ended 31st May 2020 as Directors' fees for services rendered by them, be and is hereby approved."**

### 4. REAPPOINTMENT AND REMUNERATION OF AUDITORS

To reappoint the auditors, and to authorise the Board of Directors to fix their remuneration:

**"THAT McKenley & Associates, who have consented to continue in office, be and are hereby appointed as the auditors of the Company, to hold office until the next annual general meeting, and to authorise the Board to fix their remuneration."**

## SPECIAL RESOLUTION

5. To allow the Company to communicate and to hold meetings of shareholders using electronic means:

**"THAT the Company's Articles of Incorporation be and are hereby amended by inserting new definitions in Article 1 and also new Article 52(a) for meetings of shareholders to be held in physical and/or electronic means in the future:**





- (i) To be inserted in **Article 1** – being the Definitions:

**'electronic – a form of technology with electrical, digital, magnetic, wireless, optical, electromagnetic, video, photographic, or similar capabilities.'**

AND

**'electronic means - telephone, live stream, video conferencing, or any other facility for dispatch and/or communication of any sound, document, or other data (including but not limited to computers and automated devices).'**

- (ii) The addition of a new Article 52(a) for the purposes of the form of holding shareholders' meetings and determining the place and quorum:

**'Notwithstanding anything contained in these Articles and subject to the Act, the Directors may call a meeting of the shareholders to be held in the following manner:**

- (a) as an event at a place specified for shareholders' physical attendance; and/  
or  
(b) as an event for shareholders' attendance by electronic means.

**If a meeting is to be held by electronic means the Directors shall establish all necessary procedures for the conduct thereof including, without limitation, the following:**

- (1) notice of meeting and any other documents required by the articles and/or the Act including but not limited to a form of proxy;**
- (2) confirmation of attendance either by the shareholder or any proxy thereof and electronic means;**
- (3) adequate communication during the meeting; and**
- (4) voting by shareholders or their proxies.**

**Attendance, Quorum**

**A shareholder who attends a meeting either physically or by electronic means shall be deemed for the purposes of the Articles to be present at the meeting, for the purposes of quorum and otherwise.**

**Place of Meeting**

**A meeting shall be deemed to be held at the place where the majority of shareholders are present physically, or in the case of electronic means, where the registered office of the company is located."**

**ORDINARY RESOLUTION**

**6. OTHER ROUTINE BUSINESS**

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

**"TO transact any other ordinary business of the Company that may properly be transacted at an annual general meeting."**

Dated this 28 day of September, 2020

BY ORDER OF THE BOARD

  
PMH Corporate Services Limited  
COMPANY SECRETARY



**IMPORTANT NOTE FOR SHAREHOLDERS:**

A shareholder who is entitled to attend and vote at the Annual General Meeting of the Company may appoint one or more proxies to attend and vote in his/her place. A proxy need not be a shareholder of the Company. The instrument appointing a proxy must be in writing and be executed by the shareholder(s) granting it, or by the shareholder's attorney duly authorised in writing. If the shareholder is a corporation, the proxy must be made under the seal of the corporate shareholder. A suitable form of proxy accompanies this notice. The proxy form must bear stamp duty of \$100.00, before being executed. The stamp duty may be paid by adhesive stamps, which are to be cancelled by the person signing the proxy.

All completed and executed original proxy forms must be deposited together with the power of attorney or other document appointing the proxy, at the registered office of the Company at 39 Waltham Park Road, Kingston 13, Saint Andrew at least forty-eight (48) hours before the Annual General Meeting.

A corporate shareholder, instead of appointing a proxy, may by resolution of its Directors or other governing body, authorise and appoint any person it thinks fit to act as its representative at the Annual General Meeting of the Company, in accordance with Article 75 of the Company's Articles of Incorporation. Written evidence duly executed by an authorised official of the corporate shareholder and under seal of the corporate shareholder, of a resolution appointing a corporate representative, must be provided to the Company prior to the commencement of the Annual General Meeting.





## DIRECTORS' REPORT

The Directors are pleased to submit their report and the Audited Financial Statements for the year ended May 31, 2020.

### FINANCIAL RESULTS

For the period the operating results were:

**Revenue** – \$1,515,582,258

**Net Profit** – \$53,019,489

### DIRECTORS

1. The Directors of the Company as of May 31, 2020 were:

**Mr. Radcliff Knibbs (Chairman)**

**Mr. Hugh Graham (Managing Director)**

**Mr. Jukie Chin**

**Ms. Sharon Donaldson Levine**

**Mr. James Lechler**

**Mr. Richard Rogers**

**Ms. Anna Maria Graham**

**Mr. Metry Seaga**

**Ms. Jacqueline Somers**

2. The following Directors of the Board who, being the longest serving, have retired by rotation prior to the reading of this resolution in accordance with Article 97 of the Articles of Incorporation of the Company and, being eligible, have consented to be re-appointed and to act: **Hugh Anthony Graham and James William Lechler**

3. The following Director of the Board, being appointed with effect from December 17th 2019, as an addition to the Board, has retired prior to the reading

of this resolution in accordance with Article 93 of the Articles of Incorporation of the Company and, being eligible, has consented to be re-appointed and to act: **Jacqueline Somers.**

### AUDITORS

The Auditors of the Company, McKenley and Associates of Unit 11, 2 Seymour Avenue, Kingston 6, Saint Andrew, have indicated their willingness to continue in office in accordance with the provisions of Section 154(2) of the Companies Act.

### EMPLOYEES

The Directors wish to thank the management and staff of the Company for their performance during the year under review.

### CUSTOMERS

The Directors wish to thank our valued customers, for their support and contribution to the Company's performance during the year under review, and look forward to their continued support of the Paramount brand.

Dated this 28 day of September, 2020

BY ORDER OF THE BOARD

PMH Corporate Services Limited  
COMPANY SECRETARY





# PARAMOUNT TRADING

*You know us for chemical raw material. NOW get acquainted with our contract manufacturing and private labeling products.*



**OILS & LUBRICANTS** - Located in Kingston, Jamaica and in partnership with Allegheny Petroleum USA, Paramount manufactures Industrial and Passenger Car Oils and Lubricants to meet the highest global standards. Our State-of-the-Art Blending Plant delivers a full line of lubricants to meet international specifications with your private labels. Call our team today to find your Perfect Blend!

**BLEACH** - With years of experience handling and trading Bleach ingredients, Paramount's own Bleach Manufacturing Team effortlessly produces quality bleach. Using your private labels, we manufacture products of different strengths, packaged in various sizes and accommodating your industrial and or household needs. Dream of clean and let us do the rest.

## HEAD OFFICE:

39 Waltham Park Road, Kingston 13

☎ 876 923-0135 | 876 923-9178 | 876 281-4784

## BRANCHES:

6 & 8 East Bell Road, Kingston 11

☎ 876 758-3983 | 876 764-8305 | 876 436-6600

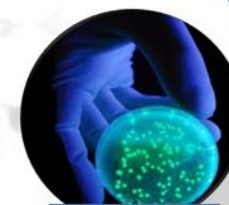
Fax: 758-9340



PARAMOUNT  
Jamaica



Reduce Risk



Kills Bacteria



Hand Sanitizer

## PREMIUM HAND SANITIZER

- Reduces the spread of infection
- Quick Drying, Fast Acting
- Virus Protection
- Moisturizes the skin
- Sold in 1 Gal, 5 Gal Pails

Contact us

**876 923 9040**



8 EAST BELL ROAD,  
KINGSTON 11



876 923 9040



customerservice@paramountjm.com

www.paramountjamaica.com

# Directors



HUGH GRAHAM  
CEO & Managing Director

Hugh Graham founded Paramount Trading (Jamaica) Limited in February 1991. He is an Executive Director and is a member of the Compensation Committee. He was the councillor of the St. Catherine Parish Council for the Lluidas Vale Division and is now the Member of Parliament for St. Catherine North West constituency. He has served on the board of Main Event Entertainment Group since 2016 and has previously served on a number of boards including the National Water Commission and Rural Water Supply Limited.



RADCLIFF KNIBBS, MBA  
Chairman

Radcliff Knibbs is a Non-Executive Chairman of the Board of Directors and is a member of the Compensation Committee. He is the Managing Director of CMK Bakery Limited and is the operator of several Juici Patties restaurant franchises.



SHARON DONALDSON-LEVINE  
LLB, MBA, CA  
Director and Mentor

Sharon Donaldson-Levine is Mentor for Paramount Trading (Jamaica) Limited and is a member of the Audit Committee. She is a Chartered Accountant, a fellow member of the Institute of Chartered Accountants of Jamaica, and an Attorney-at-Law. She is the Managing Director of General Accident Insurance Company (GAIC), and a Director of both Musson (Jamaica) Limited and the Jamaica Anti-Doping Commission. She also represents the local general insurance industry in discussions with the Financial Service Commission.



JAMES LECHLER  
Director

James Lechler is a Non-Executive Director of the Board of Directors and serves as a member of the Audit Committee. He is the General Manager for Stewarts Industrial, a division of the Stewart Automotive Group. He serves as the Director of Jamaica Engineering and Construction, Explosive Sales & Services Limited and Engineering Sales Co. Ltd.





**JUKIE GLADSTONE CHIN,**  
O.D. Director

Jukie Chin is a Non-Executive Director of Paramount Trading (Jamaica) Limited. He is Founder, Chairman and Chief Executive Officer of Juici Beef Limited. Mr. Chin was awarded the Order of Distinction, Officer class in 2003, and Gleaner Man of the Year 2007, amongst other business awards.



**ANNA MARIA GRAHAM**  
Director

Anna Maria Graham is an Executive Director of Paramount Trading (Jamaica) Limited and has worked as a Management Trainee for the past year. She was raised in the Paramount family for over 20 years and has acquired knowledge of the Company and exposure to the manufacturing and distribution industries. She has a passion for learning foreign languages and has acquired excellent leadership skills.



**RICHARD ROGERS**  
Director

Richard Rogers is the second of two founding Non-Executive Directors of Paramount Trading (Jamaica) Limited and is a member of the Audit Committee. He is also a Director of Rogers Land Development Ltd.



**JACQUELINE SOMERS,**  
MBA, FCA, Director

Jacqueline Somers is a Non-Executive Director of Paramount Trading (Jamaica) Limited and is the Chair of the Audit Committee. She is a Chartered Accountant, a fellow member of the Institute of Chartered Accountants of Jamaica, and a businesswoman. She has over thirty (30) years' experience in financial accounting and auditing, and has worked in senior positions at PricewaterhouseCoopers and Sagicor Life Jamaica Limited.



**METRY SEAGA**  
Director

Metry Seaga is a Non-Executive Director of Paramount Trading (Jamaica) Limited and is a member of the Compensation Committee. He serves as the Chairman of the Jamaica Special Economic Zone Authority and Deputy Chairman of JAMPRO. He served as the immediate past president of the Jamaica Manufacturers and Exporters' Association. He has years of experience in both the private and public sectors.



# Management



HUGH GRAHAM  
CEO & Managing Director



VAUGHN PHANG MSC, BSC  
COO (Chief Operating Officer)



JUNIOR LEVINE FCA  
CFO (Chief Financial Officer)



MAXINE HUTCHINSON M.B.A, B.A  
Senior Manager, Human  
Resources and Administration



THAUSHA MARTIN  
MSC, PG DIP, BSC  
Senior Commercial Manager



NIKOLAS HUDSON  
Operations Officer



GISSELLE LYEW YOU  
Business Unit Manager  
Sika/Construction



ALECIA HINES  
Team Lead - Chemicals

# ent Team



**JULIANA MOODIE**  
Customer Service &  
Logistics Manager



**MILTON MULLINGS**  
Production Manager



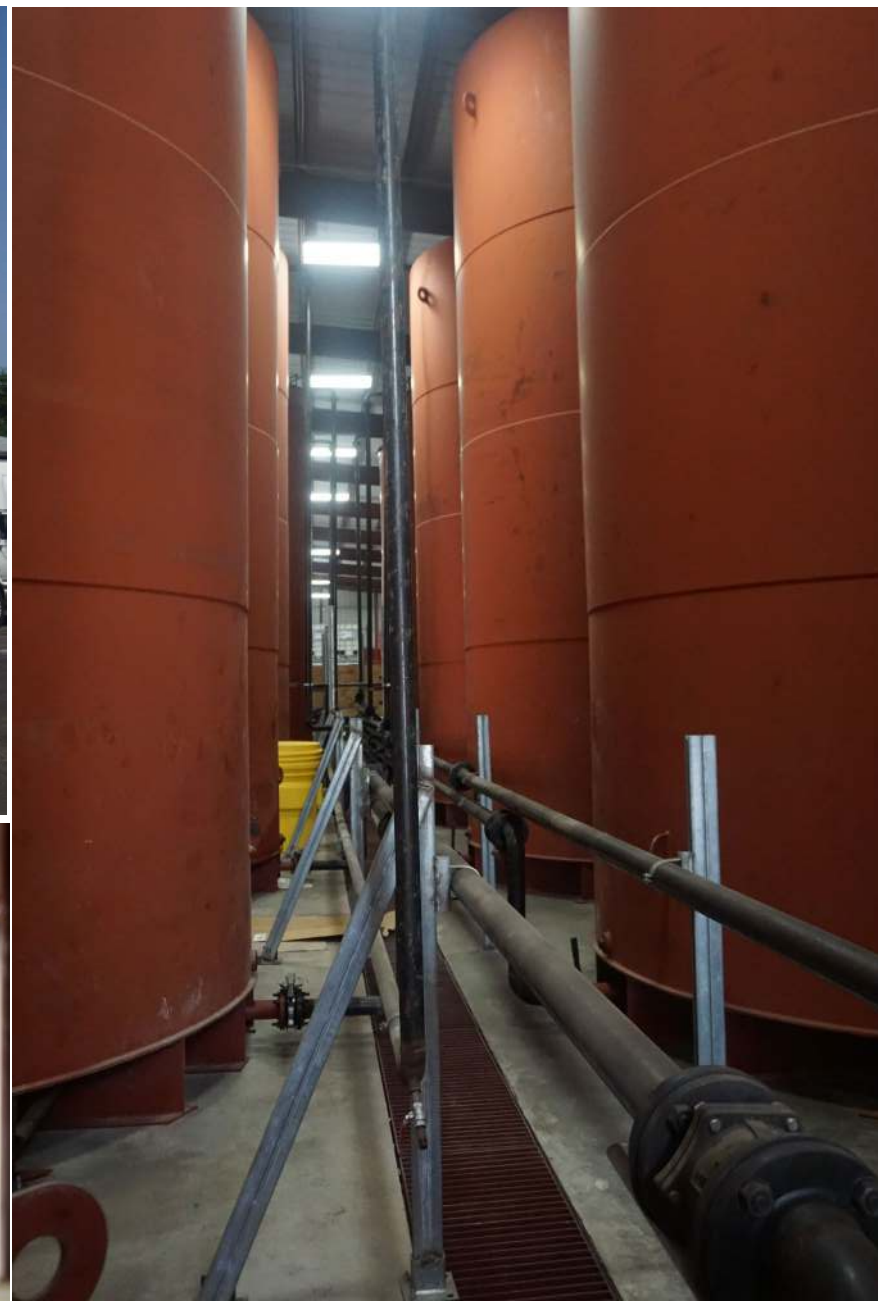
**ANGEL HERNANDEZ**  
Operations Manager



**ELIZABETH HUMBER**  
Purchasing Manager



**BRIDGETTE WRIGHT**  
Team Lead - Lubricants



LUBRICANT PLANT





# TOP 10 STOCKHOLDERS, DIRECTORS' AND SENIOR OFFICERS' INTEREST

**MAY 31, 2020**

## TOP 10 STOCKHOLDERS as at May 31, 2020

NAME OF STOCKHOLDER	NUMBER OF SHARES HELD
Hugh Graham	1,233,966,840
Radcliff Knibbs	144,059,764
Libnah Graham	27,820,000
Jean Louis Graham	17,300,000
Vaughn Phang	13,242,904
Ursus Corporation Limited	12,541,170
Jason Carl Carby	6,498,740
G.I. Enterprises Limited	4,920,000
James Lechler	4,896,662
Lannaman and Morris Ltd	4,208,000

## DIRECTORS AND SENIORS OFFICES as at May 31, 2020

NAME OF SHAREHOLDER	NUMBER OF SHARES HELD
Hugh Graham	1,233,966,840
Jukie Chin	420,000
Sharon Donaldson-Levine	1,410,000
Radcliff Knibbs	144,059,764
James Lechler	4,896,662
Richard Rogers	420,120
Vaughn Phang	13,242,904
Anna Maria Graham	3,250,000
Metry Seaga	0
Jacqueline Somers	0
Maxine Hutchinson	0
Thausha Martin	0
Junior Levine	0



Paramount Trading (Jamaica) Limited

## CORPORATE DATA

### PARAMOUNT TRADING (JAMAICA) LIMITED

Locations:

39 Waltham Park Road and 39 ¼ Waltham Park Road  
Kingston 13

6 East Bell Road  
Kingston 11

8 East Bell Rd  
Kingston 11

Tel: 876.923.9015, 876.923.9040  
Fax: 876.937.9241, 876.758.9040  
Email: [paramount@paramountjm.com](mailto:paramount@paramountjm.com)  
Website: [www.paramountjamaica.com](http://www.paramountjamaica.com)

### BOARD OF DIRECTORS

Radcliff Knibbs (Chairman)  
Hugh Graham  
Jukie Chin  
James Lechler  
Richard Rogers  
Metry Seaga  
Jacqueline Somers  
Sharon Donaldson-Levine  
Anna Maria Graham

### BOARD SUB-COMMITTEES

#### Mentor

Sharon Donaldson-Levine

### Audit Committee

Jacqueline Somers (Chair)  
Sharon Donaldson-Levine  
James Lechler  
Richard Rogers

### Compensation Committee

Metry Seaga  
Hugh Graham  
Radcliff Knibbs

### COMPANY SECRETARY

PMH Corporate Services Limited  
Temple Court  
85 Hope Road  
Kingston 6

### SENIOR MANAGEMENT TEAM

Hugh Graham - CEO  
Vaughn Phang - COO  
Junior Levine - CFO  
Thausha Martin - Senior Commercial Manager  
Maxine Hutchinson - Senior Manager, Human Resources and Administration

### ATTORNEYS –AT-LAW

Patterson Mair Hamilton  
85 Hope Road  
Kingston 6

### REGISTRAR AND TRANSFER AGENTS

Jamaica Central Securities Depository Ltd.  
P.O Box 1084  
40 Harbour Street  
Kingston



#### **AUDITORS**

McKenley & Associates  
Unit 11, Seymour Park  
2 Seymour Avenue  
Seymour Park Complex  
Kingston 6

#### **BANKERS**

Sagicor Bank Jamaica Ltd.  
17 Dominica Drive  
Kingston 5

National Commercial Bank Jamaica Ltd.  
90-94 Slipe Road  
Kingston 5





# CORPORATE GOVERNANCE

Paramount Trading (Jamaica) Limited has adopted and continues to maintain strict compliance with the Company's Corporate Governance Policy and Code of Ethical Conduct.

In our stewardship of the Company, we are very ably led by a strong Board of Directors, which diligently executes its mandate to direct our affairs and ensure that success is achieved. This success translates into shareholder value and is attained through prudent and effective controls, good corporate governance, as well as accurate risk assessment and management.

The Corporate Governance Policy is available on our website at: [www.paramountjamaica.com](http://www.paramountjamaica.com)

The Board comprises a healthy dynamic of Independent Non-Executive Directors and Executive Directors with 7 of our 9 Board members being independents as at May 31, 2020. The Board is well rounded in terms of the knowledge, core competencies, qualifications and expertise of each Director. Coupled with their passion for knowledge and success, this will drive the Company to meet its objectives and deliver the desired outcomes over the foreseeable future.

## BOARD COMMITTEES

Paramount's Board of Directors currently has two Committees, delegated to deal with issues related to the Company's finances and remuneration packages. Each Committee has specific mandates governing their operations. These Committees guide the Board in the decision-making process, with final decision-making powers remaining with the Board of Directors.

## AUDIT COMMITTEE

The committee assists the Board to fulfil its responsibility relating to the integrity of the financial statements and their distribution to external bodies, as well as, ensuring that there is full compliance with regulatory and other bodies. The Audit Committee meets quarterly. The Committee includes: Jacqueline Somers (Chair), Sharon Donaldson-Levine, Richard Rogers and James Lechler.

## COMPENSATION COMMITTEE

This committee assists the Board in fulfilling its responsibility for overseeing the decisions relating to remuneration and ensuring that it is aligned with our strategic objectives. The Compensation Committee meets twice per year. The Committee includes: Metry Seaga, Hugh Graham and Radcliff Knibbs.

# CORPORATE GOVERNANCE

DIRECTORS	BOARD MEETING	AUDIT COMMITTEE	COMPENSATION COMMITTEE
Radcliff Knibbs	4	-	-
Hugh Graham	4	-	-
Sharon Donaldson	3	2	-
Richard Rogers	2	0	-
James Lechler	2	2	-
Jukie Chin	1	-	-
Anna Maria Graham	4	-	-
Metry Seaga	3	-	-
Jacqueline Somers	2	2	-
	*4 meetings held for the year	*2 meetings held for the year	*no meetings held for the year

Based on the impact of the pandemic on the organization, a number of critical activities had to be rescheduled, including the meetings of the Compensation Committee. There were no formal meetings of the Compensation Committee, however, compensation issues were dealt with through directives from the Board. These will be put to a new compensation Committee for ratification.

## PARAMOUNT'S COMMITMENT TO OUR SHAREHOLDERS

Our team is fully committed to serving and creating value for our shareholders, through effective planning of strategic goals and objectives, risk management and assessment, internal controls and adherence to laws, codes and regulations. We continue to maintain our values of honesty, integrity, teamwork and accountability to drive our continued success.

In each year, we host our Annual General Meeting, where our shareholders are able to engage our Board and Management team. We also communicate effectively with our shareholders using various communication channels to keep them informed. Developments in the Company are shared on our Company website, daily newspapers and social media platforms. Regulatory developments are published on the Jamaica Stock Exchange and also circulated in the Island's daily newspapers.

## CORPORATE VALUES

The Board fulfils its role in providing entrepreneurial leadership to the Company within its framework of effective controls, risk assessment and management. It maximises shareholders' value through strong ethical standards. The Company has defined Standard Operating Policies and Procedures for our Code of Ethical Conduct, Director's Best Practices and Conflict of Interest that serve to inform our Corporate Governance Policy.



# MANAGEMENT DISCUSSION & ANALYSIS

## PERFORMANCE SUMMARY

Paramount Trading (Jamaica) Limited ("Company") is committed to bringing the highest quality chemical raw material and finished products to its customers through high-performance sourcing, procurement, supply chain management and good manufacturing practices.

During 2019 to 2020, in keeping with its strategy, the Company expanded and strengthened its production capacity to provide the highest quality products and support for the industrial, manufacturing and distribution sectors. At the same time, significant measures were also taken to manage expenses. These initiatives resulted in an improvement of our asset base and the levelling of our expenses.

During the financial year under review, the Company experienced mixed results. The onset of COVID-19 presented new challenges, as our revenue growth strategy and profit were stymied due to the adverse market conditions in the fourth quarter; nonetheless we recovered some lost ground as we adapted to the challenging operating environment.

### Financial Performance

The Company recorded a profit after tax of \$53.0 million for the financial year. This was \$9.6 million less than the previous year and was primarily due to the impact of the COVID-19 pandemic.

Earnings per share was \$0.034, down from \$0.040 for the previous year.

### Revenue

In the last quarter, the Company begun pivoting its business into manufacturing of sanitation related products through repurposing and redirecting existing knowledge, skills, people and networks. Taking advantage of the window of opportunity created by our entry into the sanitation products market, we reduced the negative impact of COVID-19 and generated revenue of \$1.52 billion, which was slightly below our prior year earnings of \$1.59 billion and a negligible decrease of 5%. This resulted in reduced gross profit of \$468.2 million, compared with \$501.9 million in the previous year.

We are pleased to report that the food grade and technical grade portfolios enjoyed

revenue growth of 2% and 5% respectively. Paramount Trading, being well positioned, was able to capitalize on opportunities during the pandemic and seamlessly pivoted into manufacturing sanitation products, such as hand sanitizer and surface cleaners. These generated revenue of over \$43 million for the technical grade division during the last quarter.

The lubricant division, although still poised to be our main growth driver, suffered some setback due to the country wide closure of non-essential service businesses during the fourth quarter. This resulted in a 20% reduction in divisional revenue year on year.

### Overheads

As the Company continues its efforts in cost rationalization and structural realignment, the Company's operating expenses of \$385.7 million showed a positive variance of 9% over the prior year. The reduction was driven primarily by a decrease in our administrative costs, moving from \$401.8 million in the prior year to \$366.9 million.

On the other hand, the Company saw an increase in its finance costs by over 107%. This was as a result of capacity build-out funded mainly by preference shares and increase in debt.

### Financial Position

While our investment reduced by \$217.4 million, inventory of \$683.6 million reflected an increase of \$135.8 million. Receivables improved significantly moving from \$373.0 million to \$270.1 million. As we strive to improve our foreign exchange holding and effectively match our foreign assets with our foreign liabilities, cash and cash equivalent showed an increase of \$133.0 million, which bolstered our liquidity.

Although long-term borrowings now stand at \$126.2 million, an increase of \$77.9 million, the Company is well within its capital adequacy requirements and conventional gearing ratio.

### Covid Impact and Response

We have been experiencing severe supplier dislocation and unpredictable market conditions since March. However, we responded to the COVID-19 imposed challenges





by implementing very focused, results oriented strategies. We also apportioned customer orders to reduce dislocation as much as possible. The business continuity

program was driven by ensuring that we had stable cash flow and we are grateful to our customers who responded with understanding and appreciation of the issues we faced.

We also implemented changes to our operations to put ourselves in a better position to satisfy the demand created by the pandemic for sanitation products.

#### **Outlook**

COVID-19 created sudden and unexpected changes in Paramount's operating environment and we anticipate that this situation will remain with us in the short to medium term.

During the new financial year, the Company will continue to build out its productive capacity. We have already capitalized our lubricant plant and installed the packaging line. Renovation activities already started on the bleach and chlorine plants will continue in the new financial year. We have also expanded into manufacturing sanitation products and will widen the product base over time. Our main drivers in the short term, will be the revenue we will derive from our new products, the expansion of our offerings in the Bleach division, and our continued pursuit of contract manufacturing in our Lubricant division.

We would like to thank our employees for their contribution and hard work, our Board of Directors for their diligence, our business partners, and other stakeholders for their continued support.

## PARAMOUNT IN THE NEWS



### PARAMOUNT JAMAICA HOSTS SIKA SEMINAR IN MOBAY

The seminar, which was held last Thursday at the Montego Bay Conference Centre in St James, was organised by the Hugh Graham-led Paramount Jamaica, a publicly traded company in the island that supplies construction materials and application services, chemical products, industrial lubricants, and haulage services.

Sika is an international specialty chemicals company operating out of the United States, and Paramount Jamaica has been its leading distributor in Jamaica for the last eight years.

- Jamaica Observer (September 3, 2019)



### PARAMOUNT OPENS \$600-MILLION WORLD-CLASS LUBRICANT PLANT

Paramount Jamaica Trading yesterday officially opened its \$600-million world-class lubricant plant, which will supply API certified lubricants initially to the local market.

- Jamaica Observer (Durrant Pate, October 2, 2019)

## PARAMOUNT IN THE NEWS



### PARAMOUNT BLENDS LUBRICANTS FOR FESCO

Another great day in Paramount's history, as Paramount Jamaica officially inked a contract with locally owned fuel marketing company, FESCO, to provide manufacturing and private labelling of lubricant products. This was a very proud moment as two strong Jamaican founded and owned brands have come together to ensure that the Jamaican market can enjoy the same quality of products available in the international markets.

- Jamaica Gleaner (Friday, February 14, 2020)



### PARAMOUNT JOINS BAR RECOVERY INITIATIVE

Paramount Trading Jamaica Limited has joined Red Stripe Jamaica, Pepsi Jamaica, Celebration Brands, and the Desnoes & Geddes Foundation in the 'For Our Bars: For Jamaica' initiative, to support the recovery of community bars faced by challenges due to the COVID-19 restrictions.

Paramount Trading is supporting the programme through the donation of the bottling and labelling of hand sanitisers sponsored by the D&G Foundation that will be distributed to more than 1,800 bar owners for use in their establishments under the health and safety measures mandated by the Government

- Jamaica Observer (Friday, June 05, 2020)



## PARAMOUNT IN THE NEWS



### PARAMOUNT HELPING TO COMBAT COVID-19

At Paramount Trading, we will be making available certain raw materials at low cost to some suppliers to produce the necessary sanitisation products. J. Wray and Nephew will also be committed to making 100,000 litres of pure alcohol available to the national health sector to ease the pressure on sanitisation essentials.

- *Jamaica Gleaner (March 12, 2020)*



**LET US HELP YOU  
FIGHT COVID - 19**

**WE OFFER:**

- BLEACH (UP TO 11.5% STRENGTH)
- ANTI-BACTERIAL HAND SOAP
- PREMIUM SURFACE SANITIZER
- PREMIUM HAND SANITIZER



PARAMOUNT  
Jamaica

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876-923-0135

**WEBSITE:**  
PARAMOUNTJAMAICA.COM



# FIVE YEAR FINANCIAL REVIEW

## PROFIT AND LOSS

PROFIT AND LOSS ACCOUNT	2016	2017	2018	2019	2020
Sales revenue (\$)	1,024,351,766	1,155,871,702	1,398,409,815	1,595,644,995	1,515,582,258
% change over prior year	18	13	21	14	-5
Direct expenses	688,557,566	801,829,362	972,056,069	1,093,782,137	1,047,403,570
% of Sales	67	69	70	69	69
Gross Profit	335,794,200	354,042,340	426,353,746	501,862,858	468,178,688
% change over prior year	20	5	20	18	-7
Administrative expenses	180,968,801	220,280,014	323,030,774	401,762,914	366,884,429
% change over prior year	31	22	47	24	-9
Selling & Distribution expenses	12,842,557	34,788,739	29,732,505	19,945,137	18,811,448
% change over prior year	101	171	-15	-33	-6
Net Finance costs	7,761,187	9,641,452	12,797,854	21,523,883	45,401,281
% change over prior year	47	24	33	68	111
Profit before Tax (\$)	173,043,013	101,002,560	67,044,079	75,621,619	62,018,240
% change over prior year	19	-42	-34	13	-18
Taxation (\$)	-	-	8,399,606	12,978,521	8,998,751
Depreciation (\$)	11,567,739	20,915,943	42,319,542	45,033,157	45,031,782
% change over prior year	2	81	102	6	-0
Net Profit after Tax (\$)	173,043,013	101,002,560	58,644,473	62,643,099	53,019,489
% change over prior year	19	-42	-42	7	-15
Ratios:					
Earnings per share (\$)	0.11	0.07	0.04	0.04	0.03
Net Profit Margin (%)	16.9	8.7	4.8	4.7	4.1
Gross Profit Margin (%)	32.8	30.6	30.5	31.5	30.9



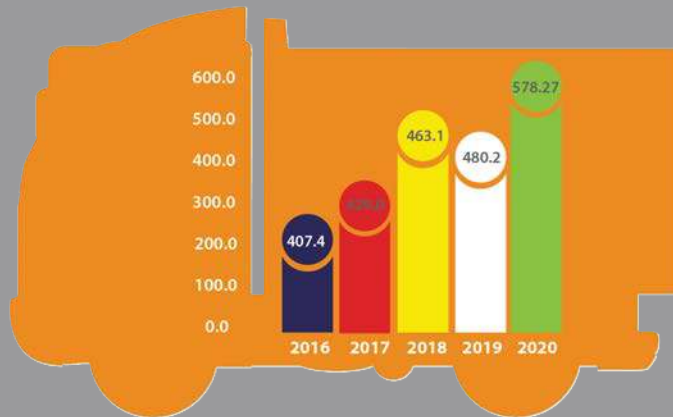


## FINANCIAL POSITION

FINANCIAL POSITION	2016	2017	2018	2019	2020
Non current assets	1 184,045,801	298,876,638	321,473,114	611,736,907	726,391,042
% change over prior year	27	62	8	90	19
Current assets	675,644,447	722,396,204	907,692,797	968,036,768	1,136,375,234
% change over prior year	44	7	26	7	17
Total assets (\$)	859,690,248	1,021,272,842	1,229,165,911	1,579,773,675	1,862,766,275
% change over prior year	40	19	20	20	20
Current liabilities	268,230,651	293,376,925	427,444,133	504,894,457	558,109,681
% change over prior year	117.2	9.4	45.7	18.1	10.5
Non current liabilities	10,681,815	46,115,575	61,296,963	333,509,988	510,267,875
% change over prior year	-54	332	33	444	53
Total Liabilities (\$)	278,912,466	339,492,500	488,741,096	838,404,445	1,068,377,556
% change over prior year	90	22	44	72	27
Shareholders' Equity(\$)	580,777,782	681,780,342	740,424,815	741,369,230	794,388,719
% change over prior year	24	17	9	0	7
Ratios:					
Return on assets (%)	20.1	9.9	4.8	4.0	2.8
Current ratio (%)	2.5	2.5	2.1	1.9	2.04
Debt to equity ratio	1.8	6.8	8.3	45.0	64.2



### WORKING CAPITAL J\$ MIL



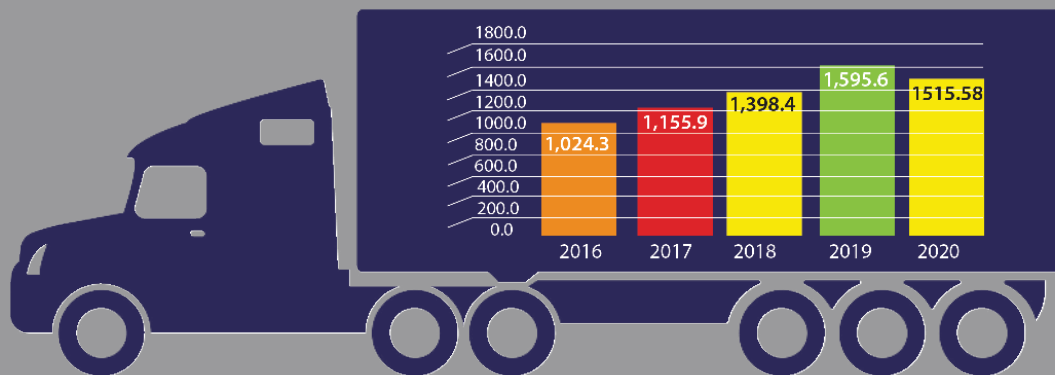
### EARNINGS PER SHARE J\$



### REVENUE BY CATEGORY J\$ MIL



### SALES REVENUE J\$ MIL

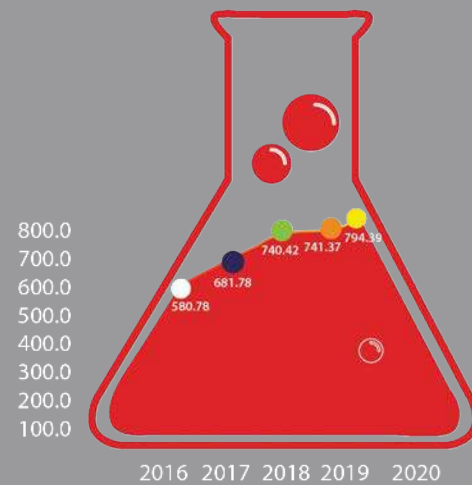


### PROFIT BEFORE TAX J\$ MIL





## SHAREHOLDERS EQUITY (MIL)



## NON CURRENT ASSETS J\$ MIL



## TOTAL ASSETS J\$ MIL







## CORPORATE SOCIAL RESPONSIBILITY

Paramount Trading (Jamaica) Limited is very conscious of the kind of impact we have on all aspects of society. We have been successfully operating our business in the raw materials chemicals sector in a safe and environmentally responsible manner. We believe that this mode of operation is vital for the protection of our team members, the communities in which our business is located, and our partners locally and abroad. Being socially responsible holds us accountable to ourselves, our stakeholders, and the community.

We aim to have a lasting impact on our wider communities and understand the importance of our role in society.

This year, Paramount undertook several charitable engagements in order to give back and reinforce our core values and our mission.

Every year, Paramount proudly caters to over 900 children from ages 3-18 years old during our Christmas Treat. It brings the Waltham Park community and its surrounding areas together for a fun-filled day of activities. These include rides, competitions, spot prizes, games, food and drinks from our partners as well as some performances from recording artistes. We prioritize making it as memorable as possible for the children, during the Christmas season. The initiative also equips young persons to realize their potential and to contribute positively to the welfare of our country.

This year we also introduced a scholarship program that offered a Fifty Thousand Dollars (\$50,000) scholarship from the Libnah Graham Foundation to an upcoming PEP student (Grade 5 & 6). This year's recipient of the scholarship was the winner of a challenging competition to test wit and knowledge. Other recipients also received book vouchers from Kingston Book Shop to help facilitate their educational requirements.

Paramount staff members came out in force to participate in various charity runs throughout the year which included the Sagicor Sigma Corporate Run and the Colour Me Happy 5k Run.

As we continue to build on our societal role, we will maintain and improve our corporate social responsibility mandate, while complying with legal and other requirements. These relate to and are integral to our industry and our own internal governance procedures.





## STAFF INVESTMENT

We continue to recognize that the contribution of each individual is fundamental to our on-going success and therefore provide opportunities for personal growth and development while we encourage employee involvement at all levels.

Paramount knows that investing in your staff is one of the most rewarding business decisions any company can make. We work to promote growth within the staff and encourage staff input, opinions and values. As part of our values, we recognize that the contributions of our employees are fundamental to Paramount's continued success. In order to achieve this, Paramount has undertaken numerous endeavours.

Professional development aimed at building skill sets via training included: Think Grow Lead for our Sales Team, Dale Carnegie – Management Skills for New Managers and Supervisors, which taught guidance for managing business portfolio challenges; development of a customer service training program which spoke to "The Essentials of Service" and continued HEART Certifications and internship programs.

For personal growth, staff members were able to attend a series of wealth management seminars from various financial institutions to increase and bolster employees' financial literacy.

Socially, the Kulture Klub continued hosting events to foster and boost morale amongst staff members. Activities included a Jamaica Day Breakfast Celebration, as well as our annual Christmas Dinner.





Paramount Trading (Jamaica) Limited

## WEBSITE

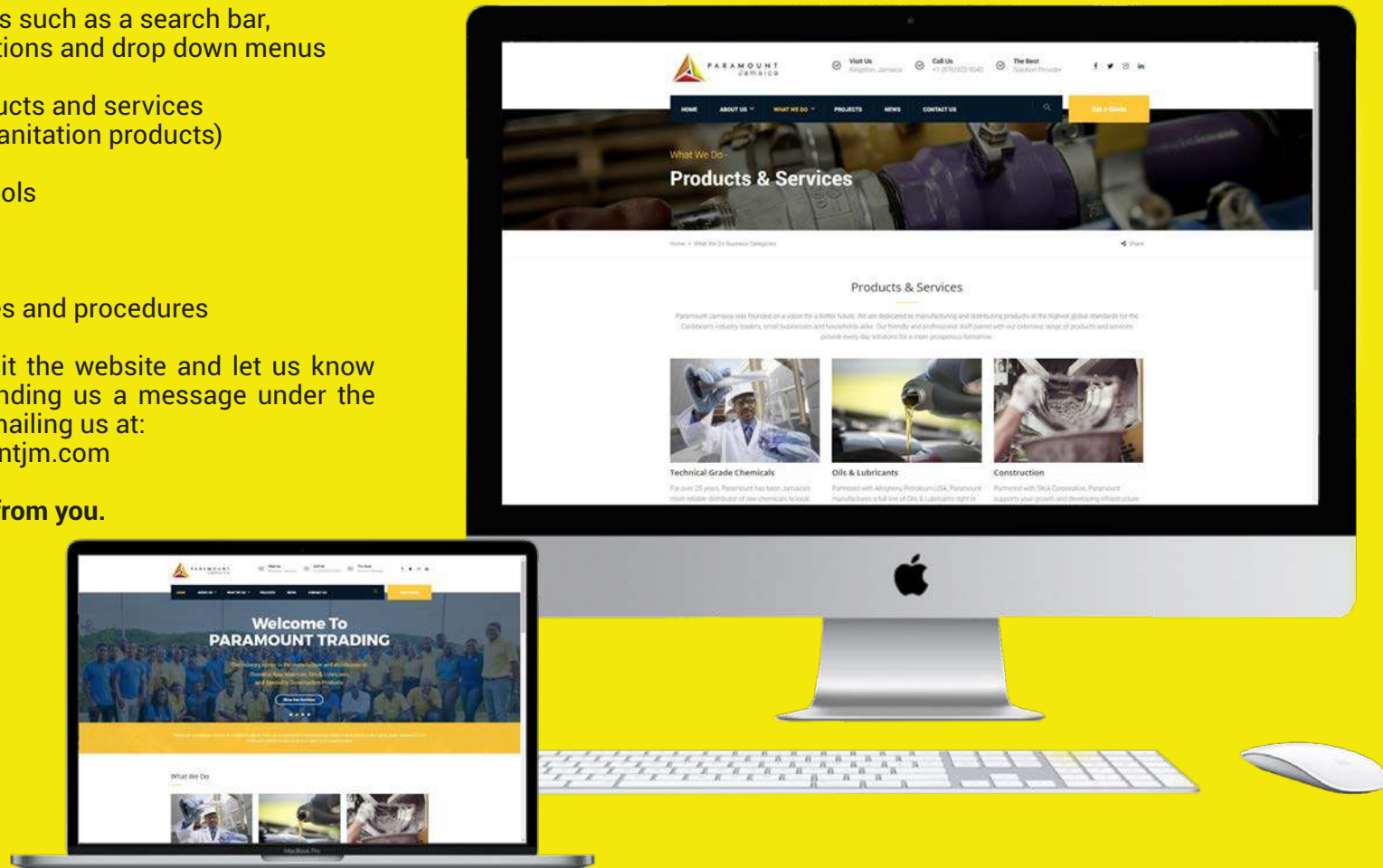
We are pleased to announce the development of our new website, [paramountjamaica.com](http://paramountjamaica.com), which can now be accessed.

Updates include:

- User-friendly features such as a search bar, easily accessible options and drop down menus
- A full list of our products and services (including our new sanitation products)
- Our COVID-19 protocols
- Announcements
- Disclosure on policies and procedures

Please feel free to visit the website and let us know what you think by sending us a message under the "Contact Us" tab or emailing us at: [paramount@paramountjm.com](mailto:paramount@paramountjm.com)

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**PARAMOUNT TRADING JAMAICA LIMITED**  
**AUDITED FINANCIAL STATEMENTS**  
**YEAR ENDED MAY 31 2020**



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## **Independent Auditor's Report**

To the Members of  
Paramount Trading (Jamaica) Limited

### **Our opinion**

We have audited the financial statements of Paramount Trading (Jamaica) Limited ("the Company") which comprise the statement of comprehensive income, the statement of financial position as at May 31 2020, the statement of cash flows and the statement of changes in equity for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

In our opinion, the financial statements give a true and fair view of the financial position of the Company as at May 31 2020, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS) and the requirements of the Jamaican Companies Act.

### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under these 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 within the meaning of the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code). We have fulfilled our other ethical responsibilities in accordance with the IESBA Code.

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

### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements. Key audit matters are selected from the matters communicated with the Audit Committee members (those charged with Governance) but are not intended to represent all matters that were discussed with them. These matters are addressed in the context of our audit of the financial statements as a whole and informing our opinion thereon. We do not provide a separate opinion on these matters. During our work, we encountered one key audit matter that required disclosure.



## **Independent Auditor's Report (continued)**

### **Key Audit Matters (continued)**

#### **Impairment provision for receivables**

See notes 2 (i), 4 (a) (ii) and 17 to the financial statements for management's disclosures of related accounting policies, judgments, and estimates.

As of May 31 2020, trade receivables amounted to \$243 Million with an impairment provision of \$25 Million, representing 10.3% of the balance. With a profit after tax of \$53 Million, the accounts receivable represents a credit risk.

Effective January 1 2019, the Company adopted the accounting standard IFRS 9, 'Financial Instruments.' The standard introduced new requirements around two main aspects of how financial instruments are treated, namely, measurement & classification and impairment. Concerning impairment, the standard prescribes a new forward-looking expected credit loss ('ECL') impairment model, which takes into account reasonable and supportable forward-looking information and will generally result in the earlier recognition of impairment provisions.

The introduction of the new standard required the Company to build and implement new models to measure the expected credit losses for relevant financial assets, with the most significant impact on loans and receivables and investments. The standard is new and complex, and the determination of the ECL model is subjective and requires management to make significant judgments and estimates.

We obtained the Company's accounting calculations, as they relate to developing the IFRS 9 model, and assessed the reasonableness of estimates and judgments used in the calculations. We also evaluated the methodology used to arrive at the IFRS 9 model, including:

- Model development
- Key assumptions, judgments and forward-looking assumptions used in the ECL model
- We found that these key controls, along with the assumptions used in developing the model, produced reasonable and acceptable results. Therefore, we determined that we could place reliance on the model for our audit.

We focused on the method used by management to determine the necessity for a provision against long outstanding debts and customers who are experiencing financial difficulties. We discussed and reviewed the impaired balances and reviewed correspondence with the customers along with agreements reached and the level of subsequent payments after the year-end.

We assessed and tested the fairness of the receivable balances by positive confirmation of specific customers along with reviewing payment pattern and determined that the reported balances were fairly stated. We reviewed subsequent payments and evaluated the payment arrangements with customers experiencing financial challenges due to the COVID-19 pandemic, and determined that the additional amounts provided against possible bad debts was reasonable.



### **Independent Auditor's Report (continued)**

To the Members of  
Paramount Trading (Jamaica) Limited

### **Key Audit Matters (continued)**

#### **Impairment provision for receivables (continued)**

Management has implemented several measures to enhance the Company's credit strategy, including strengthening the credit policy in its retail division. We evaluated the performance of the receivables, reviewed the ECL model obtained from management, had discussions with management and reviewed the new policies established along with assessing subsequent receipts to determine whether there was any requirement for further adjustment to the impairment provision.

Based on our work, we consider the impairment provision of \$25 million to be reasonable and additional provision of \$10 million for the current year was considered to be fair.

#### **Responsibilities of Management and the Board of Directors for the Financial Statements**

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

In preparing the financial statements, management is 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 management either intends to liquidate the Company or cease operations or has no realistic alternative but to do so.

The Board of Directors is responsible for overseeing the Company's financial reporting process.





## **Independent Auditor's Report (continued)**

To the Members of  
Paramount Trading (Jamaica) Limited

### **Auditor's Responsibility for the Audit of the Financial Statements**

The objectives of our audit are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatements, 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 International Standards on Auditing (ISA) 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 skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit to design audit procedures that are appropriate in the circumstances, but not to express an opinion on the effectiveness of the entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- 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 a fair presentation.
- We are not responsible for the direction, supervision, and performance of the Company. We remain solely responsible for our audit opinion.
- 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 our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.



### **Independent Auditor's Report (continued)**

To the Members of  
Paramount Trading (Jamaica) Limited

### **Auditor's Responsibilities for the Audit of the Financial Statements (continued)**

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

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

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

### **Other Information**

Management is responsible for the other information. The other information comprises the Annual Report inclusive of the Director's, Chairman of the Board and the Chief Executive Officer Reports but does not include the financial statements and the Auditor's Report thereon. The Annual Report is expected to be made available to us after the date of this auditor's report.

Our opinion on the financial statements does not cover the other information, and we do not express any form of assurance thereon.

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

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



**Independent Auditor's Report (continued)**

To the Members of  
Paramount Trading (Jamaica) Limited

**Report on Other Legal and Regulatory Requirements**

As required by the Jamaican Companies Act, we have obtained all the information and explanations, which, to the best of our knowledge and belief, were necessary for our audit.

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

The engagement partner on the audit resulting in this independent auditor's report is Wilfred McKenley.

  
Chartered Accountants

July 28, 2020  
Kingston, Jamaica



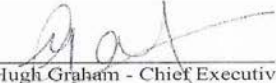
**Paramount Trading (Jamaica) Limited**  
**Statement of Comprehensive Income**  
**Year ended 31 May 2020**


	<b>Note</b>	<b>2020</b>	<b>2019</b>
		<b>\$</b>	<b>\$</b>
<b>Operating revenue</b>	8(i)	1,515,582,258	1,595,644,995
Less direct expenses	9	1,047,403,570	1,093,782,137
<b>Gross profit</b>		468,178,688	501,862,858
Other operating income	8(ii)	24,936,710	16,990,695
		493,115,398	518,853,553
<b>Less operating expenses:</b>			
Administrative	9	366,884,429	401,762,914
Selling & distribution	9	18,811,448	19,945,137
		385,695,877	421,708,051
<b>Profit before finance income and costs</b>		107,419,521	97,145,502
Finance income	10	2,534,621	1,637,477
Finance costs	10	(47,935,902)	(23,161,360)
Net finance costs		(45,401,281)	(21,523,883)
<b>Profit before taxation</b>		62,018,240	75,621,619
Taxation	11	8,998,751	12,978,521
<b>Profit for the year being total comprehensive income</b>		53,019,489	62,643,098
		<b>\$</b>	<b>\$</b>
<b>Earnings per share</b>	12	<b>0.034</b>	<b>0.040</b>

**Paramount Trading (Jamaica) Limited**  
**Statement of Financial Position**  
**31 May 2020**

	<b>Note</b>	<b>2020</b> <b>\$</b>	<b>2019</b> <b>\$</b>
<b>Assets</b>			
<b>Non-current assets</b>			
Property, plant and equipment	14	609,095,561	360,287,984
Right-of-use assets	14	83,277,076	-
Investments	15	34,018,405	251,448,923
<b>Current assets</b>			
Inventories	16	683,563,912	547,909,019
Taxation recoverable		4,250,405	1,670,977
Receivables	17	270,174,419	373,001,691
Cash and cash equivalents	18	178,386,497	45,455,080
		<u>1,136,375,233</u>	<u>968,036,767</u>
<b>Current liabilities</b>			
Payables	19	515,024,159	483,704,304
Taxation payable		-	8,808,722
Current portion of long-term borrowings	20	35,690,977	12,381,431
Current portion of lease liability	20	7,394,545	-
		<u>558,109,681</u>	<u>504,894,457</u>
<b>Net current assets</b>		<u>578,265,552</u>	<u>463,142,310</u>
<b>Total assets less current liabilities</b>		<u>1,304,656,594</u>	<u>1,074,879,217</u>
<b>Equity</b>			
Issued capital	21	77,492,243	77,492,243
Retained earnings		716,896,476	663,876,987
		<u>794,388,719</u>	<u>741,369,230</u>
<b>Non-current liabilities:</b>			
Long term borrowings	20	126,162,056	48,277,850
Lease liability	20	78,170,576	-
Preference share	20	288,295,644	276,591,289
Deferred tax liability	22	17,639,599	8,640,848
<b>Total equity and non-current liabilities</b>		<u>1,304,656,594</u>	<u>1,074,879,217</u>

Approved for issue by the Board of Directors on July 28, 2020, and signed on its behalf by:

  
 Hugh Graham - Chief Executive Officer

  
 Jacqueline Somers - Director

**Paramount Trading (Jamaica) Limited**  
**Statement of Cash Flows**  
**Year ended 31 May 2020**

	<u>Note</u>	<u>2020</u>	<u>2019</u>
		<u>\$</u>	<u>\$</u>
<b>Cash flows from operating activities</b>			
Net profit		53,019,489	62,643,098
<b>Adjustments for:</b>			
Depreciation	14	45,031,782	45,033,157
Depreciation- right of use assets	14	9,253,008	-
Provision for deferred tax		8,998,751	3,532,207
Interest Income		(2,534,621)	(1,637,477)
Interest expense		47,935,902	23,161,360
Gain on sale of assets		(3,510,000)	-
Operating cash flows before movements in working capital		158,194,311	132,732,345
<b>Changes in operating assets and liabilities:</b>			
Inventories		(135,654,893)	(47,884,920)
Receivables		102,827,272	5,132,369
Payables		31,319,855	72,908,264
Taxation recoverable		(2,579,428)	(341,386)
Taxation payable		(8,808,722)	5,517,757
		(12,895,916)	35,332,084
Cash generated from operations		145,298,395	168,064,429
Interest received		2,534,621	1,637,477
Interest paid		(47,935,902)	(23,161,360)
Net cash flow provided by operating activities		99,897,114	146,540,546
<b>Cash flows from investing activities:</b>			
Purchase of property, plant & equipment	14	(293,839,302)	(141,723,594)
Proceeds from sale of assets		3,510,000	-
Finance lease- right of use assets	14	(92,530,084)	-
Net cash used in investing activities		(382,859,386)	(141,723,594)
<b>Cash flows from financing activities:</b>			
Dividends paid		-	(61,698,683)
Loans received		124,709,029	281,171,109
Finance lease		92,530,084	-
Loans repaid		(18,775,942)	(13,465,989)
Net cash provided by financing activities		198,463,171	206,006,437
Net increase/(decrease) in cash resources		(84,499,101)	210,823,389
Cash resources at the beginning of the year		296,904,003	86,080,614
<b>Cash resources at the end of year</b>		<b>212,404,902</b>	<b>296,904,003</b>
<b>Represented by:</b>			
Investments	15	34,018,405	251,448,923
Cash and cash equivalents	18	178,386,497	45,455,080
		212,404,902	296,904,003



**Paramount Trading (Jamaica) Limited**  
**Statement of Changes in Equity**  
**Year ended 31 May 2020**

	<u>Note</u>	<u>No. of Shares</u>	<u>Share Capital</u>	<u>Retained Earnings</u>	<u>Total</u>
			<u>\$</u>	<u>\$</u>	<u>\$</u>
<b>Balances at May 31 2017</b>		1,542,467,080	77,492,243	604,288,099	681,780,342
Profit for the year		-	-	58,644,473	58,644,473
<b>Balances at May 31 2018</b>		1,542,467,080	77,492,243	662,932,572	740,424,815
Profit for the year		-	-	62,643,098	62,643,098
Dividend		-	-	(61,698,683)	(61,698,683)
<b>Balances at May 31 2019</b>		1,542,467,080	77,492,243	663,876,987	741,369,230
Profit for the year		-	-	53,019,489	53,019,489
<b>Balances at 31 May 2020</b>	21	1,542,467,080	77,492,243	716,896,476	794,388,719

**Paramount Trading (Jamaica) Limited**  
**Notes to the Financial Statements**  
**31 May 2020**

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**1. IDENTIFICATION AND PRINCIPAL ACTIVITIES**

Paramount Trading (Jamaica) Limited was a private company limited by shares, incorporated in 1991 and domiciled in Jamaica. Effective December 31 2012, the Company's shares were listed on the Junior Market of the Jamaica Stock Exchange (JSE). The registered office of the Company is located at 39 Waltham Park Road, Kingston 13.

The principal activity of the Company is the importation and distribution of chemicals, lubricants, and other related products. The Company also provides haulage services.

The Company acquired a franchise with a recognized international company, Allegheny Petroleum Products to distribute lubricants. Also, the Company entered into arrangements with another international company to distribute "SIKA" branded hardware products. The products include anchoring adhesives and sealants principally distributed to the commercial hardware market.

In January 2018 the Company deepened its relationship with its supplier of lubricants and commenced blending operations at the plant located at 39 ¼ Waltham Park Road. In November 2019, the Company redefined its relationship with Allegheny Petroleum Products Company ("Allegheny") through a License Agreement and Supply and Distribution Agreement. The License Agreement permits the Company to use formulae, trademarks and related know-how exclusively for the manufacture of certain Allegheny lubricants in Jamaica with exclusive distribution rights to all member states of the Caribbean Community.

During the year, the Company also completed an Asset Purchase Agreement with Allegheny to acquire the rights, title and interest for all the assets that were used in constructing and equipping of the plant located and operated at 39 ¼ Waltham Park Road.

Items included in the financials are measured using the functional currency of the primary economic environment in which the Company operates. The financial statements are presented in Jamaican dollars, which is the Company's functional and presentation currency.

**2. SIGNIFICANT ACCOUNTING POLICIES**

**(a) Basis of preparation**

**Statement of compliance**

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") using the accounting policies described herein. These policies have been consistently applied for all the years presented, unless otherwise stated.

**Going concern**

The preparation of financial statements in accordance with IFRS assumes that the Company will continue in operation for the foreseeable future. This means, in part, that the statements of profit or loss and comprehensive income and the statement of financial position are prepared on the assumption that there is no intention or necessity to liquidate or curtail operations. This is commonly referred to as the going concern basis. Management believes that the preparation of the financial statements on the going concern basis continues to be appropriate.

## **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

### **(a) Basis of preparation (continued)**

#### **Basis of presentation**

The financial statements have been prepared on the historical cost basis, except for the following items, which are measured at fair value:

- Financial instruments at fair value through profit or loss;
- Revaluation of certain property, plant and equipment.

#### **Revenues and expenses**

Revenues and expenses are recorded on the accrual basis, whereby transactions and events are recognized in the period in which the transactions and events occur, regardless of whether there has been a receipt or payment of cash or its equivalent.

#### **Judgments and estimates**

The preparation of the financial statements in accordance with IFRS requires management to make judgments and estimates that affect:

- The application of accounting policies;
- The reported amounts of assets and liabilities;
- Disclosures of contingent assets and liabilities; and
- The reported amounts of revenue and expenses during the reporting periods.

Actual results may differ from estimates made in the financial statements.

Judgments are made in the selection and assessment of the Company's accounting policies. Estimates are used mainly in determining the measurement of recognized transactions and balances. Estimates are based on historical experience, and other factors, including expectations of future events, believed to be reasonable under the circumstances. Judgments and estimates are interrelated.

Management's judgments and estimates are continually re-evaluated to ensure they remain appropriate. Revision to accounting estimates is recognized in the period in which the estimates are revised and in the future periods affected. The use of estimates is an essential part of the preparation of financial statements and does not undermine their reliability.

The following are the accounting policies that are subject to judgments and estimates that the Management believes could have the most significant impact on the amounts recognized in the financial statements.

#### **Financial assets**

Judgment – financial assets are classified and subsequently measured at amortized cost, fair value through other comprehensive income or fair value through profit or loss based on (i) the company's business model for managing the financial assets and (ii) the contractual cash flow characteristic of the financial assets. Judgment is required in determining the business model and its objective.



## **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

### **(a) Basis of preparation (continued)**

#### **Judgments and estimates (continued)**

##### Revenue from contract with customers

Judgment – is required in (i) identifying performance obligations and determining the timing of the satisfaction of the performance obligations and (ii) the transaction price and the amount allocated to the performance obligations.

Estimation – if the consideration promised in a contract includes a variable amount, the company is required to estimate the amount of consideration to which it will be entitled in exchange for transferring the promised goods or services to the customer.

##### Impairment of assets

Judgment has been used, at each reporting date, in determining whether there has been an indication of impairment in the carrying amounts of the Company's tangible and intangible assets, which would require impairment testing to determine whether there is any indication that those assets have suffered impairment losses.

Where the carrying amount of an asset exceeds the recoverable amount, the asset is considered impaired and is written down to its recoverable amount. The recoverable amount of an asset is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Impairment losses are recognized in comprehensive income. This is reversed only if there has been a change in the estimates used to determine the recoverable amount and not to exceed the original carrying amount before its impairment. The reversal is also recognized in the statement of comprehensive income.

##### Inventories

Estimation – Inventories are carried at the lower of cost and net realized value. The estimation of net realized value is based on the most reliable evidence available, at the time the estimates are made, of the amount the inventories are expected to realize. Additionally, estimation is required for inventory provision due to shrinkage, slow-moving, and obsolescence.

##### Income and other taxes

Judgment – Income and other taxes are subject to Government policies. In calculating current and recoverable income and other taxes, Management uses judgment when interpreting the tax rules and in determining the tax position. There are some transactions and events for which the ultimate tax determination is uncertain during the ordinary course of business

Estimation – Income and other taxes are subject to Government policies, and estimates are required in determining the provision. Management recognizes liabilities for possible tax issues based on estimates of whether additional taxes may be due.

## **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

### **(a) Basis of preparation (continued)**

#### **Judgments and estimates (continued)**

Receivables – allowance for impairment losses on trade receivables

Estimation –

Allowances are determined upon the origination of the trade accounts receivable based on a model that calculates the expected credit loss (ECL) of the trade receivables. Under the ECL model, the Company segments its accounts receivable in a matrix by the days due. It determines for each age bracket an average rate of ECL, taken into account history, actual credit loss experience over the last 60 months and analysis of potential future delinquency of each customer balance.

The average ECL rate increases in each segment of “days past due” as the days outstanding on the receivable balance increase and is reclassified to another age bracket. The use of future assumptions, based on experience, that is applied to the balance makes uncertainty inherent in these estimates.

Post-employment benefits

Estimation – The accounting for the Company’s post-employment benefit plan requires the use of assumptions. The Individual Retirement Account (“IRA”) requires the Company to match the employees’ contributions to the plan. Management’s best estimates of future salary escalations, retirement ages of employees, employees’ turnover, and contribution rates by employees are required.

Investment property

Judgment – Management applies judgment in determining whether a property qualifies as an investment property. Criteria are developed to allow management to exercise that judgment consistently.

Others

Estimation – Other estimates include determining the useful lives of PPE for depreciation; in accounting for and measuring payables and accruals and in measuring fair values of financial instruments.

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (a) Basis of preparation (continued)

**Standards, interpretations, and amendments to published standards effective in the current year.**

Certain amendments and clarifications to existing standards have been published that became effective during the current financial year. The Company has assessed the relevance of all such new amendments and clarifications and has put into effect the following, which are immediately relevant to the Company's operations. They include:

#### **IFRS 16, Leases**

In January 2016, the IASB issued IFRS 16 –Leases, which replace IAS 17 – Leases and related interpretations. IFRS 16 provides a single lessee accounting model, requiring the recognition of assets and liabilities for all leases unless the lease term is 12 –months or less or the underlying assets have a low value. IFRS 16 substantially carries forward the lessor accounting in IAS 17 with the distinction between operating and finance leases being retained.

The Company has been in the process of reviewing all of its leasing arrangements, and IFRS 16 was applied for annual periods beginning on or after January 1 2019. The Company principally accounted for its leases of motor cars as finance leases while the Company owns the buildings and other heavy-duty trucking equipment.

The most significant impact identified by the Company was to recognize new assets and liabilities for its operating leases of factory spaces. In addition, the nature of expenses related to these leases will now change as IFRS 16 replaces the straight-line operating lease expense with a depreciation charge for the right of use assets and interest expense on lease liabilities.

On the date of initial application of IFRS 16, the Company recognized the right of use assets and lease liabilities of approximately \$92.5 Million respectively. See note 14 and 20.

**Standards, amendments, and interpretations to existing standards that are not yet effective and have not been early adopted by the Company**

**Amendment to IAS 1, Presentation of Financial Statements and IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors** is effective for annual periods beginning on or after January 1, 2020, and provides a definition of “material” to guide preparers of financial statements in making judgments and information to be included in financial statements.

*“Information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general-purpose financial statements make based on those financial statements, which provide financial information about a specific reporting entity.”*



## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (a) Basis of preparation (continued)

**Standards, amendments, and interpretations to existing standards that are not yet effective and have not been early adopted by the Company (continued)**

*Amendments to References to Conceptual framework in IFRS Standards* are effective retrospectively for annual reporting periods beginning on or after January 1 2020. The revised framework covers all aspects of standard setting, including the objective of financial reporting.

The main change relates to how and when assets and liabilities are recognised and derecognized in the financial statements.

- New 'bundle of rights' approach to assets will mean that an entity may recognize a right to use an asset rather than the asset itself.
- Liability will be recognised if a company has no practical ability to avoid it. This may bring liabilities on balance sheet earlier than at present
- A new control-based approach to de-recognition will allow an entity to derecognize an asset when it loses control over all or part of it; the focus will no longer be on the transfer of risks and rewards.

### (b) Foreign currency transaction and balances

Foreign currency transactions that require settlement in a foreign currency are translated into the functional currency using the exchange rates prevailing at the dates of the transactions.

Monetary assets and liabilities denominated in currencies other than Jamaican dollars are translated at the rate of exchange in effect at the statement of financial position date. Non-monetary assets and liabilities measured at historical cost denominated in currencies other than Jamaican dollars are translated at the rate of exchange in effect at the date of the transactions or initial recognition. Non-monetary items in a foreign currency that are measured at fair value are translated using the exchange rates at the date when the fair value was determined.

Gains and losses arising from fluctuations in exchange rates are generally included in profit or loss. However, foreign currency differences resulting from the translation of equity investments are recognised in other comprehensive income, except on impairment, in which case the foreign currency differences that have been recognised in other comprehensive income are reclassified to profit or loss.

Exchange rates are determined by the published weighted average rate at which commercial banks trade in foreign currencies.

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (c) Consolidation

A subsidiary is an enterprise controlled by the Company. Control exists when the company has the power, directly or indirectly, to govern the financial and operating policies of an enterprise to obtain benefits from its activities. In assessing control, potential voting rights that are presently exercisable or convertible are taken into account. The financial statements of subsidiaries are included in the consolidated financial statements of companies from the date control commences until the date that control ceases.

At the reporting date, May 31 2020, the Company has no subsidiaries.

### (d) Property, plant, and equipment

Property, plant, and equipment are stated at historical cost, less accumulated depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of items. The land is carried at cost and is not depreciated.

Depreciation is calculated on a straight-line method at such rates as will write off the carrying value of the assets over the period of their expected useful lives. Current annual rates of depreciation are:

Buildings	2-6%
Plant, machinery, and equipment	5- 10%
Furniture and fixtures	10%
Mobile equipment and motor vehicles	20%
Computer software and equipment	10%

The assets' residual values and useful lives are reviewed periodically for impairment. Where the assets' carrying amount is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount.

Gains and losses on disposal of property, plant, and equipment are determined by comparing the proceeds with the carrying amount and are recognized in other income in the statement of comprehensive income.

Repairs and maintenance expenditure are included in the statement of comprehensive income during the financial period in which they are incurred. The cost of major renovations is included in the carrying amount of the asset when it is probable that the future economic benefits in excess of the initially assessed standard of performance of the existing asset will flow to the Company.

The cost of self-constructed assets includes the cost of materials, direct labour, and related cost to put the asset into service. Borrowing costs, including but not limited to, interest on borrowings and exchange differences arising on such borrowings, that are directly attributable to the acquisition and/or construction of a qualifying asset are capitalized as part of the cost of that asset.

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (d) Property, plant, and equipment (continued)

Capitalization of borrowing costs ceases when substantially all the activities necessary to prepare the qualifying asset for its use are complete. Thereafter, borrowing costs are recognised in profit or loss when they are incurred.

### (e) Inventories

Inventories are stated at the lower of cost, determined consistently on the same bases, and net realizable value. The cost of inventories is determined based on weighted average cost and includes costs incurred in bringing the inventories to their present location and condition. Inventories comprised finished goods, work-in-progress, and raw and packaging materials.

Net realizable value is the estimated selling price of inventory during the normal course of business less estimated selling expenses.

### (f) Cash and cash equivalents

Cash and cash equivalents comprise cash in hand and at the bank, plus highly liquid instruments including certificates of deposits, where the original maturities of such instruments usually do not exceed three (3) months. The Company does not operate an overdraft facility.

### (g) Financial instruments – recognition and measurement

A financial instrument is any contract that gives rise to a receipt or payment in cash or its equivalents and a financial asset of one party and a financial liability or equity instrument of another party. Financial assets and financial liabilities are recognized in the statement of financial position when the Company becomes a party to the contractual provisions of a financial instrument. All financial instruments are measured at fair value on initial recognition. Subsequent measurement of these assets and liabilities is based on fair value or amortized cost using the effective interest method.

Transaction costs that are directly attributable to the acquisition or issuance of financial assets and financial liabilities, other than financial assets and financial liabilities classified as fair value through profit or loss (FVTPL) are added to or deducted from the fair value on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities classified as FVTPL are recognized immediately in net income.

#### **Classification and subsequent measurement.**

##### Financial instruments – assets

The Company classifies financial assets according to its business model for managing the financial assets and the contractual terms of the cash flows. Classification choices for financial assets are:

- Amortized cost
- Fair value through other comprehensive income (FVTOCI)
- Fair value through profit or loss (FVTPL)



## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (g) Financial instruments – recognition and measurement (continued)

Classification choices for financial liabilities are:

- Amortized cost
- FVTPL

#### **Amortized cost**

Financial assets are classified as amortized cost because the financial assets are held within a business model with the objective to hold financial assets to collect contractual cash flows, and the contractual terms of the financial assets give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amounts outstanding. These assets are measured at amortized cost using the effective interest method and are subject to impairment. Gains and losses are recognized in profit or loss when the asset is derecognized, modified or impaired.

#### **Fair value through other comprehensive income (FVTOCI)**

Financial assets are classified as FVTOCI because the financial assets are held with a business model with the objective to hold financial assets to collect contractual cash flows and selling financial assets. The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. These assets are measured at amortized cost using the effective interest method and are subject to impairment. Gains and losses are recognized in other comprehensive income when the asset is modified or impaired and subsequently transferred to profit or loss on derecognition.

#### **Fair value through profit or loss (FVTPL)**

Financial assets are classified as FVTPL unless they are classified as amortised cost or fair value through other comprehensive income. Gains and losses are recognized in other comprehensive income when the asset is modified or impaired and subsequently transferred to profit or loss or derecognition.

#### **Derecognition of financial instruments**

A financial asset is derecognized when the contractual rights to the cash flow from the assets expire or when the Company transfers the financial asset to another party without retaining control or substantially all the risks and rewards of ownership of the asset. Any interest in transferred financial assets created or retained by the Company is recognized as a separate asset or liability.

A financial liability is derecognized when the contractual obligations are discharged, cancelled or expires.

### (h) Trade payables

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Trade payables are recorded at amortised cost.

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (i) Trade receivables

Trade and other receivables are carried at anticipated realizable value. An allowance for impairment of trade and other receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganization, and default or delinquency in payments are considered indicators that the trade receivable is impaired. The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognized in bad debt expense in the statement of comprehensive income. When a trade receivable is deemed uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are recognized as recovery and credited to bad debt expense in the statement of comprehensive income.

#### **Credit risk and expected loss**

The Company is primarily exposed to credit risk on its trade receivables, and as such, does not provide for any lifetime expected credit loss (LECL). It applies the practical experience of not adjusting the promised consideration receivable because the period is less than 12 months. The Company recognizes a loss allowance on a forward-looking basis at an amount equal to its expected credit model (ECL) that was developed during the year in regards to its financial assets measured at amortized cost.

### (j) Debt: borrowings and borrowing costs

Debt is classified as current when the Company expects to settle the liability in its normal operating cycle, it holds the liability primarily for trading, the liability is due to be settled within 12 months after the date of the statement of financial position, or it does not have an unconditional right to defer settlement of the liability for at least 12 months after the statement of financial position; Otherwise, it is classified as long-term. After initial recognition, Debt is measured at amortized cost using the effective interest rate method, less any impairment, with gains and losses recognized in net income in the period that the liability is derecognized.

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets are capitalized as part of the cost of these assets. Capitalization of such borrowing costs ceases when the assets are substantially ready for their intended use or sale.

All other borrowing costs are recognized in profit or loss in the period in which they are incurred.

## **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

### **(k) Revenue recognition**

#### **(i) Sale of goods**

Revenue is recognized when the performance obligation, satisfied at a point-in-time to transfer goods and or services to the customer is complete. The completion is assessed when the customer takes control and or obtains the benefits of the goods and /or services, and the company has a present right to payment as evidence by an invoice or the right to invoice.

#### **(ii) Finance income**

Finance income comprises interest-earned on invested funds. Interest income is recognised in profit or loss as it accrues, taking into account the effective yield on the asset

#### **(iii) Other operating income**

Other operating income includes gains on disposal of assets, recognized when the asset is sold, foreign exchange gains and miscellaneous inflows recognized when received.

### **(l) Leases**

Leases of property, plant, and equipment where the Company has substantially taken over all the risks and rewards of ownership are classified as finance leases. Finance leases are recognized at the inception of the lease at the lower of the fair value of the leased asset or the present value of minimum lease payments. Each lease payment is allocated between the liability and interest charges to produce a constant rate of charge on the lease obligation. The interest element of the lease payments is charged to comprehensive income over the lease period.

Property, plant, and equipment acquired under finance leases are depreciated over the shorter of the useful life of the asset or the lease term.

Prior to June 2019, assets held under other leases were classified as operating leases and were recognized in the Statement of Financial Position. Payments made under operating leases were recognized in the Statement of Comprehensive Income on a straight-line basis over the term of the respective lease.

From June 2019, the company has adopted IFRS 16 and recognized in the Statement of Financial Position right of use assets and lease liabilities.

Right of use assets are measured at cost comprising the following:

- (1) The amount of initial measurement of the lease liability
- (2) Any lease payments made at or before the commencement date less any lease incentives received.
- (3) Any initial direct cost, and
- (4) Restoration cost

Right of use assets is generally depreciated over the shorter of the asset useful life and the lease term on a straight-line basis.



## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### (m) Dividends

Dividends declared, and payable to the Company's ordinary shareholders are recognised as a liability in the statement of financial position in the period in which the Company's Board of Directors approves the dividends.

### (n) Provisions

Provisions are recognized when the Company has a present legal or constructive obligation as a result of past events, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate of the amount can be made. Where the Company expects a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is charged to the statement of comprehensive income net of any reimbursement.

### (o) Impairment

The Company assesses at each reporting date whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, the Company makes an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating units fair value less costs to sell and its value in use. It is determined for an individual asset unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. Impairment losses are recognized in comprehensive income.

Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognized. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in the statement of comprehensive income unless the asset is carried at a revalued amount, in which case the reversal is treated as a revaluation increase. Impairment losses recognized in relation to goodwill are not reversed for subsequent increases in its recoverable amount.

### (p) Pension and employee benefits

The Company does not have a Pension Plan, but it has implemented an Individual Retirement Account (IRA) scheme for some categories of staff operated by Sagicor Limited, a licensed Investment management entity. The Company contributes 5% to the IRA for each participating individual based on their gross salary. The Company recognizes a liability and an expense for its contribution to the IRA.

## **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

### **(p) Pension and employee benefits (continued)**

Employees' benefits include current or short-term benefits such as salaries, statutory contributions paid, annual vacation and sick leave, non-monetary benefits such as medical care. Entitlement to annual leave and other benefits are recognized when they accrue to employees.

### **(q) Related party disclosure**

Related parties are identified and disclosed to allow users of the financial statements to be aware of the possibilities that the financial position and profit or loss may have been affected by the existence of related parties and by transactions and outstanding balances, including commitments, with such parties.

A related party is a person or entity that is related to the entity that is preparing its financial statements (referred to as the "reporting entity")

- (a) A person or close member of that person's family is related to a reporting entity if that person:
  - (i) Has control or joint control over the reporting entity;
  - (ii) Has significant influence over the reporting entity; or
  - (iii) Is a member of the key management personnel of the reporting entity or a parent of the reporting entity.
- (b) An entity is related to a reporting entity if any of the following conditions apply:
  - The Company and the reporting entity are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
  - One company is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
  - Both companies are joint ventures of the same third party.
  - One company is a joint venture of a third entity, and the other entity is an associate of the third entity.
  - The company is a post-employment benefit plan for the benefit of the employees of either the reporting entity or an entity related to the reporting entity.
  - The company is controlled, or jointly controlled by a person identified in (a) above.
  - A person identified in ((a) (i)) above has significant influence over the company or is a member of the key management personnel of the company (or of a parent of the company).

A related party transaction involves the transfer of resources, services or obligations between a reporting company and a related party, regardless of whether a price is charged.

### **(r) Investments**

Certificate of Deposits, quoted shares and other investments are recognised at fair value. Incomes from these investments are accounted for based on the accrual basis.

## **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

### **(s) Income taxes**

The income tax expense for the year comprises a current and deferred tax. Income tax expense is recognized in net income, except to the extent that it relates to items recognized either in OCI or directly in equity.

#### **I. Current taxation**

The current tax charge is the expected tax payable on the taxable income for the year, using tax rates in effect at the reporting date plus any over or under the provision of tax in respect of previous years.

#### **II. Deferred taxation**

Deferred tax liabilities are recognized for temporary differences between the carrying amounts of assets and liabilities and their amounts as measured for tax purposes, which will result in taxable amounts in future periods. Deferred tax assets are recognized for temporary differences which will result in deductible amounts in future periods, but only to the extent, it is probable that sufficient taxable profits will be available against which these differences can be utilized.

Deferred tax assets and liabilities are measured at tax rates that are expected to apply in the period in which the asset will be realized, or the liability will be settled based on enacted rates.

The Company's shares were listed on the Junior Market of the Jamaica Stock Exchange (JSE) on December 31 2012. Under the Junior Market of the JSE incentive regime, the 100% income tax-free status expired December 31 2017, and the Company is now subject to income tax at 50% of its taxable income until December 31 2022. As a consequence of the expiration of the 100% tax relief, deferred taxation was recorded in the financial statements.

### **(t) Segment reporting**

An operating segment is a component of the Company that engages in business activities from which it may earn revenues and incur expenses. The operating results are regularly reviewed by the entity's Chief Operating Decision Maker (CODM) to make decisions about resources to be allocated to the segment and assess its performance and for which discrete financial information is available.

Segment results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Segment capital expenditure is the total cost incurred during the year to acquire segment assets that are expected to be used for more than one year. Management considers the Company to have five (5) strategic business units, which offer different products and services and principally require different technology and marketing strategies.

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**2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**(t) Segment reporting (continued)**

The primary reportable business units are:

**Distribution**

- of imported chemicals and lubricants
- of SIK A branded construction and adhesive products

**Manufacturing**

- of branded chemical products
- manufacturing of lubricants
- Sanitizing and surface cleaning products

**Haulage**

- haulage services provided to external customers

The manufacturing operations are conducted at 6, and 8 East Bell Road, Kingston 11 and the distribution of chemicals is done from both the Company's warehouses at East Bell Road and 39 Waltham Park Road, Kingston 13.

Financial and other transactions between business units have been eliminated, where necessary in preparing the financial statements.

**(u) Expenses**

- (i) Expenses are recognised on the accrual basis.
- (ii) Finance costs comprise interest incurred on borrowings, calculated using the effective interest method, foreign exchange losses and bank-related charges.
- (iii) Payments under leases are recognised in profit or loss on the straight-line basis over the term of the lease.

**(v) Share capital**

Ordinary shares are classified as equity and carried at cost. Incremental costs directly attributable to the issue of ordinary shares, net of any tax effects, are recognised as a deduction from equity.

**(w) Earnings per share**

Basic earnings per share ("EPS") is calculated by dividing the net income attributable to the shareholders of the Company by the weighted average number of ordinary shares outstanding during the reporting period.

**(x) Interest-bearing borrowings**

Interest-bearing borrowings are recognised at cost. After initial recognition, interest-bearing borrowings are stated at amortised cost, with any difference between cost and redemption value being recognised in profit or loss over the period of the borrowing on an effective interest basis.



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### 3. CAPITAL MANAGEMENT

The Company's objectives when managing capital are:

- Ensuring sufficient liquidity to support its financial obligations and execute its operating and strategic plans;
- Maintaining healthy liquidity reserves and access to capital;
- Optimizing the cost of capital while taking into consideration current and future industry, market, and economic risks and conditions; and
- To safeguard its ability to continue as a going concern in order to provide returns for its stockholders and benefits for other stakeholders

The definition of capital varies from company to company, industry to industry, and for different purposes. Management considers the definition of the Company's capital as long-term debt plus total equity.

The Company has a policy in place to manage capital. As part of the overall management of capital, management, and the Audit Committee of the Board of Directors review the Company's compliance with, and performance against, the policy. In addition, periodic review of the policy is performed to ensure consistency with the risk tolerance.

The Company monitors its capital structure by measuring the gearing ratio. This ratio is calculated as total long-term debt divided by total capital under management.

The Company also monitors its fixed obligations to ensure compliance by tracking its interest and other coverage ratios and forecasting cash flows along with reviewing financial and other covenants of the existing debt agreements.

During 2020, the Company's capital management remained unchanged from 2019. The gearing ratios at May 31, 2020, and May 31, 2019, were as follows:

	<b><u>May 31</u></b> <b><u>2020</u></b>	<b><u>May 31</u></b> <b><u>2019</u></b>
	<b><u>\$</u></b>	<b><u>\$</u></b>
Total long-term debts	535,713,738	337,250,570
Total long-term debt plus equity	1,330,102,459	1,078,619,800
	0.40	0.31

#### **4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT**

##### **Overview and risk management framework**

The Company's overall risk management policies are established to identify and analyze the risks faced by the Company and to set appropriate risk levels and controls and to monitor risk and adherence to limits. Derivative financial instruments are not used to reduce exposure to any of the risks.

The Board of Directors is ultimately responsible for the oversight of the Company's risk management and has established committees such as audit and governance committee, along with treasury committee to monitor risks. The Company seeks to minimize potential adverse effects on the Company's financial performance and to manage these risks by close monitoring of each risk factor as noted below.

The Company has exposure to the following risks from the use of financial instruments:

- Market risk (including foreign currency and interest rate risk)
- Credit risk;
- Liquidity risk; and

The Company has exposure to the following risks from its operations:

- Operational risk; and
- Reputational risk

The following presents information about the Company's exposure to each of the above risks and the Company's objectives, policies, and processes for measuring and managing these risks. Further quantitative disclosures are included throughout the financial statements and notes thereof.

#### 4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

##### (a) Financial risk management

##### (i) Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates, and equity prices, will affect the Company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage market risk exposures within acceptable parameters while optimizing the return. The Company's financial risk management policy establishes guidelines on how the Company is to manage the market risk inherent in the business and provides mechanisms to ensure business transactions are executed in accordance with established limits, processes and procedures.

All such transactions are carried out within the established guidelines. The Company does not use derivatives to manage the volatility of market risk.

##### • Foreign currency risk

Foreign currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company conducts business globally and is exposed to these risks arising from various transactions denominated in foreign currencies, primarily the United States (US\$) dollar.

The Company manages its foreign exchange risk by ensuring that the net exposure in foreign assets and liabilities is kept to an acceptable level by monitoring currency positions. The Company further manages this risk by maximizing foreign currency earnings and holding foreign currency balances.

The Company's statement of financial position as at May 31, 2020, includes aggregate net foreign liabilities of approximately US\$2,086,750 (2019 -US\$1,434,633) in respect of transactions arising in the ordinary course of business which was subject to foreign exchange rate changes as follows

##### The concentration of currency risks:

	<u>2020</u> <u>US\$</u>	<u>2019</u> <u>US\$</u>
<b>Financial assets:</b>		
Cash and cash equivalents	1,147,558	441,376
<b>Financial liabilities:</b>		
Payables and accruals	(3,234,308)	(1,876,009)
Net total liabilities	(2,086,750)	(1,434,633)
<b>Equivalent to Jamaican dollars</b>	<b>JS(299,427,757)</b>	<b>JS(190,547,955)</b>

The above assets/ (liabilities) are receivable/ (payable) in United States dollars. The average of the Bank of Jamaica (BOJ) buying and selling rate of exchange applicable at May 31, 2020, is J\$143.49 to US\$1 (2019- J\$132.82 to US\$1), respectively.

#### 4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

##### (a) Financial risk management (continued)

##### (i) Market risk (continued)

- Foreign currency risk (continued)

##### Foreign currency sensitivity

A 5% (2019- 5%) weakening of the Jamaican dollar would have decreased profit for the year by approximately \$14.9 Million (2019 - \$9.5 Million), assuming all other variables, in particular, interest rates, remain constant.

- Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in market interest rates. Interest –bearing financial assets are primarily cash and cash equivalent, securities purchased under resale agreements and investments. Loans and bank overdrafts represent interest-bearing financial liabilities.

The Company attempts to manage the risk relating to financial liabilities by procuring the most advantageous rates under contracts with interest rates that are fixed for the life of the contract, where possible. A financial asset is primarily managed by investing excess cash in short-term deposits and maintains interest-earning bank accounts with licensed financial institutions.

During the year, the Company experienced a reduction in the rates on certain of its loans. At the reporting date, the interest profile of the Company's interest-bearing financial instruments was:

	<u>2020</u> \$	<u>2019</u> \$
<b>Fixed-rate instruments</b>		
Financial assets	-	-
Financial liabilities	535,713,738	337,250,570
	<u>535,713,738</u>	<u>337,250,570</u>
<b>Variable-rate instruments</b>		
Financial assets	197,026,677	257,073,664
Financial liabilities	-	-
	<u>197,026,677</u>	<u>257,073,664</u>

##### Fair value sensitivity analysis for fixed-rate instruments:

The Company does not hold any financial instruments that are carried at fair value. As a consequence, at the reporting date, fluctuation in interest rates, would not affect the profit or other comprehensive income recognized for the year.



#### 4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

##### (a) Financial risk management (continued)

##### (i) Market risk (continued)

##### • Interest rate risk (continued)

##### Cash flow sensitivity analysis for variable rate instruments:

At the reporting date, a 2% (2019 - 2%) increase/(decrease) in interest rates would have increased/(decreased) profit by approximately \$3.9 Million (2019 - \$5.1 Million) assuming that all other variables, in particular, foreign currency rates, in both the current and prior years remained constant.

##### (ii) Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations. The Company faces credit risk principally in respect of its receivables from customers and to lesser extent cash at bank and short-term deposits held with financial institutions. There is no significant concentration of credit risk, and the maximum exposure to credit risk is represented by the carrying amount of each financial asset.

There were no significant changes in the Company's approach to managing credit risk during the year.

##### Cash and cash equivalent

Cash and cash equivalent and investments are managed by maintaining these balances with licensed financial institutions considered to be stable and are deemed to have a low risk of default.

##### Trade receivables credit risk

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the Company's customer base is wide and covers different industries, and there is no significant concentration of credit risk.

Credit risk for receivables is mitigated by stringent credit reviews and approval of limits to customers. The Company also structures the levels of the credit risk it undertakes by placing limits on the amount of risk accepted about a single counterparty. The Company has an established credit process, which involves regular analysis of the ability of customers and other counterparties to meet repayment obligations.

The credit quality of the customer is assessed, taking into account its financial position, experience, and other factors. The utilization of credit limits is regularly monitored.

Customers of the Company principally include wholesalers, retailers, bauxite companies, companies within the construction industry and bakeries. The Company has procedures in place to restrict customer orders if the orders exceed their credit limits. Customers that fail to meet the Company's benchmark creditworthiness may transact business with the Company on a prepayment or cash basis.

#### 4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

##### (a) Financial risk management (continued)

##### (ii) Credit risk (continued)

###### Impairment:

The Company establishes a provision for impairment that represents its estimate of possible incurred losses in respect of trade receivables. Impairment is assessed for each customer balance over 90 days. The Company's exposure to this risk is moderate because approximately 60% (2019 - 72%) of its trade debtors are under 90 days.

The Company's credit period on the sale of goods ranges from 7 to 60 days, depending on the relationship with the respective customer. The Company introduced the ECL model in regards to impairment of receivables, and this resulted in the Company providing adequately for all receivables where collectability is deemed doubtful.

###### Maximum exposure to trade receivables credit risk

	<u>2020</u> <u>\$</u>	<u>2019</u> <u>\$</u>
Credit risk exposures are as follows:		
Trade receivables	243,071,206	335,956,994

###### Exposure to credit risk by customer sector

The following table summarizes the Company's credit exposure for trade receivables at their carrying amounts, as categorized by customer sector:

	<u>Note</u>	<u>2020</u> <u>\$</u>	<u>2019</u> <u>\$</u>
Manufacturing, wholesalers, and retailers		221,810,269	303,099,625
Sugar industry		-	-
Government		6,937,461	2,911,837
Bauxite sector		14,323,476	29,945,532
	17	243,071,206	335,956,994
Less: provision for impairment		(24,961,014)	(16,269,116)
		218,110,192	319,687,878

As at May 31 2020, the reporting date, there were significant concentrations of credit risk in respect of fourteen (14) major receivable customers of the Company who in aggregate accounted for approximately \$83 Million (2019 - \$114 Million), representing approximately 34% (2019 - 34%) of trade receivables for the Company.

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**4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)**

**(a) Financial risk management (continued)**

**(ii) Credit risk (continued)**

**Movement on the provision for impairment of trade receivables**

The movement on the provision for impairment of trade receivables was as follows:

	<u><b>2020</b></u>	<u><b>2019</b></u>
	<u><b>\$</b></u>	<u><b>\$</b></u>
Balance at 1 June 2019	16,269,116	12,663,683
Increase in provision for receivables impairment	10,000,000	3,609,433
Bad debts written off	(1,308,102)	(4,000)
Balance at 31 May 2020	<u>24,961,014</u>	<u>16,269,116</u>

The creation of a provision for impaired receivables has been included in expenses in the profit or loss account. Amounts charged to the allowance account are written off when there is no expectation of recovering the additional cash.

**Expected credit loss assessment**

The Company allocates each exposure to a credit risk grade based on the data that is determined to be predictive of the risk of loss. Factors that are considered in assessing customers include applying experienced credit judgment, management accounts, cash flow projections, audited financial statements and available creditable press information.

Credit risk grades are defined using qualitative and quantitative factors that are indicative of the risk of default and are aligned to available external credit ratings. Potential loss exposure within each credit risk grade and an ECL rate is calculated for the Company's customer based on delinquency status and actual historical credit loss experience.

The Company uses an allowance matrix to measure ECLs trade receivables. The provision matrix is based on historically observed default rates over the expected life of the trade receivables and is adjusted for forward-looking estimates.

Loss rates are calculated based on the probability of a receivable progressing through successive stages of delinquency to write –off, current conditions and the economic conditions over the expected lives of the receivables.

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**4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)**

**(a) Financial risk management (continued)**

**(ii) Credit risk (continued)**

**Expected credit loss assessment (continued)**

The following table provides information about the exposure to credit risk and ECL for trade receivables as at May 31 2020.

<u>Age categories</u>	<u>Weighted average loss rate</u>	<u>Gross carrying amount</u>	<u>Loss allowance</u>
Current (not past due)	1.04%	97,408,324	1,016,896
Past due 31-60 days	4.85%	18,691,218	906,585
Past due 61-90 days	8.27%	27,717,148	2,292,777
More than 90 days	20.90%	99,254,516	20,744,756
		<u>243,071,206</u>	<u>24,961,014</u>

The ECL model of calculating impairment was refined during the year, and when compared to the previous IAS 39 model, based on the incurred loss principle, the ECL model provision figure was considered to be adequate.



#### 4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

##### (a) Financial risk management (continued)

##### (ii) Credit risk (continued)

##### Financial instruments counterparty credit risk: cash and equivalents and investments

The Company exposure to financial instruments counterparty credit risk is related to its activities with cash and cash equivalent balances and investments. The Company manages this exposure by maintaining these balances with licensed and regulated financial institutions considered to be stable and are deemed to have a low risk of default. Transactions are only undertaken with highly rated counterparties.

##### Maximum exposure to financial instruments counterparty credit risk

	<u>2020</u> \$	<u>2019</u> \$
<b>Credit risk exposures are as follows:</b>		
Investments, (excluding equity shares)	8,819,892	251,448,923
Cash and short-term equivalents	178,386,497	45,455,080
	<u>187,206,389</u>	<u>296,904,003</u>

The impairment on cash and cash equivalent and investments has been measured on the 12 months expected loss basis and reflects the short maturities of the exposures. The Company considered that cash and cash equivalent s have low credit risk. No impairment allowances were recognised on initial adoption of IFRS 9, and there has been no change during the year.

##### Due from related parties

At the reporting date, there were no significant concentrations in respect of amounts due from related parties.

##### (iii) Liquidity risk

Liquidity risk is the risk that the Company might encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset.

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, and the availability of funding through an adequate amount of committed credit facilities.

#### 4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

##### (a) Financial risk management (continued)

##### (iii) Liquidity risk (continued)

##### Liquidity risk management process

The Company manages its liquidity risk by maintaining an appropriate level of resources in liquid or near liquid form. The Company maintains cash and short-term deposits for up to 90 - day periods to meet its liquidity requirements.

The Company's liquidity management process, as carried out within the Company and monitored by the Treasury function, includes:

- i. Monitoring future cash flows and liquidity on an ongoing basis. This incorporates an assessment of expected cash flows
- ii. Maintaining a portfolio of highly marketable assets that can easily be liquidated as protection against any unforeseen interruption to cash flow
- iii. Maintaining committed lines of credit
- iv. Managing the concentration and profile of debt maturities
- v. Optimizing cash returns on investments.

##### Cash flows of financial liabilities

The Company's financial liabilities comprise long-term loans and payables and accruals. The table below shows the undiscounted cash flows of non-derivative financial liabilities based on the earliest date on which the Company can be required to settle its liabilities. These amounts are due as follows:

<b>2020</b>					
	<b><u>Carrying amount</u></b>	<b><u>Contractual cash flows</u></b>	<b><u>1 year or less</u></b>	<b><u>1-2 yrs</u></b>	<b><u>2-5 yrs</u></b>
	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>
Accounts payable	515,024,159	515,024,159	515,024,159	-	-
Long-term liabilities	535,713,738	606,933,695	343,085,481	79,934,785	183,913,429
Total financial liabilities	1,050,737,897	1,121,957,854	858,109,640	79,934,785	183,913,429

<b>2019</b>					
	<b><u>Carrying amount</u></b>	<b><u>Contractual cash flows</u></b>	<b><u>1 year or less</u></b>	<b><u>1-2 yrs</u></b>	<b><u>2-5 yrs</u></b>
	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>
Accounts payable	483,704,304	483,704,304	483,704,304	-	-
Long-term liabilities	337,250,570	353,174,610	18,460,633	17,668,804	317,045,173
Total financial liabilities	820,954,874	836,878,914	502,164,937	17,668,804	317,045,173

#### 4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

##### (a) Financial risk management (continued)

##### (iii) Liquidity risk (continued)

##### Determination and disclosure of fair value of financial instruments

Fair value is considered as the amount for which an asset could be exchanged, or a liability settled between knowledgeable, willing parties in an arm's length transaction. The market price is used to determine fair value where an active market, such as a recognized stock exchange exists, as it is the best evidence of the fair value of a financial instrument.

Financial instruments are grouped into levels 1 to 3 based on the degree to which the fair value is observed, as follows:

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in an active market for identical instruments. The FVTPL and FVOCI instruments in the financial repurchase agreement (reports) are classified as level 1.
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within level 1 that are observable for the instrument either directly (i.e., as prices) or indirectly (i.e., derived from prices). There were no financial instruments held by the Company in this category.
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the instruments that are not based on observable market data (unobservable inputs). There were no financial instruments held by the Company in this category.

The following methods and assumptions have been used in preparing the financial statements at the reporting date:

- (i) The carrying value of cash and cash equivalents accounts receivable and accounts payable are assumed to approximate to their carrying values due to their short-term nature
- (ii) Long-term liabilities carrying values approximate fair values as the loans are carried at an amortised cost reflecting their contractual obligations and the interest rates are reflective of market rates for similar loans
- (iii) Related party balances are carried at their contracted settlement values due to their short-term nature.
- (iv) Investments classified as FVOCI or FVTPL are measured at fair value by reference to price quotes as published by established and reputable managers of these instruments.

#### **4. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)**

##### **(b) Operational risk**

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Company's processes such as personnel, technology, and infrastructure, as well as from external factors, other than financial risks, such as those arising from legal, regulatory requirements and natural disasters.

The management of the Company is responsible for managing operational risk to avoid financial loss and damage to the Company's reputation while at the same time balancing the control procedures to allow innovation and creativity to facilitate the growth of the Company. Management is aware of the many operational risks and continues to implement the necessary strategies to mitigate the negative impact of the different risks associated with the operation of the Company.

##### **(c) Reputational risk**

The Company is engaged in a business that distributes chemical raw materials to various industries and manufactures basic inputs for food processing and industrial applications. Its reputation is critical within the marketplace and the Company's management endeavours at all times to be ethical and adopts international best practices in the storage, manufacturing, and distribution of its products.

The Company ensures that the necessary sanitary and quality standards are maintained and has regular audits from the government bodies responsible for the Company's portfolio of products including the government's Bureau of Standards, Public Health Department, Jamaica Customs Department and the Ministry of Industry and Commerce. Also, as a supplier to several multinational and reputable local companies, the Company adheres and complies with their quality standards, and when potential customers conduct their independent audits, the Company is usually approved as a certified distributor to their respective plants.

Rigorous quality checks are integrated into the Company's receiving and delivery processes of its products, and this reduces the level of customer complaints. Management considers the Company's reputation secured as events that may damage the Company's reputation are immediately investigated and the appropriate action taken in a manner that satisfies the complainant.



## **5. OPERATING SEGMENTS**

The Company has five reportable operating segments: Chemicals, Construction and Adhesive, Manufacturing, Transportation, and Lubricants. The reportable operating segments are strategic business units offering different products and services. They are separately managed due to their distinct nature. The following summary describes the operations in each of the Company's reportable segments:

- The distribution of chemicals and chemical products for food and pharmaceutical additives and ingredients.
- The construction and adhesive business is the distribution of the SIKA branded products and adhesive and hardware supplies, i.e., concrete admixtures, waterproofing/moisture protection, sealants, floor and protective coating, and more.
- The manufacturing of technical and industrial-grade chemicals for direct use or as raw materials; solvents, disinfectants, germicides, household laundry and cleaning products, paints resin, and many more.
- Transportation/Haulage business provides island-wide delivery solutions.
- The distributions of oils and lubricants; engine oils and fluids, industrial oils and greases, hydraulic, transmission and other fluids.

Performance is measured based on segment gross profit as included in the internal management reports. Management has determined that this measure is the most relevant in evaluating segment results and allocating resources. Information regarding the results of each reportable operating segment is as follows:

- Chemicals located at 39 Waltham Park Road and 8 East Bell Road, account for over 55% (2019 - 58%) of revenue.
- Construction and Adhesives is a wholesale distribution outlet, trading under the SIKA brand and is located on Bell Road, in Kingston; and accounts for approximately 10% (2019-14%) of revenue.
- Manufacturing operates from both the 39 Waltham Park Road (food grade) and 8 East Bell Road (technical grade) locations and accounts for approximately 17% (2019-3%) of revenue.
- Transportation division operates from 39 Waltham Park Road and accounts for approximately 2% (2019-5%) of revenue.
- Lubricants division began operating from 39 1/4 Waltham Park Road in March 2018 and account for approximately 16% (2019-24%) of revenue.

## 5. OPERATING SEGMENTS (CONTINUED)

The segment information presented by management to the CEO does not provide a detailed analysis of the assets and liabilities related to the operations of the respective segments. Assets and liabilities are not assigned to each segment in the preparation of the Company's financial statements.

	<u>Chemicals</u>	<u>Construction and Adhesives</u>	<u>2020</u> <u>Manufacturing</u>	<u>Transport</u>	<u>Lubricants</u>	<u>Total</u>
	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>
Revenues	836,809	151,188	260,691	34,932	231,962	1,515,582
Cost of sales						1,047,403
Gross profit						468,179

	<u>Chemicals</u>	<u>Construction and Adhesives</u>	<u>2019</u> <u>Manufacturing</u>	<u>Transport</u>	<u>Lubricants</u>	<u>Total</u>
	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>	<u>\$'000</u>
Revenues	908,816	159,099	193,737	45,550	288,442	1,595,644
Cost of sales						1,093,782
Gross profit						501,862

## 6. OPERATING PROFIT BEFORE TAXATION

The following have been charged in arriving at operating profit:

	<u>2020</u> <u>\$</u>	<u>2019</u> <u>\$</u>
Professional fees including auditors' remuneration	3,500,000	3,775,000
Directors' emoluments:		
Fees	270,000	435,000
Executive management remuneration	17,936,319	19,166,664
Bad debts expensed	10,000,000	3,609,633
Foreign exchange gains	(9,892,763)	(8,959,805)
Depreciation	45,031,782	45,033,157
Depreciation: right of use assets	9,253,008	-
Staff costs (excluding management remuneration)	160,961,453	191,050,445

The average number of persons employed full-time by the Company during the year was 91 (2019-97)

**Paramount Trading (Jamaica) Limited**  
**Notes to the Financial Statements**  
**31 May 2020**

**7. STAFF COSTS**

	<b>2020</b>	<b>2019</b>
	<b>\$</b>	<b>\$</b>
Salaries (excluding managements' remuneration)	138,164,350	166,824,267
Employers payroll taxes	15,350,203	17,821,314
Staff welfare	7,446,900	6,404,864
	160,961,453	191,050,445
Executive management remuneration	17,936,319	19,166,664
	178,897,772	210,217,109

**8. OPERATING REVENUE AND OTHER OPERATING INCOME**

(i) Operating revenue consists of the following:

	<b>2020</b>	<b>2019</b>
	<b>\$</b>	<b>\$</b>
Sale of goods	1,480,650,508	1,550,094,326
Services rendered	34,931,750	45,550,669
	1,515,582,258	1,595,644,995

(ii) Other operating income consists of the following:

	<b>2020</b>	<b>2019</b>
	<b>\$</b>	<b>\$</b>
Rental income – warehousing	5,219,693	3,840,025
Foreign exchange gain	9,892,763	8,959,805
Gain on disposal	3,510,000	-
Other	6,314,254	4,190,865
	24,936,710	16,990,695

Rental income is earned from unused warehousing space at The Company's Bell Road location.

**9. EXPENSES BY NATURE**

	<b>2020</b>	<b>2019</b>
	<b>\$</b>	<b>\$</b>
Cost of inventories recognized as expense	1,047,403,570	1,093,782,137
Subtotal: direct expenses	1,047,403,570	1,093,782,137
Selling, advertising, promotion, and distribution	8,811,448	16,335,504
Bad debts expenses	10,000,000	3,609,633
Subtotal: selling and distribution	18,811,448	19,945,137
Audit fee	3,500,000	3,775,000
Depreciation	45,031,782	45,033,157
Depreciation right of use assets	9,253,008	-
Repairs and maintenance	4,772,874	7,590,951
Staff costs	178,897,772	210,217,109
Motor vehicle expenses	4,457,292	4,567,926
Utilities	10,108,821	12,354,284
Insurance	28,054,811	25,329,610
Security	14,356,548	15,743,476
Rental	1,780,181	14,725,234
Other expenses	66,671,340	62,426,167
Subtotal: administrative	366,884,429	401,762,914
	1,433,099,447	1,515,490,188

**Paramount Trading (Jamaica) Limited**  
**Notes to the Financial Statements**  
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**10. FINANCE INCOME AND COSTS**

	<u>2020</u>	<u>2019</u>
	<u>\$</u>	<u>\$</u>
<b>Finance income -</b>		
Interest income	2,534,621	1,637,477
<b>Finance costs -</b>		
Interest expenses	40,878,444	10,740,646
Debt financing fees and expenses	7,057,458	12,420,714
	<u>47,935,902</u>	<u>23,161,360</u>

**11. TAXATION**

- (a) Taxation is based on profit for the year adjusted for taxation purposes and comprises income tax at 25% (2019 – 25%).

	<u>2020</u>	<u>2019</u>
	<u>\$</u>	<u>\$</u>
Taxation for the year comprises:		
Current tax expense	-	9,446,314
Deferred Tax	8,998,751	3,532,207
	<u>8,998,751</u>	<u>12,978,521</u>

Effective 1 January 2018, the 100% tax remission for the first five (5) years after listing on the Junior Market (JM) of the Jamaican Stock Exchange (JSE) expired and the Company was subject to income tax on 50% of its chargeable income for the year ended 31 May 2020. The Company also accounted for deferred tax using the liability method on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements.

During the year the company made substantial investments in plant and machinery, resulting in significant capital allowances computed for tax purposes. This resulted in an adjusted taxable loss for the year.

Subject to the agreement of the Commissioner, Tax Administration Jamaica, the Company has tax losses of approximately \$48 million, which may be carried forward against future taxable profits indefinitely. However, the amount that can be utilized in any one year is restricted to 50% of the current year's taxable profit.

- (b) The tax on the Company's profit differs from the theoretical amount that would arise using the applicable tax rate as follows:

	<u>2020</u>	<u>2019</u>
	<u>\$</u>	<u>\$</u>
Profit before taxation	62,018,240	75,621,619
Tax calculation @ 25% (2019 – 25%)	15,504,560	18,905,405
Adjustment for difference in treatment of:		
Depreciation and capital allowances	(11,764,060)	9,883,869
Net effect of other charges for tax purposes	(3,740,500)	(9,896,646)
Adjustment for the effect of remission of tax.	-	(9,446,314)
Tax charged for the year	<u>-</u>	<u>9,446,314</u>



**Paramount Trading (Jamaica) Limited**  
**Notes to the Financial Statements**  
**31 May 2020**

**11. TAXATION (CONTINUED)**

**(c) Remission of income tax:**

By notice dated 13<sup>th</sup> August 2009, the Minister of Finance and the Public Service, issued and gazetted the Income Tax (Jamaica Stock Exchange Junior Market) (Remission) Notice, 2009. The Notice effectively granted a remission of income tax to eligible companies that were admitted to the Junior Market of the Jamaica Stock Exchange (JMSE) if certain conditions were achieved after the date of initial admission.

Effective 31 December 2012, the Company's shares were listed on the Junior Market of the JSE. Consequently, the Company is entitled to a remission of income taxes for ten years in the proportion set out below;

Years 1 to 5 (1 January 2013 - 31 December 2017) – 100%

Years 6-10: (1 January 2018 - 31 December 2022) – 50%

Provided the following conditions are met:

- (i) The Company remains listed for at least 15 years and is not suspended from the JSE for any breaches of its rules.
- (ii) The Subscribed Participating Voting Share Capital of the Company does not exceed J\$500 million
- (iii) The Company has at least 50 Participating Voting Shareholders

The financial statements have been prepared on the basis that the Company will have the full benefit of the tax remissions.

**12. EARNINGS PER SHARE**

Basic EPS is computed by dividing the net profit for the year attributable to shareholders by the weighted average number of ordinary shares in issue for the year.

	<u><b>2020</b></u>	<u><b>2019</b></u>
	<u><b>\$</b></u>	<u><b>\$</b></u>
Net profit attributable to shareholders	53,019,489	62,643,098
Weighted average number of ordinary shares in issue	1,542,467,080	1,542,467,080
Basic earnings per share	0.034	0.040

**13. DIVIDENDS**

No dividend was declared or paid during the year.

**Paramount Trading (Jamaica) Limited**  
**Notes to the Financial Statements**  
**31 May 2020**

**14. PROPERTY, PLANT, AND EQUIPMENT**

	<b><u>2020</u></b>									
	<b><u>Equipment</u></b>	<b><u>Capital Work-in- progress</u></b>	<b><u>Computer Equipment</u></b>	<b><u>Furniture &amp; Fixtures</u></b>	<b><u>Buildings</u></b>	<b><u>Motor Vehicles</u></b>	<b><u>Forklift</u></b>	<b><u>Leased Vehicles</u></b>	<b><u>Total</u></b>	<b><u>Leased Asset Building Right of Use</u></b>
	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>	<b><u>\$</u></b>
<b>At cost:</b>										
1 June 2019	197,503,726	101,577,735	26,901,282	10,392,252	67,567,046	94,967,270	6,884,413	38,827,619	544,621,343	-
Capitalization of work-in-progress	-	(101,577,735)	-	-	101,577,735	-	-	-	-	-
Additions	138,443,985	14,181,725	462,943	119,744	140,630,905	-	-	-	293,839,302	92,530,084
Disposal	-	-	-	-	-	(5,897,461)	-	-	(5,897,461)	-
31 May 2020	335,947,711	14,181,725	27,364,225	10,511,996	309,775,686	89,069,809	6,884,413	38,827,619	832,563,184	92,530,084
<b>Depreciation:</b>										
1 June 2019	71,229,538	-	5,221,937	4,830,453	21,985,035	59,884,777	4,386,652	16,794,910	184,333,302	-
Charge for the year	15,006,717	-	2,610,978	986,373	5,221,388	13,322,782	1,178,249	6,705,295	45,031,782	9,253,008
Relief on Disposal	-	-	-	-	-	(5,897,461)	-	-	(5,897,461)	-
31 May 2020	86,236,255	-	7,832,915	5,816,826	27,206,423	67,310,098	5,564,901	23,500,205	223,467,623	9,253,008
<b>Net book value</b>										
31 May 2020	249,711,456	14,181,725	19,531,310	4,695,170	282,569,263	21,759,711	1,319,512	15,327,414	609,095,561	83,277,076

**Paramount Trading (Jamaica) Limited**  
**Notes to the Financial Statements**  
**31 May 2020**

**14. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)**

**2019**

	<u>Equipment</u>	<u>Capital Work-in- progress</u>	<u>Computer Equipment</u>	<u>Furniture &amp; Fixtures</u>	<u>Buildings</u>	<u>Motor Vehicles</u>	<u>Forklift</u>	<u>Leased Vehicles</u>	<u>Total</u>
	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>	<u>\$</u>
<b>At cost:</b>									
1 June 2018	151,525,502	11,159,420	26,749,643	9,591,973	67,567,046	94,967,270	6,884,413	34,452,482	402,897,749
Capitalization of work-in-progress	11,159,420	(11,159,420)	-	-	-	-	-	-	-
Additions	34,818,804	101,577,735	151,639	800,279	-	-	-	4,375,137	141,723,594
31 May 2019	197,503,726	101,577,735	26,901,282	10,392,252	67,567,046	94,967,270	6,884,413	38,827,619	544,621,343
<b>Depreciation:</b>									
1 June 2018	51,953,222	-	3,509,682	3,886,422	20,295,860	45,627,712	3,208,401	10,818,805	139,300,104
Charge for the year	19,276,316	-	1,712,255	943,899	1,689,176	14,257,065	1,178,249	5,976,105	45,033,157
31 May 2019	71,229,538	-	5,221,937	4,830,453	21,985,035	59,884,777	4,386,652	16,794,910	184,338,488
<b>Net book value</b>									
31 May 2019	126,274,188	101,577,735	21,679,346	5,561,798	45,582,010	35,082,492	2,497,761	22,032,708	360,287,984

**15. INVESTMENTS**

	<u><b>2020</b></u> <u><b>\$</b></u>	<u><b>2019</b></u> <u><b>\$</b></u>
<b>Fair Values:</b>		
1.3% (2019-1.3%) US\$ Certificate of Deposits	6,821,599	6,821,599
J\$ Securities purchased under resale agreements	342,884	342,884
3% J\$ Repo: Mayberry Investments	1,655,409	190,000,000
3% US\$ Repo: Mayberry Investments	-	54,284,440
Quoted shares	25,198,513	-
	<u>34,018,405</u>	<u>251,448,923</u>

Securities purchased under agreement to resell are regarded as cash and cash equivalents for the statement of cash flows. The average effective interest rate at the year-end was approximately 3% (2019 – 3.0%).

**16. INVENTORIES**

	<u><b>2020</b></u> <u><b>\$</b></u>	<u><b>2019</b></u> <u><b>\$</b></u>
Chemicals	400,842,183	294,128,429
Construction and adhesives	56,799,106	56,236,518
Manufacturing raw materials	143,508,663	137,525,251
	<u>601,149,952</u>	<u>487,890,198</u>
Goods-in-transit	92,514,857	70,119,718
Less: provision for obsolete stock	(10,100,897)	(10,100,897)
	<u>683,563,912</u>	<u>547,909,019</u>

**17. RECEIVABLES**

	<u><b>2020</b></u> <u><b>\$</b></u>	<u><b>2019</b></u> <u><b>\$</b></u>
Trade receivables	243,071,206	335,956,994
Other receivables and prepayments	52,064,227	53,313,813
	<u>295,135,433</u>	<u>389,270,807</u>
Less provision for bad debts	(24,961,014)	(16,269,116)
Trade & other receivables	<u>270,174,419</u>	<u>373,001,691</u>

Trade receivables balance at the end of the year includes \$43,021,675 (2019 - \$49,735,467) from the Company's five (5) largest customers, and the balances were all within the approved credit limits. There are no other customers who represent more than 3% (2019- 5%) of the total trade receivables. The Company does not hold any collateral over trade receivables.

Other receivables mainly comprise amounts recoverable from a supplier and deposits in relation to the acquisition of assets.



**18. CASH AND CASH EQUIVALENTS**

	<b><u>2020</u></b>	<b><u>2019</u></b>
	<b><u>\$</u></b>	<b><u>\$</u></b>
Cash	255,000	170,000
Cash equivalents - US\$ bank accounts	164,652,109	7,233,582
Cash equivalents - JA. \$ bank accounts	13,479,388	38,051,498
	<b>178,386,497</b>	<b>45,455,080</b>

**19. PAYABLES**

	<b><u>2020</u></b>	<b><u>2019</u></b>
	<b><u>\$</u></b>	<b><u>\$</u></b>
Foreign payables	371,789,459	263,797,331
Local payables and accruals	125,029,658	100,713,936
Payables: related to manufacturing plant	-	88,404,549
Other payables	18,205,042	30,788,488
	<b>515,024,159</b>	<b>483,704,304</b>

**20. LONG-TERM BORROWINGS**

	<b><u>2020</u></b>	<b><u>2019</u></b>
	<b><u>\$</u></b>	<b><u>\$</u></b>
(i) 4% Allegheny Loan	113,004,731	-
(ii) 8.39% National Commercial Bank (NCB)	23,671,191	27,827,632
(iii) 8.49% Sagcor Bank	5,804,696	8,358,858
(iv) 7.01% - Simpson Financing	3,868,041	4,448,235
(v) 12.5% -16.75% finance lease obligations [see (iv) below]	15,504,374	20,024,556
	<b>161,853,033</b>	<b>60,659,281</b>
Less current portion due within 12 months	<b>(35,690,977)</b>	<b>(12,381,431)</b>
Non-current balance	<b>126,162,056</b>	<b>48,277,850</b>
(vi) Lease liability	85,565,121	-
Less current portion	<b>(7,394,545)</b>	-
	<b>78,170,576</b>	-

The details of the loan are as follows:

- (i) This represents a vendor's mortgage from Allegheny in acquiring the lubricant plant. It is payable over five years at 4% interest and is paid in 10 instalments of US\$78,754 per period. This loan mature December 2024.
- (ii) This loan represents the principal balance which is repayable in monthly instalments of \$ 527,813 over 96 months. The loan is secured by a lien on a motor vehicle and matures in November 2024.
- (iii) This represents the principal loan balance which is repayable in monthly instalments of \$ 263,829 over sixty (60) months. The loan is secured by a lien on a motor vehicle and matures May 2022.
- (iv) This loan represents loan financing for a motor truck and is repayable in 84 monthly instalments of \$69,099. A lien secures the loan on the truck and matures in January 2026.

## 20. LONG-TERM BORROWINGS (CONTINUED)

(v) The lease obligations relate to motor vehicles and are payable as follows:

	<u>2020</u> \$	<u>2019</u> \$
Due from the reporting date as follows:		
Within one (1) year	5,221,545	5,140,118
Within two to five (2-5) years	16,999,331	24,955,446
Total future minimum lease payments	22,220,876	30,095,564
Less: future interest charges	(6,716,502)	(10,071,008)
Present value of minimum lease payments	15,504,374	20,024,556

### (vi) Lease Liability

Right-of-use Asset, blended principal and interest payments (rent payments) are made monthly in the amount of US\$7,500, and interest is charged at 6%, maturing in 2029

Principal amounts payable

- Current portion	\$ 7,394,545
- Long term	<u>\$78,170,576</u>
	<u>\$85,565,121</u>

Principal repayments for each of the next four years along with the period 2025-2029 are as follows:

2021	\$7,394,545
2022	\$7,850,625
2023	\$8,334,834
2024	\$8,848,908
2025-2029	\$53,136,209

### Preference shares:

	<u>2020</u> \$	<u>2019</u> \$
8.75% - Cumulative Redeemable Preference shares	288,295,644	276,591,289

The 8.75% Cumulative Redeemable Preference Shares were issued in March 2019 and will be redeemed in March 2021. The proceeds were used to finance expansion, improvements and bolster liquidity of the business.

## 21. SHARE CAPITAL

	<u>2020</u> \$	<u>2019</u> \$
<b><u>Authorized:</u></b> 1,620,000,000 (2018 – 1,620,000,000) ordinary shares of no-par value		
<b><u>Issued and fully paid:</u></b> 1,542,467,080 (2018 – 1,542,467,080) shares of no par value	77,492,243	77,492,243

## 22. DEFERRED INCOME TAXES

During the year, deferred income taxes are calculated in full on temporary differences under the liability method using a principal tax rate of 25%.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities. The amount determined after appropriate offsetting are as follows:

	<u>2020</u> \$	<u>2019</u> \$
Deferred tax liability	17,639,599	8,640,848

Deferred taxation charged to profit or loss comprises the following temporary differences:

	<u>2020</u> \$	<u>2019</u> \$
Balance brought forward -	8,640,848	5,108,641
Amount charged to profit and loss	8,998,751	3,532,207
Deferred tax liability at year-end	17,639,599	8,640,848

Deferred income tax liabilities are recognised as the Company will be subject to income tax at 50% of the tax rate (25%) of its earnings for the next four (4) years, if the Company remains listed on the Junior Market of the Jamaica Stock Exchange.

## 23. RELATED PARTIES TRANSACTIONS AND BALANCES

The statement of comprehensive income includes the following related party transactions

	<u>2020</u> \$	<u>2019</u> \$
<b>Key management compensation</b>		
Salaries:	17,936,319	19,166,664

#### **24. CONTINGENCIES AND COMMITMENTS**

(i) The Company's attorneys reported in their letter dated 16 July 2020 that as of 31 May 2020:

- they were instructed as attorneys to represent the Company in a private and confidential matter.

They further reported that in their capacity of attorneys for the Company as at the date of their letter, 16 July 2020, they were:

- not aware of any matter that may result in any claim against the Company as at 31 May 2020
- they had no fees or disbursements invoiced to the Company that are outstanding or that are yet to be invoiced either prior to or after 31 May 2020.

#### **25. EVENTS AFTER STATEMENT OF FINANCIAL POSITION DATE**

In December 2019, a novel strain of Coronavirus was reported in Wuhan, China. The World Health Organization has declared the outbreak to constitute a "Public Health Emergency of International Concern." The COVID-19 outbreak is disrupting supply chains and affecting production and sales across a range of industries. The extent of the impact of COVID-19 on the Company's operational and financial performance will depend on certain developments, including the duration and spread of the outbreak, impact on customers, employees and especially foreign suppliers of the Company, all of which are uncertain and cannot be predicted.

At the point of signing and authorizing the financial statements, although the COVID-19 has negatively impacted the operations of the Company during the 4<sup>th</sup> quarter to the year ended 31 May 2020, management is confident that the Company remains strong and its long-term future is secure. The Company continues to innovate in its manufacturing segment by producing personnel protective products such as bleach and hand sanitizers and surface cleaners that are essential in the fight against the spread of COVID-19. Management does not anticipate any going concern challenges over the next 12 months.



## PROXY FORM

paramountjamaica.com



Place J\$100  
adhesive stamp  
here

"I/We \_\_\_\_\_ (insert name)

of \_\_\_\_\_ (address)

being a shareholder(s) of the above-named Company, hereby appoint:

\_\_\_\_\_ (proxy name)

of \_\_\_\_\_ (address)

or failing him, \_\_\_\_\_ (alternate proxy)

of \_\_\_\_\_ (address)

as my/our proxy to vote for me/us on my/our behalf at the Annual General Meeting of the Company to be held on Saturday November 28<sup>th</sup>, 2020 at 10:00 a.m. at The Jamaica Pegasus, 81 Knutsford Boulevard, Kingston 5, Saint Andrew, and at any adjournment thereof. I desire this form to be used for/against the resolutions as follows (unless directed, the proxy will vote as he sees fit):

No.	Resolution details	Vote for or against (tick as appropriate)
ORDINARY RESOLUTIONS		
1.	To receive the audited accounts of the Company for the year ended 31 <sup>st</sup> May 2020 together with the reports of the auditors and the Board of Directors thereon.	<input type="checkbox"/> For <input type="checkbox"/> Against
2.(i)	To re-appoint the following Directors of the Board, who have resigned in accordance with Article 97 of the Articles of Incorporation of the Company and, being eligible, have consented to act on re-appointment:	
2.(i)(a)	To re-appoint Hugh Graham as a Director of the Board of the Company.	<input type="checkbox"/> For <input type="checkbox"/> Against



2.(i)(b)	To re-appoint James Lechler as a Director of the Board of the Company.	<input type="checkbox"/> For	<input type="checkbox"/> Against
2.(ii)	To re-appoint the following Director of the Board, who has resigned in accordance with Article 93 of the Articles of Incorporation of the Company and, being eligible, has consented to act on re-appointment:		
2.(ii)	To re-appoint Jacqueline Somers as a Director of the Board of the Company.	<input type="checkbox"/> For	<input type="checkbox"/> Against
3.	To authorise the Board to fix the remuneration of the Directors.	<input type="checkbox"/> For	<input type="checkbox"/> Against
4.	To re-appoint the auditors, and to authorise the Board of Directors to fix their remuneration.	<input type="checkbox"/> For	<input type="checkbox"/> Against
<b>SPECIAL RESOLUTION</b>			
5	To allow the Company to communicate and to hold meetings of shareholders using electronic means.	<input type="checkbox"/> For	<input type="checkbox"/> Against
<b>ORDINARY RESOLUTION</b>			
6.	To transact any other ordinary business of the Company that can be considered routine and appropriate for the annual general meeting.	<input type="checkbox"/> For	<input type="checkbox"/> Against

Signed this            day of            2020:

Signed: \_\_\_\_\_ (signature of primary shareholder)

Name: \_\_\_\_\_ (print name of primary shareholder)

Signed: \_\_\_\_\_ (signature of joint shareholder, if any)

Name: \_\_\_\_\_ (print name of joint shareholder, if any)

# NOTES

