

# GROUP ANNUAL REPORT

**Beginning of financial year:** 1 January 2016

**End of financial year:** 31 December 2016

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## Management report

### **Wellman OÜ is a parent of a group which has interests in the following entities:**

Wellman UAB – a subsidiary in Lithuania (100% interest);  
Carfox OÜ – a subsidiary in Estonia (100% interest);  
3PL Worldwide Solutions SIA – a subsidiary in Latvia (100% interest);  
Wellman Logistics SIA – a subsidiary in Latvia (100% interest);  
Wellman Factoring SIA – a subsidiary in Latvia (100% interest);  
Investment House OÜ – a subsidiary in Estonia (85% interest), which has a 25% interest in Wellman Invesco AS ;  
Autosky OÜ – a subsidiary in Estonia (100% interest);  
BonBon Lingerie OÜ – a subsidiary in Estonia (70% interest).

### **Business review**

The year 2016 was highly successful for Wellman. Major financial services group 4Finance purchased Friendly Finance, a consumer loan market leader and innovator in the fintech sector, for 16 million euros. The transaction was preceded by extensive preparations which lasted from summer 2015 to May 2016. Within that time, the buyer conducted thorough due diligence and determined that the acquiree is a quality business, innovative and, from the point of view of its IT solutions, far ahead of the competition.

The core business of the group's parent is provision of financial services. In particular, provision of credit to companies and individuals at interest rates from 10% per year. For example, we provide credit to large Estonian companies interested in increasing their stocks and individuals interested in real estate development.

In 2016, we entered the lingerie business, acquiring the majority stake in a new company, BonBon Lingerie OÜ. We believe that premium lingerie business has adequate development opportunities thanks to its unlimited export potential. We see that by combining skilful marketing with superb quality, use of material, and fit, BonBon can be developed into an Estonian brand with a global reputation, the first of its kind.

Our Latvian logistics business moved into an important new development phase by beginning to offer stock financing through a newly-established subsidiary: Wellman Factoring SIA. There is demand for the service both among our existing logistics customers and new target customers with whom we are still in a negotiation phase. Availability of the service is a strong argument in attracting new customers.

### **Overview of group entities**

Wellman group invests in stand-alone entities with different business profiles. This eliminates the risks resulting from operating in a single business segment and allows the group as a whole to earn a profit even when some group entities generate a loss.

The company's investment portfolio includes, among other entities:

Wellman Logistics SIA, based in Salaspils, Latvia, which operates a logistics complex of 15,000 square metres and offers a full range of logistics services to companies operating in the Russian and Central Asian region ([www.3pl.ru](http://www.3pl.ru)).

Wellman Factoring SIA, based in Salaspils, Latvia, which offers various financial services to the customers of Wellman Logistics.

Autosky OÜ, based in Estonia, which imports and sells new and almost-new premium class Audi, BMW, Porsche, and Aston Martin cars( [www.autosky.ee](http://www.autosky.ee) ).

Carfox OÜ, based in Estonia, which provides large-scale emergency repair and maintenance services for Premium class cars ([www.carfox.ee](http://www.carfox.ee));

BonBon Lingerie OÜ, based in Estonia, which produces undergarments, including T-shirts, shirts, dressing gowns, nightgowns, and similar items.

Wellman UAB, based in Kaunas, Lithuania, which operates Wellman Logistikos Parkas which is developing a logistics park with an area of over 10 ha near Via Baltica.

Different exclusive pieces of real estate in Estonia, Latvia and Egypt: leasing and renting.

An entity providing financing to machine-building companies in Estonia ([www.pioneer.ee](http://www.pioneer.ee)).

The parent of the group, Wellman OÜ, mainly provides marketing and management services and financing to the subsidiaries.

### **Revenue, expenses and profit**

In 2016, the group generated revenue of 7,534,283 euros (2015: 15,114,564 euros) and earned a profit of 4,108,148 (2015: a loss of 1,351,891 euros)

### **People**

In 2016, the group employed over 127 people. Personnel expenses including social security charges totalled 1,130,670 euros (2015: 1,721,182 euros)

### **Objectives for the next financial year**

Targets for 2017: To add functions at group level by creating new jobs at the parent company. In particular, this applies to the IT function whose management has been fragmented and inefficient. To pay more attention to financial management, in particular - to establish clearer criteria for coordinating and controlling movement of the group's funds. We are planning to centralize the key support and control functions to the parent company so that subsidiaries could focus on delivering strong performance in their core business.

Naturally, we are going to maintain our main focus on starting up and developing the companies we have established and acquired; this means forming the best teams and entering new foreign markets.

## Consolidated financial statements

### Consolidated balance sheet

(In euros)

| As at 31 December  | 2016              | 2015              | Note |
|--|-------------------|-------------------|------|
| Assets   |                   |                   |      |
| Current assets   |                   |                   |      |
| Cash and cash equivalents                                | 4,161,922         | 1,771,344         | 2    |
| Investments  | 2,755             | 0                 | 3    |
| Receivables and prepayments                              | 3,672,376         | 14,548,441        | 4    |
| Inventories  | 1,962,482         | 556,224           | 5    |
| <b>Total current assets</b>                              | <b>9,799,535</b>  | <b>16,876,009</b> |      |
| Non-current assets                                       |                   |                   |      |
| Investments  | 107,049           | 107,049           | 9    |
| Receivables and prepayments                              | 40,766            | 430,495           | 4    |
| Investment property                                      | 1,326,735         | 1,335,931         | 10   |
| Property, plant and equipment                            | 4,954,521         | 5,361,082         | 11   |
| Intangible assets  | 6,478             | 255,672           |      |
| <b>Total non-current assets</b>                          | <b>6,435,549</b>  | <b>7,490,229</b>  |      |
| <b>Total assets</b>                                      | <b>16,235,084</b> | <b>24,366,238</b> |      |
| Liabilities and equity                                   |                   |                   |      |
| Liabilities  |                   |                   |      |
| Current liabilities                                      |                   |                   |      |
| Borrowings   | 470,094           | 6,038,412         | 12   |
| Payables and advances received                           | 828,150           | 5,391,266         | 13   |
| <b>Total current liabilities</b>                         | <b>1,298,244</b>  | <b>11,429,678</b> |      |
| Non-current liabilities                                  |                   |                   |      |
| Borrowings   | 2,410,204         | 2,196,840         | 12   |
| Payables and advances received                           | 1,701             | 236,628           | 13   |
| Provisions   | 264,912           | 266,563           |      |
| <b>Total non-current liabilities</b>                     | <b>2,676,817</b>  | <b>2,700,031</b>  |      |
| <b>Total liabilities</b>                                 | <b>3,975,061</b>  | <b>14,129,709</b> |      |
| Equity   |                   |                   |      |
| Equity attributable to owners of the parent              |                   |                   |      |
| Share capital at par value                               | 25,565            | 25,565            | 15   |
| Statutory capital reserve                                | 6,207             | 27,451            |      |
| Other reserves   | 45,761            | 45,761            |      |
| Foreign currency translation reserve                     | 0                 | -89,358           |      |
| Retained earnings (prior years)                          | 8,481,994         | 9,991,317         |      |
| Profit/loss for the financial year                       | 3,627,036         | -1,344,450        |      |
| <b>Total equity attributable to owners of the parent</b> | <b>12,186,563</b> | <b>8,656,286</b>  |      |
| Minority interests                                       | 73,460            | 1,580,243         |      |

|                                     |                   |                   |  |
|-------------------------------------|-------------------|-------------------|--|
| <b>Total equity</b>                 | <b>12,260,023</b> | <b>10,236,529</b> |  |
| <b>Total liabilities and equity</b> | <b>16,235,084</b> | <b>24,366,238</b> |  |

## Consolidated income statement

(In euros)

|  | 2016             | 2015              | Note |
|--|------------------|-------------------|------|
| Revenue  | 7,534,283        | 15,114,564        |      |
| Other income   | 681,848          | 133,791           |      |
| Change in inventories of work in progress and finished goods | 127,502          | 0                 |      |
| Goods, materials and services used                           | -3,157,395       | -1,150,683        |      |
| Other operating expenses                                     | -2,629,922       | -9,961,426        |      |
| Personnel expenses   | -1,130,670       | -1,721,182        | 16   |
| Depreciation, amortisation and impairment losses             | -415,466         | -428,657          |      |
| Other expenses   | -371,800         | -1,136,927        |      |
| <b>Operating profit</b>                                      | <b>638,380</b>   | <b>849,480</b>    |      |
| Gain on investments  | 3,252,197        | 0                 |      |
| Other finance income and costs                               | 106,059          | -619,827          | 17   |
| <b>Profit before income tax</b>                              | <b>3,996,636</b> | <b>229,653</b>    |      |
| Income tax income/expense                                    | 111,512          | -1,581,544        |      |
| <b>Profit/loss for the financial year</b>                    | <b>4,108,148</b> | <b>-1,351,891</b> |      |
| Profit/loss attributable to owners of the parent             | 3,627,036        | -1,344,450        |      |
| Profit/loss attributable to minority interests               | 481,112          | -7,441            |      |

## Consolidated statement of cash flows

(In euros)

|  | 2016              | 2015             | Note |
|--|-------------------|------------------|------|
| Cash flows from operating activities                                       |                   |                  |      |
| Operating profit   | 638,380           | 849,480          |      |
| Adjustments for  |                   |                  |      |
| Depreciation, amortisation and impairment losses                           | 415,466           | 428,657          |      |
| Other adjustments  | -4,500,416        | 0                |      |
| <b>Total adjustments</b>   | <b>-4,084,950</b> | <b>428,657</b>   |      |
| Change in receivables and prepayments                                      | 11,446,894        | -4,124,879       |      |
| Change in inventories  | -1,406,258        | 278,294          |      |
| Change in payables and advances received                                   | -4,799,694        | 2,506,933        |      |
| <b>Net cash from/used in operating activities</b>                          | <b>1,794,372</b>  | <b>-61,515</b>   |      |
| Cash flows from investing activities                                       |                   |                  |      |
| Paid on acquisition of property, plant and equipment and intangible assets | -495,668          | 0                |      |
| Proceeds from sale of subsidiaries   | 5,983,240         | 0                |      |
| Loans provided   | -181,100          | -3,451,000       |      |
| Repayment of loans provided  | 0                 | 2,888,000        |      |
| Interest received  | 437,845           | 0                |      |
| <b>Net cash from/used in investing activities</b>                          | <b>5,744,317</b>  | <b>-563,000</b>  |      |
| Cash flows from financing activities                                       |                   |                  |      |
| Proceeds from loans received   | 2,681,121         | 1,507,194        |      |
| Repayment of loans received  | -8,036,075        | 0                |      |
| Corporate income tax paid  | -124,943          | 0                |      |
| Other cash inflows from financing activities                               | 331,786           | 0                |      |
| <b>Net cash used in/from financing activities</b>                          | <b>-5,148,111</b> | <b>1,507,194</b> |      |
| <b>Net cash flow</b>   | <b>2,390,578</b>  | <b>882,679</b>   |      |
| Cash and cash equivalents at beginning of period                           | 1,771,344         | 978,023          | 2    |
| <b>Increase in cash and cash equivalents</b>                               | <b>2,390,578</b>  | <b>882,679</b>   |      |
| Effect of movements in foreign exchange rates                              | 0                 | -89,358          |      |
| Cash and cash equivalents at end of period                                 | 4,161,922         | 1,771,344        | 2    |



## Consolidated statement of comprehensive income

(In euros)

|  | 2016             | 2015              |
|--|------------------|-------------------|
| Profit/loss for the year   | 4,108,148        | -1,351,891        |
| Other comprehensive income   |                  |                   |
| Exchange differences on translating foreign operations                     | 0                | 7,000             |
| <b>Total other comprehensive income</b>                                    | <b>0</b>         | <b>7,000</b>      |
| <b>Total comprehensive income/expense for the year</b>                     | <b>4,108,148</b> | <b>-1,344,891</b> |
| Of which comprehensive income/expense attributable to owners of the parent | 3,627,036        | -1,339,550        |
| Of which comprehensive income/expense attributable to minority interests   | 481,112          | -5,341            |

## Consolidated statement of changes in equity

(In euros)

|                               | Equity attributable to owners of the parent |                           |                |                                      |                   |            | Minority interests | Total |
|-------------------------------|---|---------------------------|----------------|--------------------------------------|-------------------|------------|--------------------|-------|
|                               | Share capital at par value                  | Statutory capital reserve | Other reserves | Foreign currency translation reserve | Retained earnings |            |                    |       |
|                               |   |                           |                |                                      |                   |            |                    |       |
| <b>As at 31 December 2014</b> | 25,565                                      | 37,404                    | 45,761         | -96,932                              | 10,116,972        | 1,465,644  | 11,594,414         |       |
| Loss for the year             |   |                           |                | 4,900                                | -1,344,450        | -5,341     | -1,344,891         |       |
| Changes in reserves           |   | -9,953                    |                | 2,674                                | -2,655            | -3,060     | -12,994            |       |
| Other changes in equity       |   |                           |                |                                      | -123,000          | 123,000    | 0                  |       |
| <b>As at 31 December 2015</b> | 25,565                                      | 27,451                    | 45,761         | -89,358                              | 8,646,867         | 1,580,243  | 10,236,529         |       |
| Profit for the year           | 0   | 0                         | 0              |                                      | 3,627,036         | 481,112    | 4,108,148          |       |
| Other changes in equity       | 0   | -21,244                   | 0              | 89,358                               | -164,873          | -1,987,895 | -2,084,654         |       |
| <b>As at 31 December 2016</b> | 25,565                                      | 6,207                     | 45,761         | 0                                    | 12,109,030        | 73,460     | 12,260,023         |       |

## Notes to the consolidated financial statements

### Note 1 Accounting policies

#### General information

The consolidated financial statements of Wellman OÜ for 2016 have been prepared in accordance with the Republic of Estonia generally accepted accounting principles (the Estonian GAAP). The basic requirements of the Estonian GAAP are set out in the Estonian Accounting Act and more specific guidance is provided in the guidelines issued by the Estonian Accounting Standards Board.

The financial statements have been prepared on the historical cost basis unless described otherwise in these accounting policies.

The financial statements are presented in euros.

#### Basis of consolidation

Consolidation policy

In preparing consolidated financial statements, the financial statements of the parent and the subsidiaries are combined line by line. All intra-group receivables and liabilities, income and expenses, and unrealised profits and losses are eliminated.

Where necessary, the accounting policies of the subsidiaries are adjusted to those of the group. Line items in the income statement and statement of cash flows of a foreign operation are translated to euros using the average exchange rate for the year. Assets and liabilities denominated in a foreign currency are translated to euros using the exchange rates of the European Central Bank as at 31 December. Exchange differences arising on translating foreign operations are recognised in equity.

In the parent company's separate financial statements, investments in subsidiaries and associates are carried at cost.

#### Financial assets

The group has the following financial assets: cash and cash equivalents, trade and other receivables, and short- and long-term investments.

Cash and cash equivalents and trade and other receivables (accrued income, loans provided and other short- and long-term receivables) except for items acquired for resale are measured at their amortised cost. As a rule, the amortised cost of a short-term receivable is equal to its nominal value (less any repayments and impairments). Therefore, short-term receivables are measured in the balance sheet in the amount that is expected to be collectible. Long-term receivables are recognised initially at the fair value of the consideration receivable and are measured thereafter at their amortised cost using the effective interest rate method. Receivables acquired for resale are measured at their fair value.

Short- and long-term investments in shares and other equity instruments are measured at their fair value if the latter can be measured reliably. Fair value is determined by reference to the quoted market price of the financial instrument. Shares and other equity instruments whose fair value cannot be determined reliably are measured at cost (less any impairment losses when the recoverable amount of the instrument has decreased below its carrying amount).

Short-term investments comprise securities held for trading and securities with a fixed maturity whose maturity date arrives within 12 months after the reporting date.

#### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, demand deposits, and term deposits.

#### Foreign currency transactions and financial assets and liabilities denominated in a foreign currency

Foreign currency is any currency other than the euro; the functional currency of the parent company and its Estonian subsidiaries is the euro. A transaction in a foreign currency is recorded by applying the official exchange rate quoted by the European Central Bank at the date of the transaction. At the reporting date, monetary assets and liabilities denominated in a foreign currency are translated to euros using the exchange rates of the European Central Bank ruling at that date. Exchange differences are recognised in the income statement in the period in which they arise.

#### Financial information of foreign operations

For consolidation, the financial information of foreign subsidiaries and other foreign operations is translated from their functional currencies to the parent company's presentation currency. When the functional currency of a foreign operation differs from the parent company's presentation currency, the financial statements of the foreign operation are translated using the following exchange rates:

(a) all assets and liabilities are translated using the closing exchange rate of the European Central Bank;

(b) all items of income and expense, other changes in equity, and cash flows are translated at exchange rates at the dates of the transactions.

Exchange differences arising on the translation of foreign operations are recognised in the foreign currency translation reserve in equity.

When a foreign operation is disposed of, the cumulative amount in the translation reserve that is related to that operation is reclassified to profit or loss.

#### Investments in subsidiaries and associates

##### Subsidiaries

A subsidiary is an entity that is controlled by the parent. Control is presumed to exist, when the group owns, directly or indirectly, more than half of the voting power of an entity or has power to govern the financial and operating policies of an entity by some other means.

A subsidiary is consolidated from the date control is gained to the date control is lost. Acquisitions of subsidiaries are accounted for using the purchase method, except for business combinations involving entities under common control.

##### Associates

An associate is an entity in which the group has significant influence but no control. Significant influence is presumed to exist when the group holds 20% to 50% of the voting power of an entity.

Investments in associates are accounted for using the equity method.

When the group's share of losses of an associate accounted for under the equity method is equal to or exceeds the carrying amount of its investment in the associate, the carrying amount of the investment is reduced to nil and further losses are accounted for off the balance sheet.

#### Receivables and prepayments

Trade receivables comprise short-term receivables arising in the ordinary course of the group's business. Trade receivables are measured at their amortised cost. Principal and interest receivables arising from lending operations are initially recognised at cost.

After initial recognition, the receivables are measured at their amortised cost. The original cost is adjusted for repayments of loan principal and any impairment losses. Principal and interest receivables are assessed for impairment and written down on a monthly basis by estimating the collectibility of overdue items in the loan portfolio based on the group's historical data on the recovery of overdue loans.

Other receivables and loans provided are written down when there is objective evidence that an item is not collectible in accordance with the originally agreed settlement terms. Indications of impairment of receivables include the debtor's bankruptcy or significant financial difficulty as well as non-adherence to settlement terms.

The carrying amount of receivables is written down by the amount of impaired (doubtful) receivables and the impairment loss is recognised in the income statement in other operating expenses. When a receivable is considered uncollectible, both the receivable and its impairment allowance are written off the balance sheet. Collection of items classified as impaired in a previous period is recognised by reducing impairment losses on receivables.

#### Inventories

Inventories are recognised initially at cost. The cost of inventories comprises all costs of purchase, costs of conversion, and other costs incurred in bringing the inventories to their present location and condition.

The costs of purchase of inventories comprise the purchase price, customs duties and other non-recoverable taxes as well as transport and handling costs directly attributable to the acquisition of the inventories less any trade discounts and volume rebates.

The cost of inventories is assigned by using specific identification of their individual cost.

In the balance sheet, inventories are measured at the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and estimated costs necessary to make the sale.

#### Investment property

Investment property is property held by the group to earn rentals or for capital appreciation or both. Investment properties are measured at cost less any accumulated depreciation and any impairment losses.

Depreciation is charged using the straight-line method. Each investment property is assigned a depreciation rate that corresponds to its useful life. Where an investment property consists of significant parts that have different useful lives, the parts are accounted for separately and assigned depreciation rates that correspond to their useful lives. The depreciation rates assigned to the group's investment properties range from 3% to 12.5% per year.

**Property, plant and equipment and intangible assets****Property, plant and equipment**

The group recognises tangible assets as items of property, plant and equipment when they are used in the group's business, have a useful life exceeding one year, and their cost amounts to at least 639 euros.

Items of property, plant and equipment are recognised initially at cost. The cost of an item of property, plant and equipment comprises its purchase price and any costs directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the intended manner. After initial recognition, an item of property, plant and equipment is carried at its cost less any accumulated depreciation and any impairment losses.

Depreciation is charged using the straight-line method over the following estimated useful lives:

- Other plant and equipment 5-10 years
- Fixtures, fittings, and IT equipment 3-5 years

Intangible assets (development expenditures, patents, licences, trademarks, software) are recognised in the balance sheet when the group controls the asset, it is probable that future economic benefits attributable to the asset will flow to the group and the cost of the asset can be measured reliably. A purchased intangible asset is measured initially at cost, which comprises its purchase price and other directly attributable costs of acquisition. After initial recognition, an intangible asset is carried at cost less any accumulated amortisation and any impairment losses.

The annual amortisation rates assigned to intangible assets fall within the following range:

- Software, patents, licences, trademarks, and other intangible assets 20-33% per year

**Software**

Intangible assets include purchased software that is not an integral part of the related hardware. Software development costs are recognised as an intangible asset if they are directly attributable to items of software that are separable, controlled by the group, and from which economic benefits are expected to flow to the group during a period exceeding one year. Capitalised software development costs comprise personnel costs and other directly attributable development expenditures.

**Financial liabilities**

When financial liabilities are recognised initially, they are measured at their cost which includes all directly attributable transaction charges. After initial recognition, financial liabilities are measured at their amortised cost.

The amortised cost of short-term financial liabilities is generally equal to their nominal value. Therefore, short-term financial liabilities are measured in the balance sheet at the amount payable. Long-term financial liabilities are recognised initially at the fair value of the consideration received for them (less any transaction charges). Thereafter they are measured at their amortised cost using the effective interest method.

A financial liability is classified as a short-term item when it is due to be settled within twelve months after the reporting date.

**Statutory capital reserve**

The statutory capital reserve is a legal reserve which has been set up in accordance with the requirements of the Estonian Commercial Code. The capital reserve is created using annual net profit transfers. Each year, at least one twentieth of net profit is to be transferred to the capital reserve until the reserve amounts to one tenth of share capital. The capital reserve may be used for covering losses and increasing share capital; it may not be used for making distributions to shareholders.

**Revenue**

Revenue from the sale of goods is measured at the fair value of consideration received or receivable taking into account any trade discounts and volume rebates allowed. Revenue from the sale of goods is recognised when all significant risks of ownership of the assets have been transferred to the buyer, the amount of revenue and the costs incurred or to be incurred in respect of the transaction can be measured reliably, and it is probable that economic benefits associated with the transaction will flow to the company.

Revenue from the rendering of services is recognised when the service has been rendered or, if the service is rendered over an extended period, by reference to the stage of completion method.

Interest income and expense are recognised by reference to the effective interest rates of underlying assets and liabilities. Interest is recognised on an accrual basis.

**Taxation**

Under Estonian laws, corporate profit for the year is not subject to income tax. Therefore, deferred tax assets and liabilities do not arise. Income tax is levied on dividends, fringe benefits, gifts, donations, entertainment expenses, non-business expenses, and transfer price adjustments. The amount of tax payable on dividends is calculated as 20/80 of the net distribution or payment. The income tax payable on the distribution of dividends is recognised as a liability and an expense in the period in which the dividends are declared regardless of the period for which the dividends are declared or the period in which the dividends are actually distributed.

Foreign subsidiaries have to calculate and pay income tax on their taxable profit in accordance with the income tax laws of their domiciles. In 2016 and 2015, the corporate income tax rates of the countries where the foreign subsidiaries (and their subsidiaries) are domiciled were as follows: Latvia 15%, Czech Republic 19%, Slovakia 22%, Poland 19%, Spain 28%, Malta 35%.

## Note 2 Cash and cash equivalents

(In euros)

| As at 31 December                      | 2016             | 2015             |
|--|------------------|------------------|
| Cash on hand                           | 38,118           | 45,065           |
| Cash at bank                           | 4,123,804        | 1,726,279        |
| <b>Total cash and cash equivalents</b> | <b>4,161,922</b> | <b>1,771,344</b> |

## Note 3 Short-term investments

(In euros)

|                               |              | Total        |
|-------------------------------|--------------|--------------|
|                               | Shares       |              |
| <b>As at 31 December 2014</b> | 912          | 912          |
| Other                         | -912         | -912         |
| <b>As at 31 December 2015</b> | <b>0</b>     | <b>0</b>     |
| Other                         | 2,755        | 2,755        |
| <b>As at 31 December 2016</b> | <b>2,755</b> | <b>2,755</b> |

## Note 4 Receivables and prepayments

(In euros)

|  | As at 31 December 2016 | Breakdown by remaining maturity |               |
|--|------------------------|---------------------------------|---------------|
|  |                        | 12 months                       | 1 - 5 years   |
| Trade receivables                        | 198,824                | 198,824                         | 0             |
| Receivables from customers               | 198,824                | 198,824                         | 0             |
| Prepaid and recoverable taxes            | 18,208                 | 18,208                          | 0             |
| Other receivables                        | 3,454,241              | 3,413,475                       | 40,766        |
| Loans provided                           | 3,444,670              | 3,403,904                       | 40,766        |
| Interest receivable                      | 9,571                  | 9,571                           | 0             |
| Prepayments                              | 41,869                 | 41,869                          | 0             |
| Prepaid expenses                         | 41,869                 | 41,869                          | 0             |
| <b>Total receivables and prepayments</b> | <b>3,713,142</b>       | <b>3,672,376</b>                | <b>40,766</b> |

  

|  | As at 31 December 2015 | Breakdown by remaining maturity |                |
|--|------------------------|---------------------------------|----------------|
|  |                        | 12 months                       | 1 - 5 years    |
| Trade receivables                        | 152,509                | 152,509                         |                |
| Receivables from customers               | 152,509                | 152,509                         |                |
| Prepaid and recoverable taxes            | 1,268                  | 1,268                           |                |
| Other receivables                        | 14,648,925             | 14,218,430                      | 430,495        |
| Loans provided                           | 12,291,495             | 11,861,000                      | 430,495        |
| Interest receivable                      | 2,357,430              | 2,357,430                       |                |
| Prepayments                              | 131,321                | 131,321                         |                |
| Prepaid expenses                         | 131,321                | 131,321                         |                |
| Other receivables                        | 44,913                 | 44,913                          |                |
| <b>Total receivables and prepayments</b> | <b>14,978,936</b>      | <b>14,548,441</b>               | <b>430,495</b> |

## Note 5 Inventories

(In euros)

| As at 31 December             | 2016             | 2015           |
|-------------------------------|------------------|----------------|
| Raw materials and consumables | 161,472          | 0              |
| Work in progress              | 28,214           | 0              |
| Finished goods                | 179,351          | 0              |
| Goods purchased for resale    | 1,584,644        | 556,224        |
| Prepayments for inventories   | 8,801            | 0              |
| <b>Total inventories</b>      | <b>1,962,482</b> | <b>556,224</b> |

## Note 6 Prepaid taxes and taxes payable

(In euros)

|  | As at 31 December 2016 |               | As at 31 December 2015 |                  |
|--|------------------------|---------------|------------------------|------------------|
|  | Prepayment             | Payable       | Prepayment             | Payable          |
| Corporate income tax                   |                        | 584           |                        | 197              |
| Value added tax                        | 578                    | 11,727        | 744                    | 15,261           |
| Personal income tax                    |                        | 12,900        |                        | 4,865            |
| Social security tax                    |                        | 27,593        |                        | 7,497            |
| Statutory funded pension contributions |                        | 1,720         |                        | 709              |
| Unemployment insurance contributions   |                        | 3,140         |                        | 446              |
| Interest accrued                       |                        | 94            |                        |                  |
| Other taxes                            |                        | 24,502        |                        | 2,631,179        |
| Balance on the prepayment account      | 17,630                 |               | 524                    |                  |
| <b>Total</b>                           | <b>18,208</b>          | <b>82,260</b> | <b>1,268</b>           | <b>2,660,154</b> |

## Note 7 Investments in subsidiaries

(In euros)

| Investments in subsidiaries, general information |                             |           |                                |                        |             |
|--|-----------------------------|-----------|--------------------------------|------------------------|-------------|
| Subsidiary's registry number                     | Name of subsidiary          | Domicile  | Core business                  | Ownership interest (%) |             |
|  |                             |           |                                | 31 Dec 2015            | 31 Dec 2016 |
| 12001335   | Autosky OÜ                  | Estonia   | Sale and maintenance of cars   | 51                     | 100         |
| 11072184   | Investment House OÜ         | Estonia   | Consulting                     | 85                     | 85          |
| 500003997841                                     | Wellman Logistic SIA        | Latvia    | Logistics                      | 85                     | 100         |
| 111576016  | Wellman UAB                 | Lithuania | Logistics                      | 100                    | 100         |
| 12431248   | Carfox OÜ                   | Estonia   | Repair and maintenance of cars | 100                    | 100         |
| 50103785141                                      | 3PL worldwide solutions SIA | Estonia   | Logistics                      | 100                    | 100         |
| 12167550   | Friendly Finance OÜ         | Estonia   | Financial services             | 70                     | 0           |
| 14084029   | BonBon Lingerie OÜ          | Estonia   | Lingerie production            | 0                      | 70          |
| 40203028984                                      | Wellman Factoring SIA       | Latvia    | Financial services             | 0                      | 100         |

Changes in investments in subsidiaries in the reporting period:

- The group sold its investment in Friendly Finance OÜ. Income from the sale has been recognised in the income statement within *Gain on investments*.
- The group increased its interest in Autosky OÜ and Wellman Logistics SIA by increasing share capital and purchasing a share.
- The group established new subsidiaries: BonBon Lingerie OÜ and Wellman Factoring SIA.



## Note 8 Investments in associates

(In euros)

| Investments in associates, general information |                    |          |               |                        |             |
|--|--------------------|----------|---------------|------------------------|-------------|
| Associate's registry number                    | Name of associate  | Domicile | Core business | Ownership interest (%) |             |
|  |                    |          |               | 31 Dec 2015            | 31 Dec 2016 |
| 11142772                                       | Wellman Invesco AS | Estonia  | Real estate   | 25                     | 25          |

## Note 9 Long-term investments

(In euros)

|                               | Shares         | Total          |
|-------------------------------|----------------|----------------|
| <b>As at 31 December 2014</b> | 310,633        | 310,633        |
| Gain on sale and revaluation  | -203,584       | -203,584       |
| <b>As at 31 December 2015</b> | <b>107,049</b> | <b>107,049</b> |
|                               | Shares         | Total          |
| <b>As at 31 December 2015</b> | 107,049        | 107,049        |
| <b>As at 31 December 2016</b> | <b>107,049</b> | <b>107,049</b> |

See note 8.

## Note 10 Investment property

(In euros)

| <b>Cost method</b>            |             |                  |              |
|-------------------------------|-------------|------------------|--------------|
|                               |             |                  | <b>Total</b> |
|                               | <b>Land</b> | <b>Buildings</b> |              |
| <b>As at 31 December 2014</b> |             |                  |              |
| Cost                          | 858,092     | 605,688          | 1,463,780    |
| Accumulated depreciation      | 0           | -118,036         | -118,036     |
| <b>Carrying amount</b>        | 858,092     | 487,652          | 1,345,744    |
|                               |             |                  |              |
| Additions                     | 0           | 8,259            | 8,259        |
| Depreciation for the year     | 0           | -18,072          | -18,072      |
|                               |             |                  |              |
| <b>As at 31 December 2015</b> |             |                  |              |
| Cost                          | 858,092     | 613,947          | 1,472,039    |
| Accumulated depreciation      | 0           | -136,108         | -136,108     |
| <b>Carrying amount</b>        | 858,092     | 477,839          | 1,335,931    |
|                               |             |                  |              |
| Depreciation for the year     | 0           | -9,196           | -9,196       |
|                               |             |                  |              |
| <b>As at 31 December 2016</b> |             |                  |              |
| Cost                          | 858,092     | 613,947          | 1,472,039    |
| Accumulated depreciation      | 0           | -145,304         | -145,304     |
| <b>Carrying amount</b>        | 858,092     | 468,643          | 1,326,735    |

|                                      | <b>2016</b> | <b>2015</b> |
|--------------------------------------|-------------|-------------|
| Rental income on investment property | 23,289      | 20,629      |
| Direct property management expenses  | 3,430       | 4,320       |

## Note 11 Property, plant and equipment

(In euros)

|                               |         |            |  |                      |                                      | Total      |
|-------------------------------|---------|------------|--|----------------------|--------------------------------------|------------|
|                               | Land    | Buildings  | Other items of property, plant and equipment | Projects in progress | Projects in progress and prepayments |            |
| <b>As at 31 December 2014</b> |         |            |  |                      |                                      |            |
| Cost                          | 219,946 | 6,201,733  | 729,275                                      | 306,570              | 306,570                              | 7,457,524  |
| Accumulated depreciation      |         | -1,590,522 | -213,481                                     |                      |                                      | -1,804,003 |
| <b>Carrying amount</b>        | 219,946 | 4,611,211  | 515,794                                      | 306,570              | 306,570                              | 5,653,521  |
|                               |         |            |  |                      |                                      |            |
| Additions                     |         |            | 28,299                                       |                      |                                      | 28,299     |
| Other additions               |         |            | 28,299                                       |                      |                                      | 28,299     |
| Depreciation for the year     |         | -318,170   | -110,487                                     |                      |                                      | -428,657   |
| Other changes                 |         | 107,919    |  |                      |                                      | 107,919    |
|                               |         |            |  |                      |                                      |            |
| <b>As at 31 December 2015</b> |         |            |  |                      |                                      |            |
| Cost                          | 219,946 | 6,201,733  | 757,574                                      | 306,570              | 306,570                              | 7,485,823  |
| Accumulated depreciation      |         | -1,800,773 | -323,968                                     |                      |                                      | -2,124,741 |
| <b>Carrying amount</b>        | 219,946 | 4,400,960  | 433,606                                      | 306,570              | 306,570                              | 5,361,082  |
|                               |         |            |  |                      |                                      |            |
| Additions                     |         | 342,736    | 152,932                                      |                      |                                      | 495,668    |
| Depreciation for the year     |         | -348,170   | -67,296                                      |                      |                                      | -415,466   |
| Other changes                 |         |            | -486,763                                     |                      |                                      | -486,763   |
|                               |         |            |  |                      |                                      |            |
| <b>As at 31 December 2016</b> |         |            |  |                      |                                      |            |
| Cost                          | 219,946 | 6,544,469  | 423,743                                      | 306,570              | 306,570                              | 7,494,728  |
| Accumulated depreciation      |         | -2,148,943 | -391,264                                     |                      |                                      | -2,540,207 |
| <b>Carrying amount</b>        | 219,946 | 4,395,526  | 32,479                                       | 306,570              | 306,570                              | 4,954,521  |

## Note 12 Borrowings

(In euros)

|                               | 31 Dec 2016      | Breakdown by remaining maturity |                  |              | Interest rate | Maturity date |
|-------------------------------|------------------|---------------------------------|------------------|--------------|---------------|---------------|
|                               |                  | 12 months                       | 1 - 5 years      | Over 5 years |               |               |
| Short-term loans              |                  |                                 |                  |              |               |               |
| Bank loan                     | 275,004          | 275,004                         |                  |              | 3.4%          | 25 Sep 2021   |
| Overdraft                     | 195,090          | 195,090                         |                  |              |               |               |
| <b>Total short-term loans</b> | <b>470,094</b>   | <b>470,094</b>                  |                  |              |               |               |
| Long-term loans               |                  |                                 |                  |              |               |               |
| Bank loan                     | 2,406,117        |                                 | 2,406,117        |              | 3.4%          | 25 Sep 2021   |
| <b>Total long-term loans</b>  | <b>2,406,117</b> |                                 | <b>2,406,117</b> |              |               |               |
| Other borrowings              |                  |                                 |                  |              |               |               |
| Finance leases                | 4,087            |                                 | 4,087            |              |               |               |
| <b>Total other borrowings</b> | <b>4,087</b>     |                                 | <b>4,087</b>     |              |               |               |
| <b>Total borrowings</b>       | <b>2,880,298</b> | <b>470,094</b>                  | <b>2,410,204</b> |              |               |               |
|                               |                  |                                 |                  |              |               |               |
|                               | 31 Dec 2015      | Breakdown by remaining maturity |                  |              | Interest rate | Maturity date |
|                               |                  | 12 months                       | 1 - 5 years      | Over 5 years |               |               |
| Short-term loans              |                  |                                 |                  |              |               |               |
| Other – legal person          | 2,634,000        | 2,634,000                       |                  |              |               |               |
| Other – legal person          | 505,855          | 505,855                         |                  |              |               |               |
| Overdraft                     | 193,299          | 193,299                         |                  |              |               |               |
| Swedbank                      | 2,705,258        | 2,705,258                       |                  |              | 2.45%         | 5 Oct 2016    |
| <b>Total short-term loans</b> | <b>6,038,412</b> | <b>6,038,412</b>                |                  |              |               |               |
| Long-term bonds               |                  |                                 |                  |              |               |               |
| FF                            | 2,191,000        |                                 | 2,191,000        |              | 10%           | 2018          |
| <b>Total long-term bonds</b>  | <b>2,191,000</b> |                                 | <b>2,191,000</b> |              |               |               |
| Other borrowings              |                  |                                 |                  |              |               |               |
| Finance leases                | 5,840            |                                 | 5,840            |              |               |               |
| <b>Total other borrowings</b> | <b>5,840</b>     |                                 | <b>5,840</b>     |              |               |               |
| <b>Total borrowings</b>       | <b>8,235,252</b> | <b>6,038,412</b>                | <b>2,196,840</b> |              |               |               |

### Carrying amount of assets pledged as loan collateral

| As at 31 December | 2016             | 2015             |
|-------------------|------------------|------------------|
| Buildings         | 4,247,490        | 4,565,660        |
| <b>Total</b>      | <b>4,247,490</b> | <b>4,565,660</b> |

A subsidiary's overdraft facility is secured with a commercial pledge created on the subsidiary's assets and mortgages created on two apartments belonging to the parent company (investment properties with a carrying amount of 84,579 euros).

## Note 13 Payables and advances received

(In euros)

|   | As at 31 December 2016 | Breakdown by remaining maturity |              |
|---|------------------------|---------------------------------|--------------|
|   |                        | 12 months                       | 1 - 5 years  |
| Trade payables                              | 261,827                | 261,827                         |              |
| Payables to employees                       | 60,045                 | 60,045                          |              |
| Taxes payable                               | 82,260                 | 82,260                          |              |
| Other payables                              | 401,509                | 399,808                         | 1,701        |
| Dividends payable                           | 288,549                | 288,549                         |              |
| Other accrued payables                      | 112,960                | 111,259                         | 1,701        |
| Advances received                           | 24,210                 | 24,210                          |              |
| Deferred income                             | 23,867                 | 23,867                          |              |
| Other advances received                     | 343                    | 343                             |              |
| <b>Total payables and advances received</b> | <b>829,851</b>         | <b>828,150</b>                  | <b>1,701</b> |

  

|   | As at 31 December 2015 | Breakdown by remaining maturity |                |
|---|------------------------|---------------------------------|----------------|
|   |                        | 12 months                       | 1 - 5 years    |
| Trade payables                              | 591,682                | 591,682                         |                |
| Payables to employees                       | 147,098                | 147,098                         |                |
| Taxes payable                               | 2,660,154              | 2,660,154                       |                |
| Other payables                              | 1,236,331              | 999,703                         | 236,628        |
| Interest payable                            | 35,000                 | 35,000                          |                |
| Dividends payable                           | 523,408                | 523,408                         |                |
| Other accrued payables                      | 677,923                | 441,295                         | 236,628        |
| Advances received                           | 992,629                | 992,629                         |                |
| Deferred income                             | 992,629                | 992,629                         |                |
| <b>Total payables and advances received</b> | <b>5,627,894</b>       | <b>5,391,266</b>                | <b>236,628</b> |

## Note 14 Contingent assets and liabilities

(In euros)

| As at 31 December  | 2016              | 2015             |
|--|-------------------|------------------|
| Contingent liabilities   |                   |                  |
| Maximum possible dividend distribution                         | 9,685,624         | 6,917,494        |
| Income tax liability on maximum possible dividend distribution | 2,421,406         | 1,729,373        |
| <b>Total contingent liabilities</b>                            | <b>12,107,030</b> | <b>8,646,867</b> |

## Note 15 Share capital

(In euros)

| As at 31 December | 2016   | 2015   |
|-------------------|--------|--------|
| Share capital     | 25,565 | 25,565 |
| Number of shares  | 1      | 1      |

## Note 16 Personnel expenses

(In euros)

|   | 2016              | 2015              |
|---|-------------------|-------------------|
| Salary expenses   | -803,849          | -1,377,729        |
| Social security charges                                   | -326,821          | -343,452          |
| <b>Total personnel expenses</b>                           | <b>-1,130,670</b> | <b>-1,721,181</b> |
| Average number of staff converted to full-time equivalent | 127               | 127               |

## Note 17 Other finance income and costs

(In euros)

|   | 2016           | 2015            |
|---|----------------|-----------------|
| Finance income and costs on investments in associates | 845            | -28,018         |
| Interest expense                                      | -331,786       | -581,269        |
| Other finance income and costs                        | 437,000        | -10,540         |
| <b>Total other finance income and costs</b>           | <b>106,059</b> | <b>-619,827</b> |

## Note 18 Related party disclosures

(In euros)

### Balances with related parties

|   | As at 31 December 2016 | As at 31 December 2015 |
|---|------------------------|------------------------|
|   | Receivables            | Receivables            |
| Associates  | 242,353                | 242,353                |
| Executive and higher management and individuals with a significant shareholding, and companies under their control or significant influence | 88,785                 | 168,300                |

### Purchases and sales

|                | 2016      |        | 2015      |        |
|----------------|-----------|--------|-----------|--------|
|                | Purchases | Sales  | Purchases | Sales  |
| Parent company | 0         | 12,756 | 9,596     | 23,050 |

### Remuneration and other significant benefits provided to the executive and higher management

|              | 2016   | 2015   |
|--------------|--------|--------|
| Remuneration | 35,139 | 25,260 |

## Note 19 Parent company's balance sheet

(In euros)

| As at 31 December                          | 2016              | 2015             |
|--|-------------------|------------------|
| Assets                                     |                   |                  |
| Current assets                             |                   |                  |
| Cash and cash equivalents                  | 4,006,779         | 5,007            |
| Investments                                | 2,755             | 0                |
| Receivables and prepayments                | 6,830,891         | 716,931          |
| <b>Total current assets</b>                | <b>10,840,425</b> | <b>721,938</b>   |
| Non-current assets                         |                   |                  |
| Investments in subsidiaries and associates | 1,971,067         | 3,759,561        |
| Receivables and prepayments                | 0                 | 3,498,188        |
| Investment property                        | 468,643           | 477,839          |
| Property, plant and equipment              | 85,183            | 82,713           |
| <b>Total non-current assets</b>            | <b>2,524,893</b>  | <b>7,818,301</b> |
| <b>Total assets</b>                        | <b>13,365,318</b> | <b>8,540,239</b> |
| Liabilities and equity                     |                   |                  |
| Liabilities                                |                   |                  |
| Current liabilities                        |                   |                  |
| Payables and advances received             | 296,586           | 751,689          |
| <b>Total current liabilities</b>           | <b>296,586</b>    | <b>751,689</b>   |
| <b>Total liabilities</b>                   | <b>296,586</b>    | <b>751,689</b>   |
| Equity                                     |                   |                  |
| Share capital at par value                 | 25,565            | 25,565           |
| Statutory capital reserve                  | 5,405             | 5,405            |
| Retained earnings (prior years)            | 7,757,580         | 9,045,121        |
| Profit/loss for the year                   | 5,280,182         | -1,287,541       |
| <b>Total equity</b>                        | <b>13,068,732</b> | <b>7,788,550</b> |
| <b>Total liabilities and equity</b>        | <b>13,365,318</b> | <b>8,540,239</b> |

## Note 20 Parent company's income statement

(In euros)

|                                      | 2016              | 2015              |
|--------------------------------------|-------------------|-------------------|
| Revenue                              | 43,393            | 44,813            |
| Other income                         | 7,624             | 307               |
| Goods, materials and services used   | -103              | 0                 |
| Other operating expenses             | -73,186           | -224,990          |
| Personnel expenses                   | -9,874            | -5,747            |
| Depreciation and impairment losses   | -19,331           | -18,711           |
| Other expenses                       | -2,020,588        | -1,130,702        |
| <b>Operating loss</b>                | <b>-2,072,065</b> | <b>-1,335,030</b> |
| Other finance income and costs       | 7,242,331         | 47,489            |
| <b>Profit/loss before income tax</b> | <b>5,170,266</b>  | <b>-1,287,541</b> |
| Income tax income                    | 109,916           | 0                 |
| <b>Profit/loss for the year</b>      | <b>5,280,182</b>  | <b>-1,287,541</b> |



## Note 21 Parent company's statement of cash flows

(In euros)

|  | 2016              | 2015             |
|--|-------------------|------------------|
| Cash flows from operating activities                                       |                   |                  |
| Operating loss   | -2,072,065        | -1,335,030       |
| Adjustments for  |                   |                  |
| Depreciation and impairment losses   | 19,331            | 18,711           |
| Other adjustments  | 299,548           | 1,607,541        |
| <b>Total adjustments</b>   | <b>318,879</b>    | <b>1,626,252</b> |
| Change in receivables and prepayments                                      | -2,038,672        | -746,534         |
| Change in payables and advances received                                   | -220,243          | 178,458          |
| <b>Net cash used in operating activities</b>                               | <b>-4,012,101</b> | <b>-276,854</b>  |
| Cash flows from investing activities                                       |                   |                  |
| Paid on acquisition of property, plant and equipment and intangible assets | -12,605           | 0                |
| Paid on acquisition of subsidiaries  | -166,600          | 0                |
| Proceeds from sale of subsidiaries   | 7,277,240         | 0                |
| Loans provided   | -577,100          | 257,169          |
| Repayment of loans provided  | 0                 | -188,744         |
| Interest received  | 254,049           | 0                |
| Dividends received   | 1,363,832         | 0                |
| <b>Net cash from investing activities</b>                                  | <b>8,138,816</b>  | <b>68,425</b>    |
| Cash flows from financing activities                                       |                   |                  |
| Proceeds from loans received   | 0                 | 185,350          |
| Dividends paid   | -124,943          | 0                |
| <b>Net cash used in/from financing activities</b>                          | <b>-124,943</b>   | <b>185,350</b>   |
| <b>Net cash flow</b>   | <b>4,001,772</b>  | <b>-23,079</b>   |
| Cash and cash equivalents at beginning of year                             | 5,007             | 28,086           |
| <b>Increase/decrease in cash and cash equivalents</b>                      | <b>4,001,772</b>  | <b>-23,079</b>   |
| Cash and cash equivalents at end of year                                   | 4,006,779         | 5,007            |

## Note 22 Parent company's statement of changes in equity

(In euros)

|  |                            |                           |                   | Total             |
|--|----------------------------|---------------------------|-------------------|-------------------|
|  | Share capital at par value | Statutory capital reserve | Retained earnings |                   |
| <b>As at 31 December 2014</b>  | 25,565                     | 5,405                     | 9,045,121         | 9,076,091         |
| Loss for the year  | 0                          | 0                         | -1,287,541        | -1,287,541        |
| <b>As at 31 December 2015</b>  | 25,565                     | 5,405                     | 7,757,580         | 7,788,550         |
| Carrying amount of interests under control and significant influence               | 0                          | 0                         | -3,759,561        | -3,759,561        |
| Value of interests under control and significant influence under the equity method | 0                          | 0                         | 3,887,926         | 3,887,926         |
| <b>Adjusted unconsolidated equity as at 31 December 2015</b>                       | <b>25,565</b>              | <b>5,405</b>              | <b>7,885,945</b>  | <b>7,916,915</b>  |
| Profit for the year  | 0                          | 0                         | 5,280,182         | 5,280,182         |
| <b>As at 31 December 2016</b>  | 25,565                     | 5,405                     | 13,037,762        | 13,068,732        |
| Carrying amount of interests under control and significant influence               | 0                          | 0                         | -1,971,067        | -1,971,067        |
| Value of interests under control and significant influence under the equity method | 0                          | 0                         | 1,111,920         | 1,111,920         |
| <b>Adjusted unconsolidated equity as at 31 December 2016</b>                       | <b>25,565</b>              | <b>5,405</b>              | <b>12,178,615</b> | <b>12,209,585</b> |