

FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT



	Page(s)
INDEPENDENT AUDITOR'S REPORT	1-2
FINANCIAL STATEMENTS	
Statements of Financial Position	3
Statements of Activities	4-5
Statements of Cash Flows	6
Statements of Functional Expenses	7-8
Notes to Financial Statements	9-16



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## **INDEPENDENT AUDITOR'S REPORT**

Board of Directors NURU International Palo Alto, California

We have audited the accompanying financial statements of NURU International (a nonprofit organization), which comprise the statements of financial position as of December 31, 2019 and 2018, and the related statements of activities, functional expenses, 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.

### Auditor's 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 audit 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 auditor's 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 Organization'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 NURU International, as of December 31, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Emphasis of Matter**

As discussed in Note 2 to the financial statements, NURU International adopted provisions of Accounting Standards update (ASU) No. 2014-09, *Revenue from Contracts with Customers*, as amended by ASU No. 2015-14, which supersedes or replaces nearly all accounting principles generally accepted in the United States of America revenue recognition guidance and ASU No. 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The adoption of these ASUs did not result in a change to the accounting for any of NURU International's revenue streams; as such, no cumulative effect adjustment was recorded.

Sikich LLP

Brookfield, Wisconsin April 29, 2020

# FINANCIAL STATEMENTS

# STATEMENTS OF FINANCIAL POSITION

# As of December 31, 2019 and 2018

	2019	2018
ASSETS		
Cash and cash equivalents	\$ 434,917	\$ 133,414
Investments	4,158	-
Contributions receivable, net	1,079,885	1,889,876
Prepaid expenses	80,644	67,171
Property and equipment	27,019	41,685
Less accumulated depreciation	 (20,037)	(28,521)
Total fixed assets	6,982	13,164
TOTAL ASSETS	\$ 1,606,586	\$ 2,103,625
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable	\$ 170,455	\$ 121,380
Accrued liabilities	93,846	121,838
Note payable	 750,000	-
Total liabilities	 1,014,301	243,218
NET ASSETS (DEFICIT)		
Without donor restrictions	(593,634)	(29,469)
With donor restrictions	 1,185,919	1,889,876
Total net assets	 592,285	1,860,407
TOTAL LIABILITIES AND NET ASSETS	\$ 1,606,586	\$ 2,103,625

# STATEMENT OF ACTIVITIES

# For the Year Ended December 31, 2019

	hout Donor estrictions	With Donor Restrictions			Total	
<b>REVENUES AND PUBLIC SUPPORT</b>						
Contributions	\$ 3,341,302	\$	1,310,246	\$	4,651,548	
Net investment return	(5,194)		-		(5,194)	
Miscellaneous income	3,086		-		3,086	
Net assets released from restriction	 2,014,203		(2,014,203)		-	
Total revenues and other support	 5,353,397	5,353,397 (703,957)				
EXPENSES						
Program services						
International development	4,592,133		-		4,592,133	
International awareness	332,746		-		332,746	
Management and general	736,172		-		736,172	
Fundraising	 256,511		-		256,511	
Total expenses	 5,917,562		-		5,917,562	
CHANGE IN NET ASSETS	(564,165)		(703,957)		(1,268,122)	
NET ASSETS, BEGINNING OF YEAR	(29,469)		1,889,876		1,860,407	
NET ASSETS, END OF YEAR	\$ (593,634)	\$	1,185,919	\$	592,285	

# STATEMENT OF ACTIVITIES

# For the Year Ended December 31, 2018

	Without Donor Restrictions			ith Donor estrictions	Total
<b>REVENUES AND PUBLIC SUPPORT</b>					
Contributions	\$	4,505,501	\$	321,324	\$ 4,826,825
Net investment return		11,980		-	11,980
Miscellaneous income		13,008		-	13,008
Net assets released from restriction		5,000		(5,000)	-
Total revenues and other support	4,535,489			316,324	4,851,813
EXPENSES					
Program services					
International development		5,002,579		-	5,002,579
International awareness		315,576		-	315,576
Management and general		752,975		-	752,975
Fundraising		190,847	_		190,847
Total expenses		6,261,977		-	6,261,977
CHANGE IN NET ASSETS		(1,726,488)		316,324	(1,410,164)
NET ASSETS, BEGINNING OF YEAR		1,697,019		1,573,552	3,270,571
NET ASSETS, END OF YEAR	\$	(29,469)	\$	1,889,876	\$ 1,860,407

# STATEMENTS OF CASH FLOWS

# For the Years Ended December 31, 2019 and 2018

	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (1,268,122)	\$(1,410,164)
Adjustments to reconcile change in net assets to net cash		
from operating activities		
Depreciation	8,512	9,868
Realized gain on investments	(62)	(10,723)
Unrealized loss on investments	5,576	-
Gain on sale of property and equipment	(600)	(25)
(Increase) decrease in:		
Prepaid expenses	(13,473)	7,030
Contributions receivable	809,991	(71,324)
Increase (decrease) in:		
Accounts payable	49,075	94,100
Accrued liabilities	 (27,992)	5,513
Net cash from operating activities	 (437,095)	(1,375,725)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	(3,995)	(5,488)
Proceeds from sale of property and equipment	2,265	399
Noncash contributions	(293,583)	(298,480)
Proceeds from sales of investments	 283,911	450,362
Net cash from investing activities	 (11,402)	146,793
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from note payable	 750,000	-
Net cash from financing activities	 750,000	-
NET CHANGE IN CASH AND CASH EQUIVALENTS	301,503	(1,228,932)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	133,414	1,362,346
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 434,917	\$ 133,414

## STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2019

	]	Program Service	es	Supportin		
	International International Development Awareness		Total Program Services	Management and General	Fundraising	Total
Accounting	\$ -	\$ -	\$ -	\$ 9,500	\$ -	\$ 9,500
Books, subscriptions, and references	27,775	2,225	30,000	4,983	1,579	36,562
Contractual services	532,330	180,000	712,330	98,297	61,394	872,021
Depreciation	6,030	-	6,030	1,773	709	8,512
Equipment rental and maintenance	5,957	-	5,957	-	-	5,957
Health insurance	163,370	-	163,370	62,828	19,750	245,948
Information technology	1,977	-	1,977	11,805	7,845	21,627
Insurance	20,702	-	20,702	5,003	2,440	28,145
Interest	-	-	-	8,011	-	8,011
Legal	6,960	-	6,960	1,323	-	8,283
Licenses and fees	2,601	-	2,601	634	1,352	4,587
Grants made	2,467,515	-	2,467,515	-	-	2,467,515
Miscellaneous	-	-	-	5,011	-	5,011
Payroll taxes	83,630	-	83,630	31,629	10,087	125,346
Postage	756	-	756	3,021	1,297	5,074
Printing and copying	45	-	45	34	2,491	2,570
Rent	458	-	458	460	-	918
Salaries	1,078,141	149,645	1,227,786	407,709	117,596	1,753,091
Supplies	597	-	597	1,307	116	2,020
Telecommunications	3,517	-	3,517	196	170	3,883
Training and development	12,068	-	12,068	515	207	12,790
Travel and meeting	177,704	876	178,580	82,133	29,478	290,191
TOTAL FUNCTIONAL EXPENSES	\$ 4,592,133	\$ 332,746	\$ 4,924,879	\$ 736,172	\$ 256,511	\$ 5,917,562

# STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2018

	]	Program Service	es	Supportir	_	
	International Development	International Awareness	Total Program Services	Management and General	Fundraising	Total
Accounting	\$ -	\$ -	\$ -	\$ 9,500	\$ -	\$ 9,500
Books, subscriptions, and references	17,006	1,500	18,506	4,372	2,850	25,728
Contractual services	500,129	180,079	680,208	83,341	59,355	822,904
Depreciation	7,401	-	7,401	2,056	411	9,868
Equipment rental and maintenance	7,310	-	7,310	-	-	7,310
Health insurance	141,995	-	141,995	48,663	10,554	201,212
Information technology	4,139	-	4,139	11,208	9,064	24,411
Insurance	19,370	-	19,370	5,765	1,863	26,998
Legal	114	-	114	18,264	-	18,378
Licenses and fees	3,755	-	3,755	13,368	1,220	18,343
Grants made	2,682,436	-	2,682,436	-	-	2,682,436
Payroll taxes	93,299	10,691	103,990	32,124	6,972	143,086
Postage	817	-	817	3,040	1,030	4,887
Printing and copying	366	-	366	-	2,316	2,682
Rent	-	-	-	7,892	255	8,147
Salaries	1,224,178	122,941	1,347,119	432,296	76,203	1,855,618
Supplies	1,307	-	1,307	1,105	71	2,483
Telecommunications	3,584	-	3,584	171	5	3,760
Training and development	53,960	-	53,960	12,867	445	67,272
Travel and meeting	241,413	365	241,778	66,943	18,233	326,954
TOTAL FUNCTIONAL EXPENSES	\$ 5,002,579	\$ 315,576	\$ 5,318,155	\$ 752,975	\$ 190,847	\$ 6,261,977

### NOTES TO FINANCIAL STATEMENTS

For the Years Ended December 31, 2019 and 2018

### 1. NATURE OF ORGANIZATION

NURU International (the Organization) is a California not-for-profit organization that was incorporated in October 2007. The mission of the Organization is to end extreme poverty in fragile rural areas, and build communities resilient to violent extremism. The Organization envisions a world in which violent extremist groups can no longer exploit the conditions of extreme poverty to further their cause. The Organization is committed to restoring hope and meaning to the lives of those people living in extreme poverty by creating sustainable, measurable solutions that result in significant lasting changes in families and communities. The following is a summary of the Organization's program services:

*International Development* - Focuses on addressing the areas of hunger, the ability to cope with financial shocks, reduction of preventable disease and death, and improving education opportunities through programs in agriculture, financial inclusion, healthcare, and education. The Organization offers development programs in Kenya, Ethiopia, and Nigeria.

*International Awareness* - Provides events and presentations throughout the country and publishes videos and educational information through social media. This program builds empathy for people living in extreme poverty by showing glimpses of what people living in extreme poverty experience: chronic hunger, sickness and disease, illiteracy, high child mortality rates, contaminated water, and lack of access to resources, as well as what can be done to improve the lives of our global neighbors.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Method of Accounting

The accompanying financial statements have been prepared using the accrual method of accounting in accordance with accounting principles generally accepted in the United States of America (USGAAP). Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

### Without Donor Restriction

Net assets that are not subject to donor-imposed restrictions.

### Net Assets With Donor Restrictions

Net assets subject to donor-imposed restrictions that either expire by passage of time, can be fulfilled and removed by actions of the Organization pursuant to those restrictions, or are maintained permanently by the Organization. Generally, the donors of the assets permit the Organization to use all or a part of the income earned on any related investments for general or specific purposes. The Organization does not have any permanently restricted assets as of December 31, 2019 or 2018.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Use of Estimates

The preparation of financial statements in conformity with USGAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Cash and Cash Equivalents

Cash and cash equivalents include all highly liquid investments and money market accounts with original maturities of three months or less to be cash equivalents.

The Organization maintains its cash balance in financial institutions, which at times may exceed federally insured limits. At December 31, 2019, the Organization's cash accounts exceeded federally insured limits by approximately \$41,300. The Organization's cash balance did not exceed FDIC limits at December 31, 2018. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash.

#### Investments

Investments in marketable securities with readily determinable fair value and all investments in debt securities are reported at their fair values. Fair value is determined by reference to quoted market prices and other relevant information generated by market transactions. Net investment return is reported in the statement of activities and consists of interest and dividend income, realized and unrealized gains and losses, less external and direct internal investment expenses. Gains and investment income that are limited to specific uses by donor-imposed restrictions may be reported as increases in net assets without donor restrictions if the restrictions are met in the same reporting period as the gains and income are recognized.

### Contributions Receivable

Unconditional gifts expected to be collected within one year are reported at their net realizable value. Unconditional gifts expected to be collected in future years are initially reported at fair value determined using the discounted present value of estimated future cash flows technique. The resulting discount is amortized and is reported as contribution revenue. The Organization believes that all contributions receivable at December 31, 2019 and 2018 will be fully collected. Accordingly, no allowance for doubtful accounts is necessary.

Conditional gifts depend on the occurrence of a specified future and uncertain event to bind the potential donor and are recognized as assets and revenue when the conditions are substantially met and the gift becomes unconditional.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Fixed Assets

Property and equipment purchases in excess of \$1,000 are recorded at cost. Donated assets are recorded at their estimated fair market value at the date they are received. Depreciation for electronics is recorded on a straight-line basis over an estimated useful life of three years.

Depreciation expense for the years ended December 31, 2019 and 2018 are \$8,512 and \$9,868, respectively.

#### **Revenue Recognition**

### Contribution and In-Kind Income

The Organization recognizes contributions when an unconditional promise to give cash, securities, other assets, services or space is received. Conditional promises to give – that is, those with a measurable performance or other barrier and a right of return – are not recognized until the conditions on which they depend have been met.

Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions.

### Donated Services and Assets

Donates services are recorded in the financial statements at their estimated fair market value on the date the services are rendered if such services create or enhance nonfinancial assets or require specialized skills that are provided by individuals possessing those skills. Donated assets are recorded in the financial statements as assets and revenue at their estimated fair market value on the date the assets are contributed. The Organization receives services from a larger number of volunteers who give significant amounts of their time to the Organization's programs. No amounts have been reflected in the financial statements for these services because they do not meet the criteria for financial statement recognition.

The Organization's policy is to sell any donated securities soon after their receipt. Donated goods and services are recorded as in-kind donations on the statements of activities.

### Functional Allocation of Expenses

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The majority of expenses are directly allocated to the relevant department. Salaries are allocated to the awareness program based on estimated time spent on awareness functions by staff. Overhead costs such as insurance are allocated based on headcount.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Income Taxes

The Organization is a not-for profit organization which is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code as other than a private foundation.

#### New Accounting Standards

The Organization adopted the requirements of Topic 606 as of January 1, 2019, utilizing the modified retrospective method of transition. The new guidance was applied using the practical expedient provided in Topic 606 that allows the guidance to be applied only to contracts that were not complete as of January 1, 2019. The adoption of this new accounting pronouncement did not have a material impact on the financial statements.

The Organization adopted Accounting Standards Update (ASU) No. 2018-08 Not-for-Profit Entities: Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made (Topic 605) as management believes the standard improves the usefulness and understandability of the Organization's financial reporting. The adoption of this new accounting pronouncement did not have a material impact on the financial statements.

### 3. LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise of the following:

	2019	2018
Cash and cash equivalents Investments Current contributions receivable	\$ 434,917 4,158 417,577	\$ 133,414 - 1,745,158
Total financial assets and liquid resources	856,652	1,878,572
Less donor imposed restrictions: Purpose restrictions	 (10,000)	
Financial assets available to meet cash needs for general expenditures within one year	\$ 846,652	\$ 1,878,572

The Organization manages its liquidity guided by the goal of operating within a prudent range of financial soundness and stability and maintaining adequate liquid assets to fund near-term operating needs. To maintain adequate cash for operations, the entity forecasts its future cash flows and monitors its liquidity and reserves regularly.

## 4. CONTRIBUTIONS RECEIVABLE

Contributions receivable at December 31, 2019 and 2018 consisted of the following:

	2019	2018
Due within one year	\$ 417,577	\$ 1,745,158
Due in one to five years	702,878	152,500
Subtotal	1,120,455	1,897,658
Less: Present value discount	(40,690)	(7,782)
TOTAL CONTRIBUTIONS RECEIVABLE	\$1,079,765	\$ 1,889,876

Contributions receivable are discounted using a risk adjusted rate of 4.0%.

### 5. DONATED SERVICES AND ASSETS

During 2019 and 2018, the Organization received the following amounts for donated goods and services:

	2019			2018
Donated Goods - Investments	\$	93,545	\$	298,480
Donated Services - Legal		1,079		18,028
Donated Goods - Other		-		737
TOTAL	\$	94,624	\$	317,245

Donated goods and services are recorded in contributions on the statements of activities.

### 6. FAIR VALUE MEASUREMENTS

GAAP establishes a framework for measuring fair value. That framework uses a hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. GAAP requires the Organization to maximize the use of observable inputs when measuring fair value. The hierarchy describes three levels of inputs, which are as follows:

Level 1: Quoted prices in active markets for identical assets or liabilities.

- Level 2: Quoted prices for similar assets or liabilities in active markets; quoted prices for identical assets or liabilities in inactive markets; or inputs that are derived principally from or corroborate by observable market data by correlation or other means.
- Level 3: Significant unobservable inputs.

## 6. FAIR VALUE MEASUREMENTS (Continued)

In many cases, a valuation technique used to measure fair value includes inputs from more than one level of the fair value hierarchy. The lowest level of significant input determines the placement of the entire fair value measurement in the hierarchy. The categorization of an investment within the hierarchy reflects the relative ability to observe the fair value measure and does not necessarily correspond to the perceived risk of that investment.

If an investment that is measured using net asset value (NAV) has a readily determinable fair value (that is, it can be traded at the measurement date at its published NAV), it is included in Level 1 of the hierarchy. Otherwise, investments measured using NAVs are not included in Level 1, 2, or 3, but are separately reported.

The Organization recognizes transfers into and out of levels within the fair value hierarchy at the end of the reporting period. There were no transfers between levels in the year ended December 31, 2019.

### Valuation Techniques

Following is a description of the valuation techniques used for assets measured at fair value on a recurring basis. There have been no changes to the techniques used during the year ended December 31, 2019.

*Mutual funds:* Valued at the net asset value (NAV) of shares on the last trading day of the fiscal year.

*Common stock:* Valued at the closing quoted price in an active market.

### Recurring Measurements

Assets measured at fair value on a recurring basis as of December 31, 2019 are as follows:

	<b>December 31, 2019</b>							
	L	evel 1	L	evel 2	Le	evel 3	r	Fotal
Mutual Funds	\$	2,096	\$	-	\$	-	\$	2,096
Common Stock		2,056		-		-		2,056
	\$	4,152	\$	-	\$	-	_	4,152
Money Market Deposits - at Cos	st							6
							\$	4,158

### 7. NET ASSETS WITH DONOR RESTRICTIONS

At December 31, 2019 and 2018, net assets with donor restrictions of \$1,185,918 and \$1,889,876, respectively. \$1,175,918 and \$1,889,876 were restricted for time as of December 31, 2019 and 2018, respectively. The remaining \$10,000 of donor restricted funds at December 31, 2019 were restricted for Ethiopia.

### 8. NOTE PAYABLE

The Organization has an agreement for borrowings of \$750,000 with a bank dated September 3, 2019. The agreement calls for annual principal payments of \$250,000, plus interest at the bank's prime rate (4.75% as of December 31, 2019), and is due on September 3, 2022. The agreement is secured by an unconditional guaranty of payment from an anonymous donor. Amounts outstanding as of December 31, 2019 were \$750,000.

The minimum principal maturities of the note payable are as follows:

2020	\$ 250,000
2021	250,000
2022	250,000
TOTAL	\$ 750,000

### 9. RELATED PARTIES

In October 2008, Nuru Kenya was established as a separate not-for-profit organization registered in the Republic of Kenya, which conducts agricultural, health care, educational, and economic development projects in rural areas of that country. In August of 2012, an additional organization, Nuru Ethiopia, was put into operation in Ethiopia. In 2017, Nuru Nigeria was launched. For the years ended December 31, 2019 and 2018, the Organization was the primary grantor, shared resources, and collaborated on projects with Nuru Kenya, Nuru Ethiopia, and Nuru Nigeria.

For the years ended December 31, 2019 and 2018, the Organization contributed directly, or incurred expenses on behalf of these organizations as follows:

	2019	2018
Nuru Kenya	\$ 716,815	\$ 828,397
Nuru Ethiopia	1,279,357	1,498,943
Nuru Nigeria	471,343	355,096
TOTAL	\$ 2,467,515	\$ 2,682,436

### **10. EMPLOYEE BENEFIT PLAN**

The Organization maintains a defined contribution 401(k) plan for all eligible employees. The Organization has made no employer matching contributions to the plan for the years ended December 31, 2019 and 2018.

### 11. SUBSEQUENT EVENTS

Subsequent events are events or transactions that occur after year end but before financial statements are issued or are available to be issued. These events and transactions either provide additional evidence about conditions that existed at year end, including estimates inherent in the process or preparing financial statements (that is, recognized subsequent events), or provide evidence about conditions that did not exist at year end but arose after that date (that is, nonrecognized subsequent events).

The Organization has evaluated subsequent events through April 29, 2020 which was the date that these financial statements were available to be issued.

Beginning around March 2020, the Covid-19 virus has been declared a global pandemic as it continues to spread rapidly. Business continuity, including supply chains and consumer demands across a broad range of industries and countries could be severely impacted for months or beyond, as governments and their citizens take significant and unprecedented measures to mitigate the consequences of the pandemic. Management is carefully monitoring the situation and evaluating its options during this time. No adjustments have been made to these financial statements as a result of this uncertainty.