

**Financial Statements for Consolidated  
Coffee, Inc.**

**For the year ended March 31, 2019**

**Consolidated Coffee, Inc.**  
**Balance Sheets**  
**March 31, 2019 and 2018**  
(in thousands of US dollars)

	2019	2018
<b>Assets</b>		
Current assets		
Cash and cash equivalents	\$ 1	\$ -
Other current assets	289	479
Total current assets	<u>290</u>	<u>479</u>
Investment in subsidiary	59,900	59,900
Total assets	<u>\$ 60,190</u>	<u>\$ 60,379</u>
<b>Liabilities and Stockholder's Equity</b>		
Current liabilities		
Current portion of long-term debt	\$ 4,752	\$ 4,752
Other liabilities	3	3
Total liabilities	<u>4,755</u>	<u>4,755</u>
Stockholder's equity		
Common stock, par value \$.01; 10,000 shares authorized, 1,000 issued and outstanding		
Additional paid-in capital	59,900	59,900
Retained earnings	(4,465)	(4,276)
Total stockholder's equity	<u>55,435</u>	<u>55,624</u>
Total liabilities and stockholder's equity	<u>\$ 60,190</u>	<u>\$ 60,379</u>

**/s/ THOMAS J. CORCORAN**

Thomas J. Corcoran

Director

April 26, 2019

**Consolidated Coffee, Inc.**  
**Statements of Income**  
**Years Ended March 31, 2019 and 2018**  
**(in thousands of US dollars)**

	<b>2019</b>	<b>2018</b>
Selling, general and administrative expenses	<u>\$ -</u>	<u>\$ 40</u>
Loss from operations	-	(40)
Dividend income	10,000	14,500
Interest expense	<u>239</u>	<u>297</u>
Income before income taxes	9,761	14,163
Income tax benefit	<u>(50)</u>	<u>(113)</u>
Net income	<u><u>\$ 9,811</u></u>	<u><u>\$ 14,276</u></u>

**/s/ THOMAS J. CORCORAN**

**Thomas J. Corcoran**

**Director**

**April 26, 2019**

**Consolidated Coffee, Inc.**  
**Statements of Cash Flows**  
**Years Ended March 31, 2019 and 2018**  
**(in thousands of US dollars)**

	2019	2018
<b>Cash flows from operating activities</b>		
Net income	\$ 9,811	\$ 14,276
Adjustments to reconcile net income to cash provided by operating activities		
Deferred income tax	-	-
Changes in operating assets and liabilities		
Tax receivable	(94)	944
Accounts payable and accrued expenses	-	-
Related party payable/receivable	284	(723)
Net cash provided by operating activities	<u>10,001</u>	<u>14,497</u>
<b>Cash flows from financing activities</b>		
Dividends paid	(10,000)	(10,500)
Repayment of long-term debt related party	<u>-</u>	<u>(4,000)</u>
Net cash used in financing activities	<u>(10,000)</u>	<u>(14,500)</u>
Net change in cash and cash equivalents	1	(3)
<b>Cash and cash equivalents</b>		
Beginning of year	<u>-</u>	<u>3</u>
End of year	<u>\$ 1</u>	<u>\$ -</u>

**/s/ THOMAS J. CORCORAN**

**Thomas J. Corcoran**

**Director**

**April 26, 2019**

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## 1. Description of Business and Basis of Presentation

### Organization of the Company

Consolidated Coffee, Inc. ("CCI") was formed on July 10, 2006 pursuant to the laws of Delaware. CCI is owned 50% by Tata Coffee Limited 33% by Tata Global Beverages Limited Tea Ltd. publicly traded Indian companies, and 17% by Tata Global Beverages Capital Limited.

The following information outlines the Company's adopted accounting policies to maintain compliance with generally accepted accounting policies in the United States of America.

## 2. Summary of Significant Accounting Policies

### Revenue Recognition

Revenue is recognized when an arrangement exists, the price is fixed and determinable, collectability is reasonably assured, and risk of loss and title have transferred to the customer, which is typically upon receipt of the product by the customer. The Company estimates and records provisions for returns and other allowances in the period the sale is recorded, based upon its past experience.

### Royalty Income

Royalty income includes fees generated by licensing the Company's trademark throughout the US and Canada. Licensing fees are recognized when earned, which is generally upon sale of the underlying products by the licensees and are recorded in net sales.

### Accounts Receivable and Allowance for Doubtful Accounts

Trade accounts receivable are recorded at the invoiced amounts and do not bear interest. The allowance for doubtful accounts is management's best estimate of the amount of probable credit losses in existing accounts receivable. Management reviews its allowance for doubtful accounts periodically and determines the allowance based on the historical write-off experience. Past due balances over 90 days and over a specified amount are reviewed individually for collectability. All other balances are reviewed on a pooled basis by type of receivable. Account balances are charged against the allowance when management determines it is probable the receivable will not be recovered. There are no off-balance-sheet credit exposures related to customers.

### Inventories, net

Inventories are stated at the lower of cost, as determined by using the first-in, first-out method, or market.

### Property Plant and Equipment, net

Property plant and equipment are recorded at cost. Depreciation is computed utilizing the straight-line method over the estimated useful lives of the assets. Amortization of leasehold improvements is computed utilizing the straight-line method over the shorter of the remaining lease term or estimated useful life. The cost and accumulated depreciation and amortization applicable to assets retired or otherwise disposed of are removed from the asset accounts and any gain or loss is included in the consolidated statement of income and comprehensive income. Repairs and maintenance costs are expensed as incurred. The construction costs of new or refurbished equipment are capitalized and included in construction in progress until completed.

### Deferred Financing Costs

The costs incurred for obtaining financing are deferred and amortized to interest expense using the effective interest method over the life of the related financing agreements.

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### **Sales Incentives and Trade Promotional Allowances**

The Company records the costs of certain promotional items, such as slotting fees and trade promotion expenses, as a reduction of sales.

### **Shipping and Handling Costs**

Shipping and handling costs are included in cost of goods sold.

### **Use of Estimates**

The preparation of consolidated 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 amounts reported. The more significant estimates include valuation of goodwill and intangible assets, fair value of financial instruments, useful lives of long-lived assets, sales returns, allowances and trade promotions. Actual results could differ from those estimates.

### **Impairment of Long-Lived Assets**

The Company reviews long-lived assets, including finite lived intangible assets, for impairment whenever events or circumstances change such that there is an indication that the carrying amounts may not be recoverable. If the estimated cash flows from the use of an asset and its eventual disposition are below its carrying value, then the asset is deemed to be impaired and written down to its estimated fair value.

### **Goodwill and Intangible Assets**

Goodwill represents the excess of the purchase price over the fair market value of net assets of the acquired business at the date of acquisition. The Company tests for impairment annually using a two-step process. The first step identifies potential impairment by comparing the fair value of the Company's reporting unit to its carrying value. If the fair value is less than the carrying value, the second step measures the amount of impairment, if any. The impairment loss is the amount by which the carrying amount of goodwill exceeds the implied fair value of that goodwill.

Intangible assets are recorded at cost. Intangible assets with finite lives are amortized on a straight-line basis over the estimated useful lives.

### **Derivative Financial Instruments**

The Company utilizes derivative instruments such as interest rate swap contracts and coffee futures and option contracts, to manage exposure to changes in interest rates and commodity prices. The Company accounts for these derivative instruments in accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 815, *Derivatives and Hedging* ("ASC 815"). ASC 815 requires that all derivative instruments be recognized in the financial statements and measured at fair value regardless of the purpose or intent for holding them. For derivatives designated as a cash flow hedge that are used to hedge an anticipated transaction, changes in fair value are deferred and recognized in shareholders' equity as a component of accumulated other comprehensive (loss) income to the extent the hedge is effective, and then recognized in the consolidated statement of income and comprehensive income in the period during which the hedged transaction affects earnings. Any ineffectiveness associated with the hedge or changes in fair value of derivatives that are nonqualifying are recognized immediately in the consolidated statement of income and comprehensive income. Cash flows from hedging transactions are classified in the same categories as the cash flows from the respective hedged items.

### **Fair Value of Financial Instruments**

The Company's material financial instruments consist primarily of cash, accounts receivable, accounts payable, related party payables and receivables, and accrued expenses, long-term debt, interest rate contracts, coffee futures and option contracts. The fair values of cash, accounts

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receivable, accounts payable, related party payables and receivables, and accrued expenses approximate their carrying values based on their liquidity. The fair value of the coffee futures and option contracts are based upon quoted prices in active markets. The fair values of the interest rate swap contracts are based primarily on the present value of the difference between the market rate and the contract rate.

**Concentration of Credit Risks**

Financial instruments that potentially subject the Company to concentrations of credit risk consist principally of cash and accounts receivable. The Company sells primarily to large companies and extends reasonably short collection terms and performs credit evaluations. The Company maintains reserves for potential credit losses. Such losses, in the aggregate, have not exceeded management's estimates.

**Advertising, Promotions and Marketing**

The costs for advertising, promotion and marketing programs are expensed in the year incurred and are included in selling and marketing expenses.

**Income Taxes**

CCI files a consolidated federal tax return which includes Eight O'Clock Holdings, Inc. and Eight O'Clock Coffee Company.

The Company accounts for income taxes in accordance with ASC 740, *Income Taxes*. Under ASC 740, assets and liabilities are determined based on the difference between the financial statement and tax bases of assets and liabilities, using enacted rates in effect for the year in which the differences are expected to reverse. A valuation allowance is recorded if it is more likely than not that a deferred tax asset will not be realized.

ASC 740 prescribes a recognition threshold and a measurement attribute for the financial statement recognition and measurement of tax positions taken or expected to be taken in a tax return. For those benefits to be recognized, a tax position must be more-likely-than-not to be sustained upon examination by taxing authorities. The amount recognized is measured as the largest amount of benefit that is greater than 50 percent likely of being realized upon ultimate settlement. To the extent that the final tax outcome of these matters is different than the amounts recorded, such differences impact income tax expense in the period in which such determination is made. Interest and penalties, if any, related to accrued liabilities for potential tax assessments are included in income tax expense.

**Subsequent events**

The Company performs an evaluation of subsequent events through the date the standard forms or the financial statements are available to be issued to assess if any event or condition requires reporting or disclosure in the financial statements.

**Financial Statements for Eight O'Clock  
Holdings, Inc.**

**For the year ended March 31, 2019**



**Eight O' Clock Holdings, Inc.**  
**Balance Sheets**  
**March 31, 2019 and 2018**  
**(in thousands of US dollars)**

	2019	2018
<b>Assets</b>		
Current assets		
Related party receivable	\$ 42	\$ 42
Total current assets	42	42
Investment in subsidiary	59,900	59,900
Total assets	<u>\$ 59,942</u>	<u>\$ 59,942</u>
<b>Liabilities and Stockholder's Equity</b>		
Current liabilities		
Related party payable	\$ 113	\$ 113
Total current liabilities	113	113
Total liabilities	<u>113</u>	<u>113</u>
Stockholder's equity		
Common stock, par value \$.01; 10,000 shares authorized, 1,000 issued and outstanding		
Additional paid-in capital	59,900	59,900
Retained earnings	(71)	(71)
Total stockholder's equity	<u>59,829</u>	<u>59,829</u>
Total liabilities and stockholder's equity	<u>\$ 59,942</u>	<u>\$ 59,942</u>

**/s/ THOMAS J. CORCORAN**

**Thomas J. Corcoran**

**Director**

**April 26, 2019**

**Eight O' Clock Holdings, Inc.**  
**Statements of Income**  
**Years Ended March 31, 2019 and 2018**  
**(in thousands of US dollars)**

	<b>2019</b>	<b>2018</b>
Dividend income	<u>10,000</u>	<u>14,500</u>
Income before income taxes	<u>10,000</u>	<u>14,500</u>
Net income	<u>\$ 10,000</u>	<u>\$ 14,500</u>

**/s/ THOMAS J. CORCORAN**

**Thomas J. Corcoran**

**Director**

**April 26, 2019**

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## 1. Description of Business and Basis of Presentation

### Organization of the Company

Consolidated Tata Beverage Group U.S., Inc. was formed on February 26, 2009 pursuant to the laws of Delaware and had no activity from the date of inception to January 3, 2013. On December 13, 2012, Consolidated Tata Beverage Group U.S., Inc. changed its name to Eight O'Clock Holdings, Inc. ("EOH" or the "Company"). EOH is owned 100% by Consolidated Coffee Inc ("CCI"), a Delaware Corporation.

The following information outlines the Company's adopted accounting policies to maintain compliance with generally accepted accounting policies in the United States of America.

## 2. Summary of Significant Accounting Policies

### Revenue Recognition

Revenue is recognized when an arrangement exists, the price is fixed and determinable, collectability is reasonably assured, and risk of loss and title have transferred to the customer, which is typically upon receipt of the product by the customer. The Company estimates and records provisions for returns and other allowances in the period the sale is recorded, based upon its past experience.

### Royalty Income

Royalty income includes fees generated by licensing the Company's trademark throughout the US and Canada. Licensing fees are recognized when earned, which is generally upon sale of the underlying products by the licensees and are recorded in net sales.

### Accounts Receivable and Allowance for Doubtful Accounts

Trade accounts receivable are recorded at the invoiced amounts and do not bear interest. The allowance for doubtful accounts is management's best estimate of the amount of probable credit losses in existing accounts receivable. Management reviews its allowance for doubtful accounts periodically and determines the allowance based on the historical write-off experience. Past due balances over 90 days and over a specified amount are reviewed individually for collectability. All other balances are reviewed on a pooled basis by type of receivable. Account balances are charged against the allowance when management determines it is probable the receivable will not be recovered. There are no off-balance-sheet credit exposures related to customers.

### Inventories, net

Inventories are stated at the lower of cost, as determined by using the first-in, first-out method, or market.

### Property Plant and Equipment, net

Property plant and equipment are recorded at cost. Depreciation is computed utilizing the straight-line method over the estimated useful lives of the assets. Amortization of leasehold improvements is computed utilizing the straight-line method over the shorter of the remaining lease term or estimated useful life. The cost and accumulated depreciation and amortization applicable to assets retired or otherwise disposed of are removed from the asset accounts and any gain or loss is included in the consolidated statement of income and comprehensive income. Repairs and maintenance costs are expensed as incurred. The construction costs of new or refurbished equipment are capitalized and included in construction in progress until completed.

### Deferred Financing Costs

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### **Sales Incentives and Trade Promotional Allowances**

The Company records the costs of certain promotional items, such as slotting fees and trade promotion expenses, as a reduction of sales.

### **Shipping and Handling Costs**

Shipping and handling costs are included in cost of goods sold.

### **Use of Estimates**

The preparation of consolidated 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 amounts reported. The more significant estimates include valuation of goodwill and intangible assets, fair value of financial instruments, useful lives of long-lived assets, sales returns, allowances and trade promotions. Actual results could differ from those estimates.

### **Impairment of Long-Lived Assets**

The Company reviews long-lived assets, including finite lived intangible assets, for impairment whenever events or circumstances change such that there is an indication that the carrying amounts may not be recoverable. If the estimated cash flows from the use of an asset and its eventual disposition are below its carrying value, then the asset is deemed to be impaired and written down to its estimated fair value.

### **Goodwill and Intangible Assets**

Goodwill represents the excess of the purchase price over the fair market value of net assets of the acquired business at the date of acquisition. The Company tests for impairment annually using a two-step process. The first step identifies potential impairment by comparing the fair value of the Company's reporting unit to its carrying value. If the fair value is less than the carrying value, the second step measures the amount of impairment, if any. The impairment loss is the amount by which the carrying amount of goodwill exceeds the implied fair value of that goodwill.

Intangible assets are recorded at cost. Intangible assets with finite lives are amortized on a straight-line basis over the estimated useful lives.

### **Derivative Financial Instruments**

The Company utilizes derivative instruments such as interest rate swap contracts and coffee futures and option contracts, to manage exposure to changes in interest rates and commodity prices. The Company accounts for these derivative instruments in accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 815, *Derivatives and Hedging* ("ASC 815"). ASC 815 requires that all derivative instruments be recognized in the financial statements and measured at fair value regardless of the purpose or intent for holding them. For derivatives designated as a cash flow hedge that are used to hedge an anticipated transaction, changes in fair value are deferred and recognized in shareholders' equity as a component of accumulated other comprehensive (loss) income to the extent the hedge is effective, and then recognized in the consolidated statement of income and comprehensive income in the period during which the hedged transaction affects earnings. Any ineffectiveness associated with the hedge or changes in fair value of derivatives that are nonqualifying are recognized immediately in the consolidated statement of income and comprehensive income. Cash flows from hedging transactions are classified in the same categories as the cash flows from the respective hedged items.

### **Fair Value of Financial Instruments**

The Company's material financial instruments consist primarily of cash, accounts receivable, accounts payable, related party payables and receivables, and accrued expenses, long-term debt, interest rate contracts, coffee futures and option contracts. The fair values of cash, accounts

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receivable, accounts payable, related party payables and receivables, and accrued expenses approximate their carrying values based on their liquidity. The fair value of the coffee futures and option contracts are based upon quoted prices in active markets. The fair values of the interest rate swap contracts are based primarily on the present value of the difference between the market rate and the contract rate.

#### **Concentration of Credit Risks**

Financial instruments that potentially subject the Company to concentrations of credit risk consist principally of cash and accounts receivable. The Company sells primarily to large companies and extends reasonably short collection terms and performs credit evaluations. The Company maintains reserves for potential credit losses. Such losses, in the aggregate, have not exceeded management's estimates.

#### **Advertising, Promotions and Marketing**

The costs for advertising, promotion and marketing programs are expensed in the year incurred and are included in selling and marketing expenses.

#### **Income Taxes**

CCI files a consolidated federal tax return. EOH is included in the consolidated federal income tax returns of CCI. EOH's tax liability is computed as if the Company filed a separate federal income tax return. When the Company reports a taxable income or loss, it will currently recognize the respective tax provision or tax benefit for accounting purposes. The related income tax receivable or payable is settled with CCI.

The Company accounts for income taxes in accordance with ASC 740, *Income Taxes*. Under ASC 740, assets and liabilities are determined based on the difference between the financial statement and tax bases of assets and liabilities, using enacted rates in effect for the year in which the differences are expected to reverse. A valuation allowance is recorded if it is more likely than not that a deferred tax asset will not be realized.

ASC 740 prescribes a recognition threshold and a measurement attribute for the financial statement recognition and measurement of tax positions taken or expected to be taken in a tax return. For those benefits to be recognized, a tax position must be more-likely-than-not to be sustained upon examination by taxing authorities. The amount recognized is measured as the largest amount of benefit that is greater than 50 percent likely of being realized upon ultimate settlement. To the extent that the final tax outcome of these matters is different than the amounts recorded, such differences impact income tax expense in the period in which such determination is made. Interest and penalties, if any, related to accrued liabilities for potential tax assessments are included in income tax expense.

#### **Subsequent events**

The Company performs an evaluation of subsequent events through the date the standard forms or the financial statements are available to be issued to assess if any event or condition requires reporting or disclosure in the financial statements.

**Financial Statements for Eight O'Clock  
Coffee Company**

**For the year ended March 31, 2019**

**Eight O' Clock Coffee Company**  
**Balance Sheets**  
**March 31, 2019 and 2018**  
**(in thousands of US dollars)**

	2019	2018
<b>Assets</b>		
Current assets		
Cash and cash equivalents	\$ 4,536	\$ 6,841
All other current assets	34,948	32,150
Total current assets	<u>39,484</u>	<u>38,991</u>
Property, plant and equipment, net	16,084	18,505
Intangible assets, net	63,067	67,167
Other long term assets	-	141
Goodwill	114,700	114,700
Total assets	<u>\$ 233,335</u>	<u>\$ 239,504</u>
<b>Liabilities and Stockholder's Equity</b>		
Current liabilities		
Accounts payable and accrued expenses	\$ 20,541	\$ 22,992
Current portion of long-term debt	3,500	1,750
Related party payable	3,869	1,488
Total current liabilities	<u>27,910</u>	<u>26,230</u>
Long-term debt, net of current portion	92,488	95,917
Other liabilities	26,099	27,157
Total liabilities	<u>146,497</u>	<u>149,304</u>
Stockholder's equity		
Common stock, par value \$.01; 10,000 shares authorized, 1,000 issued and outstanding	-	-
Additional paid-in capital	59,900	59,900
Retained earnings	30,470	31,228
Accumulated other comprehensive loss	(3,532)	(928)
Total stockholder's equity	<u>86,838</u>	<u>90,200</u>
Total liabilities and stockholder's equity	<u>\$ 233,335</u>	<u>\$ 239,504</u>

**/s/ THOMAS J. CORCORAN**

Thomas J. Corcoran

Director

April 26, 2019

**Eight O' Clock Coffee Company**  
**Statements of Income**  
**Years Ended March 31, 2019 and 2018**  
**(in thousands of US dollars)**

	<b>2019</b>	<b>2018</b>
Sales, net	\$ 157,932	\$ 133,513
Cost of goods sold	<u>113,040</u>	<u>88,339</u>
Gross profit	44,892	45,174
Selling, general and administrative expenses	<u>25,759</u>	<u>21,441</u>
Income from operations	19,133	23,733
Interest expense	<u>5,111</u>	<u>3,872</u>
Income before income taxes	14,022	19,861
Provision for income taxes	<u>4,781</u>	<u>(7,590)</u>
Net income	<u>\$ 9,241</u>	<u>\$ 27,451</u>

**/s/ THOMAS J. CORCORAN**

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**Thomas J. Corcoran**

**Director**

**April 26, 2019**



**Eight O' Clock Coffee Company**  
**Statements of Cash Flows**  
**Years Ended March 31, 2019 and 2018**  
**(in thousands of US dollars)**

	2019	2018
<b>Cash flows from operating activities</b>		
Net income	\$ 9,241	\$ 27,451
Adjustments to reconcile net income to cash provided by operating activities		
Depreciation and amortization	7,337	7,551
Deferred income taxes	(92)	(13,533)
Amortization of deferred financing costs	71	71
Loss on disposal of fixed assets	-	10
Change in fair value of derivative instruments	(3,348)	(2,510)
Changes in operating assets and liabilities		
Accounts receivable	2,898	(4,154)
Inventories	(2,592)	(1,930)
Prepaid expenses and other current assets	(3,495)	911
Accounts payable and accrued expenses	(2,003)	4,137
Related party payable/receivable	2,290	848
Net cash provided by operating activities	<u>10,307</u>	<u>18,852</u>
<b>Cash flows from investing activities</b>		
Purchases of property and equipment	<u>(862)</u>	<u>(1,725)</u>
Net cash used in investing activities	<u>(862)</u>	<u>(1,725)</u>
<b>Cash flows from financing activities</b>		
Dividends paid	(10,000)	(14,500)
Proceeds from draw down on revolver	6,000	1,500
Repayment of long-term debt and revolver	(7,750)	(3,550)
Deferred financing costs	-	(15)
Net cash used in financing activities	<u>(11,750)</u>	<u>(16,565)</u>
Net change in cash and cash equivalents	(2,305)	562
<b>Cash and cash equivalents</b>		
Beginning of year	<u>6,841</u>	<u>6,279</u>
End of year	<u>\$ 4,536</u>	<u>\$ 6,841</u>

**/s/ THOMAS J. CORCORAN**

**Thomas J. Corcoran**

**Director**

**April 26, 2019**

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## 1. Description of Business and Basis of Presentation

### Organization of the Company

Eight O'Clock Coffee Company ("EOC" or the "Company") is a wholly owned subsidiary of Consolidated Coffee Inc. ("CCI").

The following information outlines the Company's adopted accounting policies to maintain compliance with generally accepted accounting policies in the United States of America.

### Nature of Operations

The Company is engaged in the business of manufacturing, distributing and selling coffee products to the supermarket, mass, club, dollar, military and convenience channels. The Company purchases coffee beans then roasts, packages and distributes the roasted coffee to customers primarily within the United States.

## 2. Summary of Significant Accounting Policies

### Revenue Recognition

Revenue is recognized when an arrangement exists, the price is fixed and determinable, collectability is reasonably assured, and risk of loss and title have transferred to the customer, which is typically upon receipt of the product by the customer. The Company estimates and records provisions for returns and other allowances in the period the sale is recorded, based upon its past experience.

### Royalty Income

Royalty income includes fees generated by licensing the Company's trademark throughout the US and Canada. Licensing fees are recognized when earned, which is generally upon sale of the underlying products by the licensees and are recorded in net sales.

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Trade accounts receivable are recorded at the invoiced amounts and do not bear interest. The allowance for doubtful accounts is management's best estimate of the amount of probable credit losses in existing accounts receivable. Management reviews its allowance for doubtful accounts periodically and determines the allowance based on the historical write-off experience. Past due balances over 90 days and over a specified amount are reviewed individually for collectability. All other balances are reviewed on a pooled basis by type of receivable. Account balances are charged against the allowance when management determines it is probable the receivable will not be recovered. There are no off-balance-sheet credit exposures related to customers.

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### Property Plant and Equipment, net

Property plant and equipment are recorded at cost. Depreciation is computed utilizing the straight-line method over the estimated useful lives of the assets. Amortization of leasehold improvements is computed utilizing the straight-line method over the shorter of the remaining lease term or estimated useful life. The cost and accumulated depreciation and amortization applicable to assets retired or otherwise disposed of are removed from the asset accounts and any gain or loss is included in the consolidated statement of income and comprehensive income. Repairs and maintenance costs are expensed as incurred. The construction costs of new or refurbished equipment are capitalized and included in construction in progress until completed.

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### **Deferred Financing Costs**

The costs incurred for obtaining financing are deferred and amortized to interest expense using the effective interest method over the life of the related financing agreements.

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The Company records the costs of certain promotional items, such as slotting fees and trade promotion expenses, as a reduction of sales.

### **Shipping and Handling Costs**

Shipping and handling costs are included in cost of goods sold.

### **Use of Estimates**

The preparation of consolidated 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 amounts reported. The more significant estimates include valuation of goodwill and intangible assets, fair value of financial instruments, useful lives of long-lived assets, sales returns, allowances and trade promotions. Actual results could differ from those estimates.

### **Impairment of Long-Lived Assets**

The Company reviews long-lived assets, including finite lived intangible assets, for impairment whenever events or circumstances change such that there is an indication that the carrying amounts may not be recoverable. If the estimated cash flows from the use of an asset and its eventual disposition are below its carrying value, then the asset is deemed to be impaired and written down to its estimated fair value.

### **Goodwill and Intangible Assets**

Goodwill represents the excess of the purchase price over the fair market value of net assets of the acquired business at the date of acquisition. The Company tests for impairment annually using a two-step process. The first step identifies potential impairment by comparing the fair value of the Company's reporting unit to its carrying value. If the fair value is less than the carrying value, the second step measures the amount of impairment, if any. The impairment loss is the amount by which the carrying amount of goodwill exceeds the implied fair value of that goodwill.

Intangible assets are recorded at cost. Intangible assets with finite lives are amortized on a straight-line basis over the estimated useful lives.

### **Derivative Financial Instruments**

The Company utilizes derivative instruments such as interest rate swap contracts and coffee futures and option contracts, to manage exposure to changes in interest rates and commodity prices. The Company accounts for these derivative instruments in accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") 815, *Derivatives and Hedging* ("ASC 815"). ASC 815 requires that all derivative instruments be recognized in the financial statements and measured at fair value regardless of the purpose or intent for holding them. For derivatives designated as a cash flow hedge that are used to hedge an anticipated transaction, changes in fair value are deferred and recognized in shareholders' equity as a component of accumulated other comprehensive (loss) income to the extent the hedge is effective, and then recognized in the consolidated statement of income and comprehensive income in the period during which the hedged transaction affects earnings. Any ineffectiveness associated with the hedge or changes in fair value of derivatives that are nonqualifying are recognized immediately in the consolidated statement of income and comprehensive income. Cash flows from hedging transactions are classified in the same categories as the cash flows from the respective hedged items.

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### **Fair Value of Financial Instruments**

The Company's material financial instruments consist primarily of cash, accounts receivable, accounts payable, related party payables and receivables, and accrued expenses, long-term debt, interest rate contracts, coffee futures and option contracts. The fair values of cash, accounts receivable, accounts payable, related party payables and receivables, and accrued expenses approximate their carrying values based on their liquidity. The fair value of the coffee futures and option contracts are based upon quoted prices in active markets. The fair values of the interest rate swap contracts are based primarily on the present value of the difference between the market rate and the contract rate.

### **Concentration of Credit Risks**

Financial instruments that potentially subject the Company to concentrations of credit risk consist principally of cash and accounts receivable. The Company sells primarily to large companies and extends reasonably short collection terms and performs credit evaluations. The Company maintains reserves for potential credit losses. Such losses, in the aggregate, have not exceeded management's estimates.

### **Advertising, Promotions and Marketing**

The costs for advertising, promotion and marketing programs are expensed in the year incurred and are included in selling and marketing expenses.

### **Income Taxes**

CCI files a consolidated federal tax return. Eight O'Clock Coffee Company, Inc. ("EOC") is included in the consolidated federal income tax returns of CCI. EOC's tax liability is computed as if the Company filed a separate federal income tax return. When the Company reports a taxable income or loss, it will currently recognize the respective tax provision or tax benefit for accounting purposes. The related income tax receivable or payable is settled with CCI.

The Company accounts for income taxes in accordance with ASC 740, *Income Taxes*. Under ASC 740, assets and liabilities are determined based on the difference between the financial statement and tax bases of assets and liabilities, using enacted rates in effect for the year in which the differences are expected to reverse. A valuation allowance is recorded if it is more likely than not that a deferred tax asset will not be realized.

ASC 740 prescribes a recognition threshold and a measurement attribute for the financial statement recognition and measurement of tax positions taken or expected to be taken in a tax return. For those benefits to be recognized, a tax position must be more-likely-than-not to be sustained upon examination by taxing authorities. The amount recognized is measured as the largest amount of benefit that is greater than 50 percent likely of being realized upon ultimate settlement. To the extent that the final tax outcome of these matters is different than the amounts recorded, such differences impact income tax expense in the period in which such determination is made. Interest and penalties, if any, related to accrued liabilities for potential tax assessments are included in income tax expense.

### **Subsequent events**

The Company performs an evaluation of subsequent events through the date the standard forms or the financial statements are available to be issued to assess if any event or condition requires reporting or disclosure in the financial statements.