

# RiceCo, LLC

## FINANCIAL STATEMENTS


March 31, 2018 and 2017



**CRI** CARR  
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**RiceCo, LLC**  
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**March 31, 2018 and 2017**

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Carr, Riggs & Ingram, LLC  
Two Riverway, 15th Floor  
Houston, TX 77056

(713) 621-8090  
(713) 621-6907 (fax)  
[www.cricpa.com](http://www.cricpa.com)

## **INDEPENDENT AUDITORS' REPORT**

To the Member  
RiceCo, LLC  
Memphis, TN

We have audited the accompanying financial statements of RiceCo, LLC (the "Company"), a Delaware Limited Liability Company, which comprise the balance sheets as of March 31, 2018 and 2017, and the related statements of income, changes in member's equity and cash flows for the years then ended, and the related notes to the financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

## Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of RiceCo, LLC as of March 31, 2018 and 2017, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Carly Riggs & Ingram, L.L.C.*

Houston, Texas  
April 13, 2018

**RiceCo, LLC**  
**Balance Sheets**

<i>March 31,</i>	<b>2018</b>	2017
<i>(in thousands)</i>		
<b>Assets</b>		
Current assets		
Cash and cash equivalents	\$ 840	\$ 2,195
Trade accounts receivable	31,952	42,493
Accounts receivable - related parties	141	9,998
Inventories	9,998	14,378
Prepaid expenses and other	189	281
<hr/>		
Total current assets	43,120	69,345
Property and equipment		
Leasehold Improvements	21	21
Furniture and equipment	120	115
Vehicles	578	616
Production equipment	269	269
<hr/>		
	988	1,021
Less: accumulated depreciation	(724)	(564)
<hr/>		
Net property and equipment	264	457
Other assets		
Intangibles and other assets, net	2,349	2,854
<hr/>		
Total assets	\$ 45,733	\$ 72,656

*The accompanying notes are an integral part of these financial statements.*

**RiceCo, LLC**  
**Balance Sheets (Continued)**

<i>March 31,</i>	<b>2018</b>	<b>2017</b>
<i>(in thousands)</i>		
<b>Liabilities and member's equity</b>		
Current liabilities		
Trade accounts payable	\$ 2,136	\$ 4,997
Trade accounts payable - related parties	1,604	35,239
Accrued expenses	12,879	15,481
Due to related parties	14,000	3,469
Current maturities of long-term debt	40	37
Total current liabilities	<b>30,659</b>	59,223
Long-term debt		
Long-term debt, net of current maturities	<b>114</b>	153
Total liabilities	<b>30,773</b>	59,376
Commitments and contingencies		
Member's equity		
Contributed member's equity	<b>5,617</b>	5,617
Retained earnings	<b>9,343</b>	7,663
Total member's equity	<b>14,960</b>	13,280
Total liabilities and member's equity	<b>\$ 45,733</b>	<b>\$ 72,656</b>

*The accompanying notes are an integral part of these financial statements.*

**RiceCo, LLC**  
**Statements of Income**

<i>For the years ended March 31,</i> <i>(in thousands)</i>	<b>2018</b>	2017
<b>Revenue, net</b>	<b>\$ 37,102</b>	\$ 60,490
Cost of revenue	<b>30,792</b>	53,145
<b>Gross profit</b>	<b>6,310</b>	7,345
Selling, general and administrative expenses	<b>3,369</b>	4,165
Depreciation and amortization	<b>1,296</b>	1,469
<b>Income from operations</b>	<b>1,645</b>	1,711
<b>Other income (expense)</b>		
Interest and other income	<b>40</b>	4
Gain on disposition of assets	<b>5</b>	116
Interest expense	<b>(10)</b>	(42)
Total other expense	<b>35</b>	78
<b>Net income</b>	<b>\$ 1,680</b>	\$ 1,789

*The accompanying notes are an integral part of these financial statements.*

**RiceCo, LLC**  
**Statements of Changes in Member's Equity**

	<b>Contributed Member's Equity</b>		<b>Retained Earnings</b>		<b>Total</b>
<i>(in thousands)</i>					
Balance, March 31, 2016	\$ 5,617	\$	5,874	\$	11,491
Net income	-		1,789		1,789
Balance, March 31, 2017	5,617		7,663		13,280
Net income	-		1,680		1,680
<b>Balance, March 31, 2018</b>	<b>\$ 5,617</b>	<b>\$</b>	<b>9,343</b>	<b>\$</b>	<b>14,960</b>

*The accompanying notes are an integral part of these financial statements.*



**RiceCo, LLC**  
**Statements of Cash Flows**

<i>For the years ended March 31,</i>	<b>2018</b>	<b>2017</b>
<i>(in thousands)</i>		
<b>Operating activities</b>		
Net income	\$ 1,680	\$ 1,789
Adjustments to reconcile net income to net cash (used in) provided by operating activities		
Depreciation and amortization	1,296	1,469
Gain on disposal of assets	(5)	(116)
Change in operating assets and liabilities		
Trade accounts receivable	10,541	6,381
Accounts receivable - related parties	9,857	(9,618)
Due from related party	-	1,790
Inventories	4,380	(5,396)
Prepaid expenses and other	92	(65)
Trade accounts payable	(2,861)	(269)
Trade accounts payable - related parties	(33,635)	16,096
Accrued expenses	(2,602)	1,270
Due to related parties	(969)	(3,197)
Net cash (used in) provided by operating activities	<b>(12,226)</b>	10,134
<b>Investing activities</b>		
Purchases of property and equipment	(2)	(5)
Cost of intangible assets	(591)	(424)
Advance to related parties	(29,900)	-
Repayments from related parties	29,900	-
Net cash used in investing activities	\$ (593)	\$ (429)

*The accompanying notes are an integral part of these financial statements.*

**RiceCo, LLC**  
**Statements of Cash Flows (Continued)**

<i>For the years ended March 31,</i>	<b>2018</b>	<b>2017</b>
(in thousands)		
<b>Financing activities</b>		
Net repayments on line of credit	\$ -	\$ (7,499)
Payments on notes payable	(36)	(15)
Advance from related parties	17,000	-
Repayments to related parties	(5,500)	-
<b>Net cash provided by (used in) financing activities</b>	<b>11,464</b>	<b>(7,514)</b>
<b>Net change in cash and cash equivalents</b>	<b>(1,355)</b>	<b>2,191</b>
<b>Cash and cash equivalents, beginning of year</b>	<b>2,195</b>	<b>4</b>
<b>Cash and cash equivalents, end of year</b>	<b>\$ 840</b>	<b>\$ 2,195</b>
<b>Supplemental disclosure of cash flow information</b>		
Cash paid for interest	\$ 10	\$ 73
<b>Noncash investing and financing activities</b>		
Vehicles acquired via assumption of long-term debt	\$ -	\$ 205

*The accompanying notes are an integral part of these financial statements.*

**NOTE 1: ORGANIZATION**

RiceCo, LLC (the “Company”) was founded on May 5, 1997 as a limited liability company for the purpose of domestic distribution of Propanil and other rice-related products, including other crop protection products. The Company’s primary scope of operations is in the Western and Mid-South United States. The Company’s sole member is United Phosphorus Inc. (“UPI”).

The Company’s restated member agreement provides for an indefinite life of the Company unless terminated at an earlier date as provided for in the agreement; and the Member of the Company shall not be personally liable for all or any part of the debts or other obligations of the Company.

**NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

This summary of significant accounting policies of the Company is presented to assist in understanding the financial statements. The financial statements and notes are the representations of management, who are responsible for their integrity and objectivity. These accounting policies reflect industry practices, conform to accounting principles generally accepted in the United States of America and have been consistently applied in the preparation of the financial statements. The following items comprise the significant accounting policies of the Company.

***Revenue Recognition***

The Company recognizes revenue when persuasive evidence of an arrangement exists, delivery has occurred or services have been rendered, the price to the customer is fixed or determinable, and collectability is reasonably assured. Appropriate accruals for discounts, volume incentives, and other allowances are recorded as reductions in revenues.

***Cash Equivalents***

The Company considers all highly liquid instruments with original maturities of three months or less to be cash equivalents.

***Trade Accounts Receivable***

Trade accounts receivable represent amounts owed to the Company which are expected to be collected within the next twelve months. Management evaluates receivables on an ongoing basis by analyzing customer relationships, customer’s financial condition and previous payment histories. An allowance for doubtful accounts is established when a receivable is considered uncollectible. Receivables are written-off against the allowance for doubtful accounts after all collection efforts have failed. Certain trade accounts receivable are subject to extended payment terms based on various promotional programs. At March 31, 2018 and 2017, there is no allowance for doubtful accounts as the Company considers all receivables to be collectible.

**RiceCo, LLC**  
**Notes to Financial Statements**

**NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

***Inventories***

The Company values its inventories at the lower of cost, determined by the weighted average cost method, or net realizable value. A valuation allowance is provided for obsolete and slow-moving inventory to write cost down to net realizable value (market), if necessary. Management determines the valuation allowance based on a review of the ability to sell or use inventory. Inventories at March 31, 2018 and 2017 consist of the following (in thousands):

<i>March 31,</i>	<b>2018</b>	<b>2017</b>
Raw materials	\$ 1,494	\$ 2,811
Finished goods	8,324	11,288
Packaging materials	180	279
	<b>\$ 9,998</b>	<b>\$ 14,378</b>

During the three months ended June 30, 2016, the Company became aware of quality issues related to a specific product sold during the period. At June 30, 2016, the Company recorded a provision for estimated returns of this product of \$1.66 million. During the quarter ended September 30, 2016, actual returns were \$2.98 million, net of discounts. As of March 31, 2017, the Company completed testing the product. As of March 31, 2018, the Company is in process of reworking the product. Management does not believe an impairment of the inventory is necessary as of March 31, 2018.

***Property and Equipment***

Property and equipment are recorded at cost including betterments which materially increase the useful lives or values of the assets. Repairs and maintenance are charged to operations when incurred. When property and equipment are sold or otherwise disposed, the asset and related accumulated depreciation accounts are relieved, and any gain or loss is included in operations. Depreciation is computed using the straight-line method over the useful lives of the respective assets, as follows:

Furniture, fixtures and equipment	3 – 5 years
Vehicles	3 years
Production equipment	3 years

Depreciation expense charged to operations for the years ended March 31, 2018 and 2017 totaled \$200,203 and \$249,052, respectively.

**NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

***Intangible Assets***

The Company capitalizes costs associated with intellectual property and non-compete agreements and amortizes these costs on a straight line basis over five to fifteen years. These assets are included in intangibles and other assets on the accompanying balance sheets at March 31, 2018 and 2017.

Impairment losses are recorded when indicators of impairment are present and the carrying amount of a long-lived asset exceeds its fair value. In addition, useful lives of long-lived assets are reviewed annually. At March 31, 2018 and 2017, the Company's assessment of long-lived assets did not indicate impairment.

***Shipping and Handling Costs***

Shipping and handling fees and costs related to purchase transactions with vendors and sales transactions with customers are recorded in cost of revenue on the accompanying statements of income for the years ended March 31, 2018 and 2017.

***Advertising***

Advertising costs are charged to operations when the advertising takes place. No direct response advertising is used by the Company. For the years ended March 31, 2018 and 2017, advertising expense totaled \$0 and \$22,105 respectively.

***Audit Fees***

For the years ended March 31, 2018 and 2017, audit fees totaled \$102,039 and \$60,204, respectively.

***Income Taxes***

The Company is a limited liability company and is not a tax paying entity for federal income tax purposes. Thus, no federal income tax provision has been recorded in the financial statements. The taxable income of the Company is included in the individual member's tax return. The Company is subject to income taxes in certain states and files a consolidated tax return with UPI. During the years ended March 31, 2018 and 2017, no state tax was allocated to the Company by UPI; accordingly, no provision or liability for state income tax is recorded for the years ended March 31, 2018 and 2017.

Any uncertainties in income taxes are evaluated by UPI and uncertain tax positions, if any, are reflected in UPI's consolidated financial statements.

***Rework Costs***

Rework costs are dependent upon several factors including many not ascertained until the period after sale, thus making these accruals unreliable. Accordingly, the Company recognizes these expenses in the period incurred.

**NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

***Fair Value Considerations***

The Company uses fair value to measure financial assets and liabilities and certain nonfinancial assets and liabilities measured or disclosed at fair value on a recurring basis (at least annually). Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. The fair value hierarchy established and prioritized fair value measurements into three levels based on the nature of the inputs. The hierarchy gives the highest priority to inputs based on market data from independent sources (observable inputs-Level 1) and the lowest priority to a reporting entity's internal assumptions based upon the best information available when external market data is limited or unavailable (unobservable inputs-Level 3).

The fair value option allows entities to choose, at specified election dates, to measure eligible financial assets and financial liabilities at fair value that are not otherwise required to be measured at fair value. If an organization elects the fair value option for an eligible item, changes in that item's fair value in subsequent reporting periods must be recognized in current earnings. The Company did not elect the fair value option for the measurement of any eligible assets or liabilities.

The Company's financial instruments (primarily cash and cash equivalents, receivables, payables and debt) are carried in the accompanying financial statements at amounts which reasonably approximate fair value.

***Estimates***

The preparation of the financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. Management believes these estimates and assumptions provide a reasonable basis for the fair presentation of the financial statements.

***Subsequent Events***

The Company has evaluated subsequent events through the date the financial statements were available for issuance on April 13, 2018. No matters were identified affecting the accompanying financial statements or related disclosures that have not been disclosed elsewhere.

**RiceCo, LLC**  
**Notes to Financial Statements**

**NOTE 3: INTANGIBLE ASSETS**

The Company has considered the nature of its intangible assets and concluded none had indefinite lives.

Intangible assets at March 31, 2018 and 2017 consist of the following (in thousands):

<i>March 31,</i>	<b>2018</b>	2017
Intellectual property	\$ 24,283	\$ 23,692
Non-compete agreement	1,183	1,183
	<b>25,466</b>	24,875
Less: accumulated amortization	<b>(23,117)</b>	(22,021)
<b>Intangible assets, net</b>	<b>\$ 2,349</b>	\$ 2,854

These assets are being amortized on a straight-line basis over five to fifteen years. For the years ended March 31, 2018 and 2017, amortization expense totaled \$1,095,882 and \$1,219,778, respectively.

Total estimated amortization expense for the next five years and thereafter is as follows (in thousands):

<i>For the year ending March 31,</i>		
2019	\$	904
2020		630
2021		455
2022		315
2023		45
	<b>\$</b>	<b>2,349</b>

**NOTE 4: CONCENTRATION OF CREDIT RISK**

The Company maintains bank balances in separate accounts at various financial institutions which from time to time may exceed the Federal Deposit Insurance Corporation's limit of \$250,000. The Company manages risk by maintaining these deposits in high quality financial institutions and periodically performs an evaluation of the relative credit standing of each financial institution. The Company has not experienced any losses from maintaining cash deposits in excess of the federally insured limit. Management believes that is not exposed to any significant credit risk on cash and cash equivalents.

**NOTE 4: CONCENTRATION OF CREDIT RISK (Continued)**

The Company's customer base includes distributors of agricultural products. Trade accounts receivable at any point in time may be concentrated in a relatively small number of customer accounts. Certain accounts receivable are covered by credit insurance up to 90% of the outstanding balance. The Company performs ongoing credit evaluations as to the financial condition of its customers. Generally no collateral is required as condition of a sale. For the year ended March 31, 2018, five customers comprised 76% of total revenues and six customers represented 95% of trade accounts receivable at March 31, 2018. For the year ended March 31, 2017, one related party and four customers comprised 12% and 66% of total revenues and one related party and four customers represented 19% and 56% of trade accounts receivable at March 31, 2017.

For the year ended March 31, 2018, one related party represented 57% of total inventory purchases. At March 31, 2018, two related parties and three vendors comprised 49% and 40% of trade accounts payable. For the year ended March 31, 2017, one related party represented 71% of total inventory purchases. At March 31, 2017, one related party comprised 89% of trade accounts payable.

**NOTE 5: LINE OF CREDIT**

Effective July 25, 2017, the Company has a line of credit agreement with Bank of America, N.A. (the "Lender") which provides for a maximum line of credit of \$35,000,000 through the maturity date of December 31, 2018 and is unsecured. The line of credit bears an interest at London Interbank Offer Rate (LIBOR) Daily Floating rate plus 1.5% (3.20% at March 31, 2018). The credit agreement contains certain covenants as defined in the agreement. At March 31, 2018, the Company was in compliance with the covenants. At March 31, 2018, the Company had no outstanding balance on the line of credit.

As a subfacility under this line of credit, the Lender may issue letters of credit on the accounts of the Company for a maximum of \$2,000,000. At March 31, 2018, the Company had no outstanding letters of credit.

**NOTE 6: LONG-TERM DEBT**

Long-term debt at March 31, 2018 and 2017 consists of the following (balances in thousands):

<i>March 31,</i>	<b>2018</b>	<b>2017</b>
Various vehicle notes payable to a financial institution, payable in total monthly installments of \$3,953, bearing an interest rate of 5.79%, which maturities through December 2021, secured by vehicles	\$ 154	\$ 190
Less: current maturities	<b>(40)</b>	<b>(37)</b>
<b>Long-term debt</b>	<b>\$ 114</b>	<b>\$ 153</b>



**RiceCo, LLC**  
**Notes to Financial Statements**

**NOTE 6: LONG-TERM DEBT (Continued)**

The following is a summary of future minimum principal payments for the next five years:

*For the year ending March 31,*

2019	\$	40
2020		42
2021		44
2022		28
		154
		\$ 154

**NOTE 7: RELATED PARTY TRANSACTIONS**

Names of related parties where control exists irrespective of whether transactions have occurred or not:

Ultimate Holding Company	UPL LTD, India
Holding Company of Parent Company	UPL LTD, Europe
Parent Company	United Phosphorus Inc, USA.

Names of other related parties with whom transactions have taken place during the year:

*Fellow Subsidiaries*

Cerexagri B.V.  
United Phosphorus, Inc  
RiceCo International, Inc  
UPL Agro S.A. DE C.V.  
UPL Limited, Gibraltar  
UPL Corporation, Limited

The Company had receivables from and payables due to various entities controlled by the parent company as follows:

**Receivables from affiliates**

<i>March 31,</i>	<b>2018</b>	<b>2017</b>
RiceCo International, Inc.	\$ 63,987	\$ 9,997,909
UPL Agro S.A. DE C.V.	\$ 76,800	-

**RiceCo, LLC**  
**Notes to Financial Statements**

**NOTE 7: RELATED PARTY TRANSACTIONS (Continued)**

**Loan to affiliates**

<i>March 31,</i>	<b>2018</b>	<b>2017</b>
N/A	\$ -	\$ -

**Due to affiliates**

<i>March 31,</i>	<b>2018</b>	<b>2017</b>
RiceCo International, Inc.	\$ 1,034,465	\$ 35,005,343
United Phosphorus Inc.	\$ 551,648	\$ 1,192,417
Cerexagri B.V.	\$ 17,700	\$ -
UPL Corporation, Limited	\$ -	\$ 10,716

**Loan from affiliates (Current):**

<i>March 31,</i>	<b>2018</b>	<b>2017</b>
United Phosphorus, Inc (short term , 0.00%)	\$ 14,000,000	\$ -
RiceCo International, Inc. (short term , 0.00%)	\$ -	\$ 2,500,000

The following are the details of the transactions entered by the Company:

<i>For the years ended March 31,</i>			<b>2018</b>	<b>2017</b>
<b>No</b>	<b>Nature of transactions</b>	<b>Name of related party</b>		
1	Sales	RiceCo International, Inc.	\$ 3,374,664	\$ 8,820,594
		UPL Agro S.A. DE C.V.	\$ 76,800	\$ -
2	Purchases	RiceCo International, Inc.	\$ 14,062,419	\$ 37,441,607
		UPL Limited, Gibraltar	\$ (250,000)	\$ -
		United Phosphorus, Inc	\$ -	\$ 60,045
3	Interest expense	United Phosphorus, Inc	\$ -	\$ -
4	Interest Income	United Phosphorus Inc.	\$ -	\$ -

**RiceCo, LLC**  
**Notes to Financial Statements**

**NOTE 7: RELATED PARTY TRANSACTIONS (Continued)**

<i>For the years ended March 31,</i>			<b>2018</b>	<b>2017</b>
<b>No</b>	<b>Nature of transactions</b>	<b>Name of related party</b>		
5	Loan given	United Phosphorus, Inc.	<b>\$ 29,900,000</b>	\$ -
6	Loan taken	United Phosphorus, Inc.	<b>\$ 17,000,000</b>	\$ -
		RiceCo International, Inc.	<b>\$ -</b>	\$ 6,500,000
7	Repayment of loan given	United Phosphorus, Inc.	<b>\$ 29,900,000</b>	\$ -
8	Repayment of loan taken	United Phosphorus, Inc.	<b>\$ 3,000,000</b>	\$ 850,000
		RiceCo International, Inc.	<b>\$ 2,500,000</b>	\$ 8,800,000
9	Selling, general and administrative expense			
	Recharge	Cerexagri B.V.	<b>\$ 17,700</b>	\$ -
	Recharge	UPL Corporation, Limited	<b>\$ 11,870</b>	\$ 10,716
	Recharge	RiceCo International, Inc	<b>\$ 121,539</b>	\$ (51,662)
	Tax Charge, Insurance	United Phosphorus, Inc.	<b>\$ 287,132</b>	\$ 176,862
10	Management fee	United Phosphorus, Inc	<b>\$ 460,900</b>	\$ 969,400
		RiceCo International, Inc.	<b>\$ (2,365,730)</b>	\$ (2,436,199)

**NOTE 8: OPERATING LEASES**

The Company is obligated under non-cancelable operating leases, expiring in various dates through June 2021, principally covering office space and equipment. Rental expense for the years ended March 31, 2018 and 2017, totaled \$223,196 and \$263,780, respectively.

**NOTE 8: OPERATING LEASES (Continued)**

Minimum future rental commitments under the leases are as follows (in thousands):

<i>For the year ending March 31,</i>	
2019	\$ 127
2020	16
2021	16
2022	5
	\$ 164

**NOTE 9: RETIREMENT PLAN**

Effective January 1, 2018, the Company’s retirement plan was merged into the United Phosphorus, Inc. 401(k) Plan (the “UPI Plan”). The Company’s full-time employees are allowed to participate in the UPI Plan and can contribute up to the maximum permitted by law, through salary reductions. The Company’s contributions to the UPI Plan are based on a percentage of the participant’s contributions and the Company also makes profit sharing contributions. For the year ended March 31, 2018, the Company’s contributions to the UPI Plan totaled \$64,136 of which \$44,880 is accrued and included in accrued expenses in the accompanying balance sheet.

Prior to the merger into the UPI Plan, the Company sponsored a restated profit sharing thrift plan designed to conform to Internal Revenue Code Section 401(k) and to the requirements of ERISA. The plan, which covered all full-time employees, allowed participants to contribute up to the maximum permitted by law, through salary reductions. The Company’s contributions to the plan were based on a percentage of the participant’s contributions. For the years ended March 31, 2018 and 2017, Company contributions totaled \$213,338 and \$305,971, respectively.

**NOTE 10: COMMITMENTS AND CONTINGENCIES**

The Company is involved in a legal action arising in the ordinary course of business. Although legal counsel is unable to express an opinion as to the outcome of this matter, in management’s opinion, the outcome of this matter would not be material to the financial condition or results of operations of the Company.

**NOTE 11: EMPLOYEE HEADCOUNT**

The number of employees as of March 31, 2018 and 2017 totaled 21 and 20, respectively.