

## **AGROINVEST S.A.**

517 VOULIAGMENIS AVE, 16341 ILIOUPOLI

S.A.REG.NUM. 29425/001/B/93/0749

G.E.MI Num. 121561601000

## **FINANCIAL STATEMENTS**

for FY

1 January 1 - December 31, 2018

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## **Independent Auditor's Report**

To the Shareholders of AGROINVEST S.A.

## Report on Financial Statements

## Qualified opinion

We have audited the accompanying financial statements of AGROINVEST S.A. ("the Company"), which comprise the statement of financial position as at December 31, 2018, statements of comprehensive income, changes in equity and cash flows for the year then ended and a summary of significant accounting policies and methods and other explanatory information.

In our opinion, apart from the effect on the matter described in the Basis for Qualified Opinion paragraph, the accompanying financial statements present fairly, in all material respects, the financial position of the Company AGROINVEST S.A. as at 31 December 2018, its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards that have been adopted by the European Union.

## **Basis for Qualified Opinion**

In deviation from the accounting principles, recorded in the International Financial Reporting Standards, no depreciation of machinery totaling € 22.423 k has been performed regarding the previously presented periods. Therefore, the book value of Property, Plant and Equipment and Equity are equally overstated by an amount of € 22.423 k.

We conducted our audit in accordance with International Standards on Auditing (ISAs) incorporated into the Greek Legislation. Our responsibilities under those standards are described in the Auditor's Responsibilities for the Audit of Financial Statements section of our report. We are independent of the Company, throughout our appointment, in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) incorporated into the Greek Legislation and ethical requirements relevant to the audit of financial statements in Greece and we have fulfilled our other ethical responsibilities in accordance with the requirements of the effective legislation and the aforementioned Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified opinion.

## Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the IFRSs as adopted by the European Union and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting, unless the management's intention is to proceed with liquidating the Company or discontinuing its operations or unless the management has no other realistic option but to proceed with those actions.

#### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as an aggregate, are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs, incorporated into the Greek Legislation, will always detect a material misstatement when it exists. Misstatements



can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to affect the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, incorporated into the Greek Legislation, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We disclose to the management, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



## Report on Other Legal and Regulatory Requirements

Taking into consideration the fact that under the provisions of Par. 5, Article 2 (part B), Law 4336/2015, management has the responsibility for the preparation of the Board of Directors' Report, the following is to be noted:

- a. In our opinion, the Board of Directors' Report has been prepared in compliance with the effective legal requirements of Article 43a CL 2190/1920, and its content corresponds to the accompanying financial statements for the year ended as at 31/12/2018.
- b. Based on the knowledge we acquired during our audit, we have not identified any material misstatements in the Board of Directors' Report in relation to the Company AGROINVEST S.A. and its environment.

Athens, 30 August 2019

The Chartered Accountant

Christina Tsironi

I.C.P.A. Reg. No.: 36671





## Management Report of the Board of Directors

Dear Shareholders,

According to the provisions of CL. 4548/2018 and the Company's Articles of Association, we are, hereby, submitting to your attention the Annual Report of the Board of Directors for the closing fiscal year 01/01/2018 – 31/12/2018. The current report summarizes the Company's financial data, which aims at providing general information to the shareholders about the financial position and results and the Company's overall course of development, significant events which have taken place and their impact on the financial statements of the year. It also describes the most significant risks and uncertainties which the Company may address in the future and presents the most significant transactions which have taken place between the issuer and its related parties.

The current Report accompanies the Financial Statements for the year (01/01/2018 - 31/12/2018) and constitutes a part of the aforementioned financial statements.

# 1. COURSE OF DEVELOPMENT OF THE COMPANY'S OPERATIONS AND ITS FINANCIAL POSITION Summary description of the business model of the Company

The Company under the discrete title "AGROINVEST S.A." was established in 1993.

The Company operates in the production of products and sub products of oilseeds, wheat flour, compound animal feed, fish feed, biodiesel and in the fish farm segment.

The main categories of products of "AGROINVEST S.A." include as follows:

- Flour
- Animal feed fish feed
- Raw oilseeds
- Manufactured oilseeds
- Soybean meal
- Sunflower meal
- Rapeseed meal
- Biodiesel
- Glycerine
- Wheat flour
- Fish

The Company focuses on making profit by selling products and rendering services to both traders and individuals.

## Objectives, core values and core policies

The Company's objective of the business is to be defined as one of the most significant industries in its sector.

Our Core Values are the cornerstone of achieving the Company's goals. Both management and employees are coresponsible for their diligent implementation in every aspect of our business. Our core values include as follows:

- focus on long-term development of the company and its people
- · continuously optimizing operations, products & services
- · delivering products of excellent quality to our partners and customers
- acting with integrity, respect to the other and a win-win mindset

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#### **Annual Financial Statements for FY 2018**



As a strategy, the Company has adopted steady growth and, at the same time, constant improvement of its products/services and its financial sizes.

#### Management principles and internal management systems

AGROINVEST S.A. is managed by the Board of Directors which consists of three (3) to seven (7) directors.

The members of the Board of Directors are elected by the General Meeting of the Company's shareholders and have a term of five (5) years, which is automatically extended until the first regular General Meeting after the expiry of their term. Members of the Board of Directors are not required to be shareholders and may be re-elected.

The Company maintains an organized management scheme with a distinction in sales, production, financial management segment.

The Company has no written "Labor Regulations".

The Company has the following "Regulations", which have been approved by the Management of the Company:

- Quality management system, in accordance with ISO 9001, for the following scope of operations: Production and Trade of Crude and Refined Vegetable Oils and Vegetable Seeds.
- Quality management system, in accordance with ISO 9001, for the following scope of operations: Production & Trading
  of Biodiesel (F.A.M.E.) & Glycerine.
- Quality management system, in accordance with ISO 9001, for the following scope of operations: Manufacture of Fish and Animal Feed.
- Quality management system, in accordance with ISO 9001, for the following scope of operations: Aquaculture, Packaging, Trading, and Distribution of Fresh Mediterranean Sea Fish.
- Quality management system, in accordance with ISO 9001, for the following scope of operations: Safe Loading and Unloading of Bulk Carriers.
- Food safety management system, in accordance with ISO 22000 (HACCP), for the following scope of operations: Production of Crude and Refined Vegetable Oils and Vegetable Seed Meal.
- Food safety management system, in accordance with ISO 22000 (HACCP) standard, for the following scope of operations: Manufacture of Fish and Animal Feed.
- Food safety management system, in accordance with ISO 22000 (HACCP), for the following scope of operations: Aquaculture, Packaging, Trading and Distribution of Fresh Mediterranean Sea Fish.
- Environmental management system, in accordance with ISO 14001(certified by Intertek), applicable to the
  management of the environmental aspects related to the Production and trading of: Biodiesel, glycerine, animal feed,
  fish feed, wheat meal and by-products, crude oilseed oils, stock-breeding protein meals, semi- refined/refined oilseed
  oils, lecithin, fatty acid and esters. Port facilities for oilseeds, grains and aforementioned products loading/unloading,
  storage facilities for oilseeds, grains and aforementioned products.
- Environmental management system, in accordance with ISO 14001, applicable to the management of the environmental aspects related to: Aquaculture, Packaging, Trading and Distribution of Fresh Mediterranean Sea Fish.

The Company does not have an independent Internal Audit Service. In order to ensure the effectiveness of the internal controls adopted by the company they are supervised and evaluated by the Management.



#### Description of previous courses, value chain and property, plant and equipment and intangible assets

The Company records increasing economic performance in its key financial sizes in the recent years, and despite the financial crisis, in 2017, it presented a turnover of € 93.713.254 and in 2018 of € 109.240.342.

In 2018, it presented a increase of 16,57% in turnover versus 2017.

Earnings after tax in 2018 increased by 20,55%, to the amount of € 8.253.667.

Earnings before interest, tax, depreciation and amortization (EBITDA) amounted to € 12.967.346 for 2017 and € 14.864.331 for 2018.

Gross earnings stood at € 18.524.996 presenting an increase of 6,46%.

The company provides added value at every production phase until the production is completed.

Property, plant and equipment at 2018 amounted to € 56.474.334 compared to € 57.829.604 in 2017, while intangible assets amounted to € 2.920 versus € 4.105 in 2017.

Investment property pertains to land plots and in 2018 amounted to € 598,266.

Acquisitions of property, plant and equipment for 2018 amount to € 112.468 for land, € 301.246 for buildings € 130.418 for Means of Transportation and € 272.727 for Furniture and other equipment.

In respect of the composition of assets, liabilities, equity and profit and loss for FY 2018 as well as the accounting principles applied by the company, an extensive analysis is presented in the Notes to Financial Statements, which constitute an integral part of the Annual Financial Statements.

## 2. KEY RISKS

## Supply chain and cooperation regulations

The key raw materials used by the Company are oilseeds such as sunflower, rapeseed, cottonseed, linseed, etc. Until recently, most of these materials were imported from third countries. However, in the recent years due to the refineries' obligation to blend diesel fuel with Biodiesel, ie fuel from renewable raw materials – such as used oils and seed oils – there has been a new dynamic growth in Greece of energy crops such as that of sunflower and rapeseeds.

The regulations of cooperation with suppliers ensure the Company competitive prices, alternatives, flexibility and quality of goods.

The Company is accustomed, in particular with significant suppliers, to validating in writing the cooperation agreements.

## Future prospects and how they are influenced by the effective regulatory framework

Biodiesel holds the largest proportion of the Company's turnover. The prospects of the sector are optimistic despite the financial crisis.

Biodiesel is not sold in the Greek market but is only sold to refineries and class A wholesaler, who also has the obligation to mix the quantities of diesel they sell with Biodiesel. Customers of the produced biofuel - Biodiesel - are refineries and fuel companies which based on the effective legislation, perform the blending of Biodiesel with mineral diesel.

AGROINVEST S.A. participates in the annual allocation invitations of the Ministry of Environment and Energy, which determines the quantity to be allocated and then a Joint Ministerial Decision is issued with the quantities distributed per participating company and the quantity that will be received by the refineries (ELPE and MOTOR OIL). The

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#### **Annual Financial Statements for FY 2018**



quantities per company depend on the rating of the companies according to the gravity of each of the aforementioned criteria.

In 2018, AGROINVEST S.A. as published in the Government Gazette B' 3081/27.07.2018, concentrated the highest score and received 25,83% of the allocated quantity among the participating companies.

The customers to whom Biodiesel is sold are "Hellenic Petroleum S.A.", "MOTOR OIL", "CORAL" and "AVIN". Of the annual quantity that the "Hellenic Petroleum" and "MOTOR OIL" refineries are required to buy, the suppliers who sell this quantity will be predefined by 85% by relevant Joint Ministerial Decision of the Ministry of Environment and Energy.

In addition to the allocated quantity, in the allocation of the Joint Ministerial Decision there is a 15% of the allocation which the Company can freely negotiate with the refineries. And in this part AGROINVEST S.A. receives significant quantities offering competitive prices.

Finally, the A' diesel traders are also required to mix Biodiesel at a rate of 7%, of which AGROINVEST S.A. also receives significant quantities due to competitive prices.

#### Other risk related to the Company's operations or its sector

The Company is not exposed to other risks related to its or its sector operations.

#### 3. ENVIRONMENTAL ISSUES

#### The Company's actual and potential impact on the environment

The Company fully complies with the legislation on prevention and control of pollution arising from its operations.

#### Procedures applied by the Company for prevention and control of pollution and environmental impact

The Company recognizes the great importance of protecting the environment. In this direction, a registered environmental management system compliant with the requirements of ISO 14001: 2004 is put in operation so that the procedures taking place in the Company and its subcontractors become more environmentally friendly by reducing its environmental footprint, due to its operation. Within this system, the Company's management is committed to the following actions:

It defines environmental performance characteristics for every procedure that takes place in it.

In operates in accordance with existing environmental legislation and regulations.

It develops operational procedures aimed at preventing environmental pollution.

Progressively and through objectives and programs, it will improve the level of environmental protection by reducing waste arising from the operational activities of AGROINVEST S.A., promoting recycling, re-use, as well as safe transportation and disposal of its waste.

AGROINVEST S.A. discloses information about its environmental performance to its employees as well as any other party that may need it.

The Company minimizes the chances of environmental accidents, and is able to address the pollution that may arise from such an accident.

AGROINVEST S.A. cooperates with suppliers, partners, customers to help them develop interest in protecting the environment.



The Company promotes appropriate staff training to ensure that it is in a position to operate in accordance with the commitments of the present environmental policy.

## Reference to the development of green products and services (if any)

The Company does not produce green products.

#### 4. LABOR ISSUES

## Diversification and equal opportunities policy (regardless of gender, religion, disadvantage or other aspects)

The Company recruits and employs staff without discriminating against gender, disadvantage or other aspects.

### Respect for employees' rights and trade union liberty

Employees' rights are fully respected and there is a climate of working peace. Trade union liberties are not limited in any way.

#### Health and safety at work, training systems, promotion mode etc.

The Company employs a doctor and a security technician.

The Company educates its staff on new skills with seminars on the subject of work, according to the priorities set by the Management every year.

The staff is continuously assessed by the relevant directors and the relevant reports are evaluated by the Management for possible promotions, salary increases, employee transfers.

## 5. FINANCIAL PERFORMANCE RATIOS (FPR) AND NON FINANCIAL PERFORMING RATIOS (NFPR)

The Financial Performance Ratios which are regraded by the Company for 2017 are:

#### Financial structure ratios

	<u>31.12.2018</u>		<u>31.12.2017</u>		
Current assets	69.239.130	= 54,52%	60.915.142		50,75%
Total assets	126.991.113	= 54,52%	120.040.225	- =	50,75%
	31.12.2018		31.12.2017		
Tangible assets	56.474.334	44.470/	57.829.604		40.400/
Total assets	126.991.113	= 44,47%	120.040.225	- =	48,18%

The above ratios present the capital ratio recorded in current and fixed assets.



	<u>31.12.2018</u>	<u>31.12.2017</u>
Equity	105.003.719	96.938.461
Total liabilities	- = <del>- 4,78</del> 21.987.393	23.101.764 = <b>4,20</b>

The above ratio presents the financial adequacy of the Company.

	<u>31.12.2018</u>		<u>31.12.2017</u>	
Total liabilities	21.987.393	47.240/	23.101.764	40.05%
Total equity and liabilities	126.991.113	17,31%	120.040.225	- = 19,25%
	31.12.2018		31.12.2017	
Equity	105.003.719	92 600/	96.938.461	90.759/
Total equity and liabilities	126.991.113	82,69%	120.040.225	<del>-</del> = 80,75%

The above ratios present the Company's borrowings.

	<u>31.12.2018</u>	<u>31.12.2017</u>
Equity	105.003.719	96.938.461
Fixed assets	= = = = = = = = = = = = = = = = = = =	1,86 = 1,68 57.829.604

This ratio presents the extent of the Company's assets financing from its Equity.

	<u>31.12.2018</u>		<u>31.12.2017</u>	
Current assets	69.239.130	4.46	60.915.142	4.00
Short-term liabilities	15.523.056	4,46	13.143.067	4,63

This ratio presents the Company's potential to cover its short-term liabilities through its current assets.

<u>31.12.2018</u> <u>31.12.2017</u>



This ratio presents the proportion of Current Assets financed thorough the surplus of lasting capital (Equity s and Long-tem liabilities).

## Financial performance and efficiency ratios

	<u>31.12.2018</u>		<u>31.12.2017</u>	
Net operating results	8.253.667	7.500/	6.846.498	7 040/
Sales of inventory & services	109.240.342	= 7,56%	93.713.254	7,31%

This ratio presents the Company's performance of the Company without taking into account extraordinary and non-operating results.

	<u>31.12.2018</u>		<u>31.12.2017</u>	
Net earnings before tax	11.840.271	40.040/	9.858.197	40.50%
Total revenues	109.240.342	= 10,84%	93.713.254	10,52%

This ratio presents the total performance of the Company in comparison with its total revenue.

	<u>31.12.2018</u>		<u>31.12.2017</u>	
Net earnings before tax	11.840.271	44.000/	9.858.197	40.470/
Equity	105.003.719	11,28%	96.938.461	10,17%

This ratio presents the performance of the Company's Equity

	<u>31.12.2018</u>		<u>31.12.2017</u>	
Gross earnings	18.524.996	46.069/	17.400.862	40 E70/
Sales of inventory & services	109.240.342	= 16,96%	93.713.254	18,57%

This ratio presents the proportional size of gross profit on the sales of the Company.



#### Non Financial Performance Ratios

The Company does not record Non Financial Performance Ratios.

The Company selects FPR depending on its needs. The above FPR are estimated as the most significant ones, are widely spread and the data regarding their recoding arise from the Financial Statements.

#### 6. ADDITIONAL INFORMATION

#### Projected course of the Company's development

The Company is focused on continuous improvement at three levels: organizational, product quality, financials. At these three levels growth is continuous and is confirmed by the results of its financial figures and the increase of its customer base.

#### Company Activities in Research and Development (if any)

The Company has so far not been involved in research and development, will consider this policy in the near future.

## Information relating to acquisition of treasury shares as provided for in Article 49 of Codified Law 4548/2018

The Company holds no equity shares.

### The Company's branches

The offices of the Company's headquarters (at 517 Vouliagmenis Avenue) house the management, its financial and commercial services. There is a branch in Achladi Fthiotida as the industrial complex of the Company is established and operates there. The Company has offices in Thessaloniki at 15-17 Antonis Tritsis Street, where supplies from abroad are carried out and its export activity is coordinated. Moreover, the Company has branches in Kranidi Ermionida in the location of Thina, Argolida, in Aegina in the location Nisida Agios Ioannis and in Sofiko Korinth, in the location Steri Saronic Gulf as well as floating units for fattening fish.

#### **Financial Risks**

The Company is exposed to the following financial risks in the context of its usual operations:

- Credit risk
- Liquidity risk
- Market risk

Risk management is performed by the Financial Department of the Company, in cooperation with the other departments, in line with the directives and approvals of the Company's Board of Directors.

#### **Credit Risk**

Credit risk is the risk of loss of the Company in case a customer or a third party in a financial instrument transaction fails to meet its contractual obligations and is primarily related to receivables from loans, customers and cash available.

Due to the Company's participation in the annual calls of the Ministry of Environment and Energy to sell Biodiesel to refineries, which constitutes the largest part of sales, the Company has no significant risk concentration. Based on the credit policy approved by the Company's Board of Directors and applied at the Group level, every new customer is reviewed on an individual basis for his'her credit rating before the usual payment terms are proposed. For each



customer, credit limits are set, which are reviewed according to current conditions and if required, the terms of sales and collections are adjusted. Customer credit limits are generally determined on the basis of the insurance limits set for them by insurance companies. When recording customer credit risk, customers are grouped according to their credit characteristics, the maturity characteristics of their receivables and any past receivable problems they have demonstrated. Customers and other receivables include mainly wholesalers of the Company. Customers identified as "high risk customers" are classified into a special subgroup future sales shall be pre-collected and approved by the Board of Directors.

Under the insurance contracts of the Company, the credit risk is limited, as additional collateral or other insurance (eg letters of guarantee) is required where necessary.

Assets, exposed to credit risk at the Statement of Financial Position reporting date are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Financial assets held for sale	0	10.300
Other financial assets	10.300	0
Cash and cash equivalents	8.239.672	6.842.336
Trade and other receivables	30.665.142	24.541.662
Total	38.894.814	31.394.298

## Liquidity Risk

Liquidity risk is the risk that the Company may not be able to meet its financial obligations when they expire. The liquidity management approach adopted by the Company is to ensure the necessary cash and sufficient credit limits from the cooperating banks so that it has enough liquidity to meet its obligations when they expire under normal and difficult conditions without any unacceptable damage or risking the Company's reputation. In order to avoid liquidity risks, the Company makes projections for cash flows for a period of one year to ensure that it has sufficient cash to cover its operational needs, including the coverage of its financial liabilities. This policy does not take into account the relative impact of extreme conditions that can not be predicted.

The maturity of the financial liabilities on 31/12/2018 and 31/12/2017 is analyzed as follows:

### 31/12/2018

Amounts in €	Short-t	erm	Long	-term
	Within 6 months	6 to 12 months	1 to 5 years	Over 5 years
Long-term borrowing	1.875.000	1.375.000	4.000.471	0
Short-term borrowing	41.915	0	0	0
Financial lease obligations	152.098	152.098	257.757	0
Trade liabilities	9.362.518	0	0	0
Other short-term liabilities	2.564.427	0	0	0
Total	13.995.958	1.527.098	4.258.227	0



Amounts in €	Short-term		Long	g-term
	Within 6 months	6 to 12 months	1 to 5 years	Over 5 years
Long-term borrowing	375.000	375.000	7.235.948	0
Short-term borrowing	37.718	0	0	0
Financial lease obligations	191.890	191.890	529.324	11.749
Trade liabilities	10.377.968	0	0	0
Other short-term liabilities	1.593.610	0	0	0
Total	12.576.186	566.890	7.765.272	11.749

#### **Market Risk**

#### **Market Prices Risk**

The Company's risk in relation to its investments arises from potentially adverse changes in the current valuation prices of shares and other securities traded on regulated markets.

It is noted that trade portfolio and other financial instruments at fair value through profit and loss are measured at fair value with the valuation differences recognized in the Profit or Loss of the Income Statement.

The Company's risk with respect to trade portfolio, financial instruments at fair value through profit and loss and investment portfolio arises from potentially unfavorable changes in the current prices of shares and other securities. As at 31/12/2018, the assets exposed to market risk amounted to  $\le 67.860$  (31/12/2017:  $\le 110.925$ ). A change of +/-30% for investments whose gains or losses from valuation are recognized in profit or loss and accumulated in equity will result in a change of +/-  $\le 20.358$ .

## **Currency Risk**

The Company is exposed to currency risk regarding inventory acquisitions in a currency that differs from its functional currency, which is Euro. The currency in which such transactions are usually performed is US dollar. Total borrowings are performed in Euro and there are no receivables in foreign currency.

#### Interest Rate Risk

Changes in interest rates can affect the Company's net income by increasing the cost of servicing the debt it undertakes to finance. Changes in the level of interest rates can also influence, among other things, cost and availability of debt financing and, by extension, the Company's ability to achieve attractive returns on its investments.

The following table presents sensitivity of the Company's Income Statement and Equity based on a reasonable change in the interest rate of +/- 1%:

	Variable		Variab	ole
	1%	-1%	1%	-1%
Amounts in €	31/12/2018		8 31/12/2017	
Earnings before tax	(3.853)	3.853	21.062	(21.062)
Equity	(3.853)	3.853	21.062	(21.062)



Ilioupoli, August 30, 2019
As and on behalf of the Board of Directors

IOANNIS VOGIATZIS
Chairman of the BoD &

Chief Executive Officer



## **Statement of Comprehensive Income**

Amounts in €	Notes	01/01 - 31/12/2018	01/01- 31/12/2017
Sales	26	109.240.342	93.713.254
Cost of sales	27	(90.715.346)	(76.312.392)
Gross profit	•	18.524.996	17.400.862
Administrative expenses	27	(3.880.076)	(4.452.075)
Operating expenses	27	(3.041.653)	(2.996.885)
Other revenues	28	880.177	661.285
Other expenses	29	(191.303)	(156.911)
Operating profit		12.292.141	10.456.276
Other financial results	30	(15.476)	(11.522)
Financial expenses	31	(525.512)	(641.216)
Financial income	32	89.117	54.659
Earnings/(Losses) before tax		11.840.271	9.858.197
Income tax	33	(3.586.604)	(3.011.699)
Earnings/(Losses) after tax	;	8.253.667	6.846.498
Other Comprehensive Income			
Items not subsequently reclassified in the Income Statement			
Revaluation of employee benefits obligations		16.296	(20.491)
Deferred tax on revaluation of employee benefits obligations		(4.074)	5.942
Other Comprehensive Income for the Period after Tax		12.222	(14.549)
Total Comprehensive Income for the Period after Tax	-	8.265.889	6.831.949



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Stateme	nt ot	<b>Finan</b>	CIAL	Position
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Statement of Financial Position	Notes	31/12/2018	31/12/2017
Amounts in €			
Assets			
Non-current assets			
Tangible assets	4	56.474.334	57.829.604
Intangible assets	5	2.920	4.105
Investment in subsidiaries	6	13.480	4.500
Investment in associates	7	9.100	9.100
Investment portfolio		0	10.300
Other financial assets	8	10.300	0
Investment property	9	598.266	598.266
Other non-current assets	10	207.677	165.085
Deferred tax assets	11 _	435.906	504.123
	_	57.751.983	59.125.083
Current assets			
Inventory	12	30.214.143	29.361.174
Trade and other receivables	13	26.929.637	19.332.248
Other receivables	14	3.725.505	5.209.415
Other current assets	15	62.313	59.046
Trade portfolio and financial assets at fair value through profit and loss	16	67.860	110.925
Cash and cash equivalents	17	8.239.672	6.842.336
		69.239.130	60.915.142
Total assets		69.239.130 126.991.113	60.915.142 120.040.225
Total assets EQUITY AND LIABILITIES	_		
	<del>-</del>		
EQUITY AND LIABILITIES Equity Share capital	18		
EQUITY AND LIABILITIES Equity	18	126.991.113	120.040.225
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves		75.000.000 105.856 3.432.706	75.000.000 105.856 2.998.948
EQUITY AND LIABILITIES Equity Share capital Share premium	18	75.000.000 105.856	75.000.000 105.856
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves	18	75.000.000 105.856 3.432.706	75.000.000 105.856 2.998.948
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities	18 19 —	75.000.000 105.856 3.432.706 26.465.157	75.000.000 105.856 2.998.948 18.833.657
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations	18 19 — — 11	75.000.000 105.856 3.432.706 26.465.157 105.003.719	75.000.000 105.856 2.998.948 18.833.657 <b>96.938.461</b>
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation	18 19 — — 11 20	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998	75.000.000 105.856 2.998.948 18.833.657 <b>96.938.461</b> 337.795 1.351.179
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants	18 19 — 11 20 21	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998 491.130	75.000.000 105.856 2.998.948 18.833.657 <b>96.938.461</b> 337.795 1.351.179 492.703
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation	18 19 — — 11 20	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998	75.000.000 105.856 2.998.948 18.833.657 <b>96.938.461</b> 337.795 1.351.179
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants Long-term borrowing liabilities	18 19 — 11 20 21	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998 491.130	75.000.000 105.856 2.998.948 18.833.657 <b>96.938.461</b> 337.795 1.351.179 492.703
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants Long-term borrowing liabilities  Short-term liabilities	18 19 ——————————————————————————————————	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998 491.130 4.258.228 6.464.337	75.000.000 105.856 2.998.948 18.833.657 <b>96.938.461</b> 337.795 1.351.179 492.703 7.777.020 <b>9.958.697</b>
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants Long-term borrowing liabilities  Short-term liabilities Suppliers and other liabilities	18 19 ——————————————————————————————————	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998 491.130 4.258.228 6.464.337	75.000.000 105.856 2.998.948 18.833.657 96.938.461 337.795 1.351.179 492.703 7.777.020 9.958.697
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants Long-term borrowing liabilities  Short-term liabilities Suppliers and other liabilities Income tax payable	18 19 ——————————————————————————————————	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998 491.130 4.258.228 6.464.337 9.362.518 521.494	75.000.000 105.856 2.998.948 18.833.657 96.938.461 337.795 1.351.179 492.703 7.777.020 9.958.697
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants Long-term borrowing liabilities  Short-term liabilities Suppliers and other liabilities Income tax payable Short-term borrowing liabilities	18 19 	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998 491.130 4.258.228 6.464.337 9.362.518 521.494 3.596.111	75.000.000 105.856 2.998.948 18.833.657 96.938.461  337.795 1.351.179 492.703 7.777.020 9.958.697  10.377.958 0 1.171.499
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants Long-term borrowing liabilities  Short-term liabilities Suppliers and other liabilities Income tax payable	18 19 ——————————————————————————————————	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998 491.130 4.258.228 6.464.337 9.362.518 521.494 3.596.111 2.042.933	75.000.000 105.856 2.998.948 18.833.657 96.938.461  337.795 1.351.179 492.703 7.777.020 9.958.697  10.377.958 0 1.171.499 1.593.610
Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants Long-term borrowing liabilities  Short-term liabilities Suppliers and other liabilities Income tax payable Short-term borrowing liabilities Other short-term liabilities	18 19 	75.000.000 105.856 3.432.706 26.465.157 105.003.719  332.982 1.381.998 491.130 4.258.228 6.464.337  9.362.518 521.494 3.596.111 2.042.933 15.523.056	75.000.000 105.856 2.998.948 18.833.657 96.938.461  337.795 1.351.179 492.703 7.777.020 9.958.697  10.377.958 0 1.171.499 1.593.610 13.143.067
EQUITY AND LIABILITIES Equity Share capital Share premium Other reserves Retained earnings  Long-term liabilities Deferred tax obligations End of service employees benefits obligation Government grants Long-term borrowing liabilities  Short-term liabilities Suppliers and other liabilities Income tax payable Short-term borrowing liabilities	18 19 	75.000.000 105.856 3.432.706 26.465.157 105.003.719 332.982 1.381.998 491.130 4.258.228 6.464.337 9.362.518 521.494 3.596.111 2.042.933	75.000.000 105.856 2.998.948 18.833.657 96.938.461  337.795 1.351.179 492.703 7.777.020 9.958.697  10.377.958 0 1.171.499 1.593.610



## **Statement of Changes in Equity**

Amounts in €	Number of shares	Share capital	Share premium	Other reserves	Retained earnings	Total Equity
Balance at 1/1/2018	25.000.000	75.000.000	105.856	2.998.948	18.833.657	96.938.461
Adjustments due to IFRS 9					(200.631)	(200.631)
Adjusted balance as at 1st January 2018	25.000.000	75.000.000	105.856	2.998.948	18.633.027	96.737.831
Transfer between reserves and retained earnings				83.792	(83.792)	0
Statutory reserve formation		0	0	349.966	(349.966)	0
Transactions with owners		0	0	433.758	(433.758)	0
Annual earnings		0	0	0	8.253.667	8.253.667
Total comprehensive income						
Revaluation of employees benefit obligations		0	0	0	16.296	16.296
Deferred tax on revaluation of employees benefit obligations		0	0	0	(4.074)	(4.074)
Other comprehensive income for the annual period after tax		0	0	0	12.222	12.222
Total comprehensive income after tax		0	0	0	8.265.889	8.265.889
Balance at 31/12/2018	25.000.000	75.000.000	105.856	3.432.706	26.465.157	105.003.719

## Agroinvest S,A,

## **Annual Financial Statements for FY 2018**



Amounts in €	Number of shares	Share capital	Share premium	Other reserves	Retained earnings	Total Equity
Balance as at 1/1/2017	25.000.000	75.000.000	105.856	2.392.545	12.608.111	90.106.512
Transfer between reserves and retained earnings		0	0	71.636	(71.636)	0
Statutory reserve formation		0	0	534.767	(534.767)	0
Transactions with owners		0	0	606.403	(606.403)	0
Annual earnings		0	0	0	6.846.498	6.846.498
Total comprehensive income						
Revaluation of employees benefit obligations		0	0	0	(20.491)	(20.491)
Deferred tax on revaluation of employees benefit obligations		0	0	0	5.942	5.942
Other comprehensive income for the annual period after tax		0	0	0	(14.549)	(14.549)
Total comprehensive income after tax		0	0	0	6.831.949	6.831.949
Balance at 31/12/2018	25.000.000	75.000.000	105.856	2.998.948	18.833.657	96.938.461



## **Statement of Cash Flows**

Amounts in €	01/01 - 31/12/2018	01/01- 31/12/2017
Cash flows from operating activities		
Earnings/(Losses) before tax	11.840.271	9.858.197
Total adjustments	3.068.160	3.203.247
Cash flow from operating activities before changes in working capital	14.908.430	13.061.443
Working Capital Changes		
Increase/(decrease) in inventory	(852.969)	(1.766.413)
Increase/(decrease) in receivables	(7.801.287)	(3.876.191)
Increase/(decrease) in other receivables	(1.589.643)	(4.749.727)
Increase/(decrease) in liabilities (minus banks)	(564.655)	320.114
	(10.808.554))	(10.072.227)
Cash flows from operating activities	4.099.876	2.989.216
Paid interest	(468.601)	(643.455)
Paid income tax	(9.875)	(8.824)
Net cash flows from operating activities	3.621.400	2.336.937
Cash flows from investing activities		
Acquisition of tangible assets	(1.323.189)	(4.890.172)
Revenue from sales of tangible assets	66.353	68.300
Interest collected	89.117	54.659
Grants collected	82.219	500.197
Investments in associates	(8.980)	0
Net cash flows from investing activities	(1.094.480)	(4.197.016)
Cash flows from financing activities	40.505	
Loans received	13.525	3.033.756
Loans paid	(759.329)	(7.000.030)
Repayment of financial lease	(383.781)	(383.781)
Net cash flows from financing activities	(1.129.584)	(4.350.055)
Net increase / (decrease) in cash and cash equivalents	1.397.336	(6.210.134)
Cash and cash equivalents at the beginning of the period	6.842.336	13.052.470
Cash and cash equivalents at the period end	8.239.672	6.842.336



Profit adjustments are analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01- 31/12/2017
Adjustments:		
Depreciations	2.655.982	2.603.884
Provisions	0	114.219
Earnings/(Losses) from the sale of tangible assets	(7.634)	15.394
Grant depreciations	(83.792)	(92.814)
Non cash expenses	24.145	2.758
Interest income and similar revenue	(89.117)	(54.659)
Interest expenses and similar expenses	525.512	641.216
Earnings/(Losses) of fair value trade portfolio	43.065	(26.753)
Total adjustments	3.068.160	3.203.247



## 1. General Information about the Company

The Financial Statements of AGROINVEST S.A. (hereinafter the "Company") have been prepared in compliance with the International Financial Reporting Standards as issued by the International Accounting Standards Board and adopted by the European Union. The Regular General Meeting of Shareholders held on 08/09/2017 decided to apply the International Financial Reporting Standards as a framework for the preparation of the Company's Financial Statements.

The Company under the discreet title "AGROINVEST S.A." is domiciled in Greece in the Municipality of Ilioupoli of Attica. The Company's term of duration is 50 years starting from its establishment and can be extended following a resolution of the General Shareholders Meeting. The Company operates as a holding societe anonyme according to Greek legislation and specifically according to the provisions of C.L. 2190/1920 on societe anonyme, as effective.

The Company's key scope of operations is:

- processing oilseeds, producing, refining and processing the manufactured products, as well as their trading,
- concentrating, importing, maintaining, storing, processing, trading, producing agricultural products and every kind of products, industrial or non-industrial, relating to agricultural, livestock, poultry, industrial production and aquaculture,
- trading cereal and their products, raw or after process,
- · producing and trading animal feed,
- producing and trading fuels (Biodiesel),
- · establishing and manufacturing every kind of aquaculture units and stations

On December 31, 2018 the Group's headcount amounted to 214, whereas on December 31, 2017 it amounted to 204.

The attached Financial Statements of December 31, 2018 were approved by the Company's Board of Directors on August 30, 2019 and are subject to the final approval of the Annual Regular General Meeting of Shareholders. The Financial Statements are consolidated under the full consolidation method in the Financial Statements of TEKMOR S.A., domiciled in Greece, whose participating interest in the Company as at 31/12/2017 stood at 99,995%.

## 2. Framework for Preparation of Financial Statements

The current Financial Statements of the Company for the period 2018 (1 January 2018 – 31 December 2018), have been prepared in accordance with the historic cost convention with the exception of valuation of specific assets and liabilities at current values and going concern principle and are in accordance with the International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB), as well as their interpretations as issued by the IFRIC of the IASB and adopted by the European Union until 31 December 2018.

The accounting principles described below have been successively applied to all the presented periods. The preparation of financial statements in accordance with the generally accepted accounting principles requires the use of certain estimates and assumptions that affect the reported amounts of assets and liabilities as well as disclosure of contingent assets and liabilities as at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on the best knowledge of the Management with respect to current events and actions, actual results may differ from these estimates.

The reporting currency is Euro and all the amounts are recorded in Euro unless otherwise stated.

## 2.1 Changes in accounting policies

The accounting principles and calculations, based on which the financial statements were prepared, are consistent with those used for the preparation of the annual financial statements for FY year ended as at



31/12/2017, and have been consistently applied to all the presented periods, except for the following amendments, adopted by the Company as at 01/01/2018. The Company applied for the first time IFRS 15 "Revenue from Contracts with Customers" and IFRS 9 "Financial Instruments". The nature and impact of all the changes are analyzed below.

## 2.1.1 New Standards, Interpretations, Revisions and Amendments to existing Standards that are effective and have been adopted by the European Union

The following new Standards, Interpretations and amendments of IFRSs have been issued by the International Accounting Standards Board (IASB), are adopted by the European Union, and their application is mandatory from or after 01/01/2018.

## IFRS 15 "Revenue from Contracts with Customers" (effective for annual periods starting on or after 01/01/2018)

In May 2014, the IASB issued a new Standard, IFRS 15. The Standard fully converges with the requirements for the recognition of revenue in both IFRS and US GAAP. The key principles on which the Standard is based are consistent with much of current practice. The new Standard is expected to improve financial reporting by providing a more robust framework for addressing issues as they arise, increasing comparability across industries and capital markets, providing enhanced disclosures and clarifying accounting for contract costs. The new Standard will supersede IAS 11 "Construction Contracts", IAS 18 "Revenue" and several revenue related Interpretations.

## Effect of applying IFRS 15 "Revenue from Contracts with Customers"

On 01/01/2018, the Company adopted IFRS 15, applying this Standard retrospectively, recognizing the cumulative effect of the initial application at the initial application date. Therefore, it recognized the effect of the transition cumulatively in the item "Retained Earnings", while the comparative amounts were not restated. However, the the first application of IFRS 15 had no effect on the Company's profitability or financial position and, therefore, no adjustment has been made to "Retained Earnings".

The Company's revenue mainly arises from sale of products and services.

The Company recognizes revenue when (or as) it fulfills a performance obligation by transferring a promising product or service (ie an asset) to a customer. An asset is transferred when (or as) the customer acquires control over that asset. The customer acquires control over an asset (good or service) when it can direct its use and receive substantially all the residual benefits arising from it.

The amount of revenue recognized is the amount allocated to the contract performance obligation that has been fulfilled. The commitment to execute the contract can be fulfilled either at a particular point in time or over time. For execution commitments that are fulfilled over time, the Company recognizes revenue over time, selecting the most appropriate method of measuring progress in meeting each execution commitment. Appropriate methods of measuring progress include both output methods and input methods.

## • IFRS 9 "Financial Instruments" (effective for annual periods starting on or after 01/01/2018)

In July 2014, the IASB issued the final version of IFRS 9. The package of improvements introduced by the final version of the Standard, includes a logical model for classification and measurement, a single, forward-looking "expected loss" impairment model and a substantially-reformed approach to hedge accounting.

FRS 9 "Financial Instruments" replaces IAS 39 "Financial Instruments: Recognition and Measurement" for annual periods beginning on or after 01/01/2018. The Company has applied the new Standard retrospectively from 01/01/2018 without restating the comparative information of previous years. Therefore, the adjustments arising from the new classification and the new impairment regulations are not presented in the Statement of Financial Position as of 31/12/2017, but were recognized in the Statement of Financial Position as of 01/01/2018.

## Effect of IFRS 9 implementation

#### Classification and measurement

IFRS 9 eliminates the previous categories of financial assets under IAS 39: held-to-maturity, loans and receivables and available-for-sale. Adoption of IFRS 9 had no effect on the Company's accounting policies regarding financial liabilities. The effect of IFRS 9 on the classification and measurement of financial assets is presented below as follows.



Under IFRS 9, financial instruments are subsequently measured at fair value through profit or loss, amortized cost, or fair value through other comprehensive income. The classification is based on two criteria:

- financial asset management business model includes holding the asset for the purposes of collecting contractual cash flows,
- contractual cash flows of the financial asset consist exclusively of repayment of capital and interest on the outstanding balance ("SPPI" criterion).

Financial assets (equity investments) that the Company had designated as available for sale under IAS 39 are now classified as other financial assets and will be measured at fair value through other comprehensive income. Changes in the valuation of equity instruments are included in items that will not be classified in the income statement in the future. IFRS 9 permits entities the irrevocable option to measure an investment in equity instrument that is not held for trading at fair value through other comprehensive income.

Financial assets at fair value through profit or loss include equity instruments that the Company had not irrevocably selected to be classified in the income statement as at initial recognition or transfer. This category also includes securities, whose cash flows do not meet the SPPI criterion or which the Company does not hold in a business model for the purpose of collecting conventional cash flows, or collecting and selling conventional cash flows. Gains or losses on financial assets at fair value through profit or loss are recognized in the income statement.

#### **Impairment**

IFRS 9 adoption has brought about a change in the accounting treatment of impairment losses for financial assets as it replaced the treatment under IAS 39 for the recognition of incurred losses with the recognition of expected credit losses.

Contractual assets and liabilities from Customers: The Company applies the simplified IFRS 9 approach in order to calculate expected credit losses, according to which provision for impairment is always measured at an amount equal to the expected credit loss over time regarding receivables from customers and contractual assets.

To determine expected credit losses in respect of receivables from customers, the Company uses a credit loss matrix, based on the maturity of balances, based on the Company's historical credit loss data, adjusted for future factors with respect to debtors and financial environment.

In particular, in order to define expected credit losses in respect of conventional assets, the estimated early termination rate, the amount of early termination clauses and the relevant rate of recoverability are taken into account. As at 01/01/2018, provision for losses for the Company increased by € 200 thousand. The increase in the provision resulted in the corresponding adjustment of the item "Retained Earnings"

## IFRS 9 adoption regarding the Company

The following table presents readjustments made to every separate item of the Statement of Financial Position as a result of applying IFRS 9. The items, not affected by changes in the new standard, are not included in the table.

(Amounts in €)			
Statement of financial position	31/12/2017	IFRS 9	1/1/2018
Investment Portfolio	10.300	(10.300)	0
Other financial assets	0	10.300	10.300
Customers and other trade receivables	19.332.248	(200.631)	19.131.617
Retained earnings	18.833.657	(200.631)	18.633.026



 Clarification to IFRS 15 "Revenue from Contracts with Customers" (effective for annual periods starting on or after 01.01.2018)

In April 2016, the IASB published clarifications to IFRS 15. The amendments to IFRS 15 do not change the underlying principles of the Standard, but clarify how those principles should be applied. The amendments clarify how to identify a performance obligation in a contract, how to determine whether a company is a principal or an agent and how to determine whether the revenue from granting a license should be recognized at a point in time or over time. The amendments do not affect the corporate Financial Statements.

 Amendment to IFRS 2: "Classification and Measurement of Share-based Payment Transactions" (effective for annual periods starting on or after 01.01.2018)

In June 2016, the IASB published narrow scope amendment to IFRS 2. The objective of this amendment is to clarify how to account for certain types of share-based payment transactions. More specifically, the amendments provide requirements on the accounting for the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments, for share-based payment transactions with a net settlement feature for withholding tax obligation, as well as, a modification to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled. The amendments do not affect the corporate Financial Statements.

 Amendments to IFRS 4: "Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts" (effective for annual periods starting on or after 01.01.2018)

In September 2016, the IASB published amendments to IFRS 4. The objective of the amendments is to address the temporary accounting consequences of the different effective dates of IFRS 9 Financial Instruments and the forthcoming insurance contracts Standard. The amendments to existing requirements of IFRS 4 permit entities whose predominant activities are connected with insurance to defer the application of IFRS 9 until 2021 (the "temporary exemption") and also permit all issuers of insurance contracts to recognize in other comprehensive income, rather than profit or loss, the volatility that could arise when IFRS 9 is applied before the new insurance contracts Standard is issued (the "overlay approach"). The amendments do not affect the corporate Financial Statements.

 Annual Improvements to IFRSs – 2014-2016 Cycle (effective for annual periods starting on or after 01.01.2018)

In December 2016, the IASB issued Annual Improvements to IFRSs – 2014-2016 Cycle, a collection of amendments to IFRSs, in response to several issues addressed during the 2014-2016 cycle. The issues included in this cycle and are effective for annual periods starting on or after 01.01.2018 are the following: IFRS 1: Deletion of short-term exemptions for first-time adopters, IAS 28: Measuring an associate or joint venture at fair value. The amendments do not affect the corporate Financial Statements.

 Amendments to IAS 40: "Transfers of Investment Property" (effective for annual periods starting on or after 01.01.2018)

In December 2016, the IASB published narrow-scope amendments to IAS 40. The objective of the amendments is to reinforce the principle for transfers into, or out of, investment property in IAS 40, to specify that (a) a transfer into, or out of investment property should be made only when there has been a change in use of the property, and (b) such a change in use would involve the assessment of whether the property qualifies as an investment property. That change in use should be supported by evidence. The amendments do not affect the corporate Financial Statements.

• IFRIC 22 "Foreign Currency Transactions and Advance Consideration" (effective for annual periods starting on or after 01.01.2018)

In December 2016, the IASB issued a new Interpretation, IFRIC 22. IFRIC 22 provides requirements about which exchange rate to use in reporting foreign currency transactions (such as revenue transactions) when payment is made or received in advance. The new interpretation does not affect the corporate Financial Statements.



## 2.1.2 New Standards, Interpretations, Revisions and Amendments to existing Standards that have not been applied yet or have not been adopted by the European Union

The following new Standards, Interpretations and amendments of IFRSs have been issued by the International Accounting Standards Board (IASB), but their application has not started yet or they have not been adopted by the European Union.

## • IFRS 16 "Leases" (effective for annual periods starting on or after 01.01.2019)

In January 2016, the IASB issued a new Standard, IFRS 16. The objective of the project was to develop a new Leases Standard that sets out the principles that both parties to a contract, i.e. the customer ('lessee') and the supplier ('lessor'), apply to provide relevant information about leases in a manner that faithfully represents those transactions. To meet this objective, a lessee is required to recognize assets and liabilities arising from a lease contract. The above were adopted by the European Union with effective date as of 01/01/2019.

The Management analyzed the expected effect of IFRS 16 on 01/01/2019 as well as its estimated effect on the financial statements.

Under the transition, liabilities arising from existing operating leases will be discounted using the relevant discount rate. The resulting present value will be recognized as a lease liability. The rights to use the assets will be measured equally with the lease liability, adjusted by the amount of any prepaid or accrued lease payments.

The company will apply the new standard using the cumulative effect method, according to which last year's comparative data will not be restated. At the same time, clarifications of reasoning behind the changes in the financial statements will be provided as a result of the first application of IFRS 16.

The final effect of IFRS 16 application Will depend on the discount rate on 01/01/2019, determination of the leases that fall within the scope of the new standard at that date and the final assessment of the lease term, in particular exercising any renewal and termination rights.

As at the financial statements preparation date, the Company has commitments to non-cancellable operating leases of € 182,549 (Note 35.4). However, the Company is in the process of estimating the amount of assets and liabilities for future payments that will be recognized due to these commitments and the way those commitments will affect the income statement as well as cash flows classification.

## Amendments to IFRS 9: "Prepayment Features with Negative Performance Compensation" (effective for annual periods starting on or after 01.01.2019)

In October 2017, the IASB published narrow-scope amendments to IFRS 9. Under the existing requirements of IFRS 9, an entity would have measured a financial asset with negative performance at fair value through profit or loss as the "negative performance" feature would have been viewed as introducing potential cash flows that were not solely payments of principal and interest.

Under the amendments, companies are allowed to measure particular prepayable financial assets with negative performance at amortized cost or at fair value through other comprehensive income if a specified condition is met. The Company will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have been adopted by the European Union with effective date of 01.01.2019.

## • IFRIC 23 "Uncertainty over Income Tax Treatments" (effective for annual periods starting on or after 01.01.2019)

In June 2017, the IASB issued a new Interpretation, IFRIC 23. IAS 12 "Income Taxes" specifies how to account for current and deferred tax, but not how to reflect the effects of uncertainty. IFRIC 23 provides additional requirements to the requirements in IAS 12 by specifying how to reflect the effects of uncertainty in accounting for income taxes. The Company will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have been adopted by the European Union with effective date of 01.01.2019.

## Amendments to IAS 28: "Long-term Interests in Associates and Joint Ventures" (effective for annual periods starting on or after 01.01.2019)

In October 2017, the IASB published narrow-scope amendments to IAS 28. The objective of the amendments is to clarify that companies account for long-term interests in an associate or joint venture – to which the equity method is not applied – using IFRS 9. The Company will examine the impact of the above on its Financial Statements, though it is not expected to have any. The above have been adopted by the European Union with effective date of 01.01.2019.



## Annual Improvements to IFRSs – 2015-2017 Cycle (effective for annual periods starting on or after 01.01.2019)

In December 2017, the IASB issued Annual Improvements to IFRSs – 2015-2017 Cycle, a collection of amendments to IFRSs, in response to several issues addressed during the 2015-2017 cycle. The issues included in this cycle are the following: IFRS 3 - IFRS 11: Previously held interest in a joint operation, IAS 12: Income tax consequences of payments on financial instruments classified as equity, IAS 23: Borrowing costs eligible for capitalization. The amendments are effective for annual periods beginning on or after 1 January 2019. The Company will examine the impact of the above on its Financial Statements. The above have not been adopted by the European Union.

## Amendments to IAS 19: "Plan Amendment, Curtailment or Settlement" (effective for annual periods starting on or after 01.01.2019)

In February 2018, the IASB published narrow-scope amendments to IAS 19, under which an entity is required to use updated assumptions to determine current service cost and net interest for the remainder of the reporting period after an amendment, curtailment or settlement to a plan. The objective of the amendments is to enhance the understanding of the financial statements and provide useful information to the users. The Company will examine the impact of the above on its Financial Statements. The above have not been adopted by the European Union.

## Revision of the Conceptual Framework for Financial Reporting (effective for annual periods starting on or after 01.01.2020)

In March 2018, the IASB issued the revised Conceptual Framework for Financial Reporting (Conceptual Framework), the objective of which was to incorporate some important issues that were not covered, as well as update and clarify some guidance that was unclear or out of date. The revised Conceptual Framework includes a new chapter on measurement, which analyzes the concept on measurement, including factors to be considered when selecting a measurement basis, concepts on presentation and disclosure, and guidance on derecognition of assets and liabilities from financial statements. In addition, the revised Conceptual Framework includes improved definitions of an asset and a liability, guidance supporting these definitions, update of recognition criteria for assets and liabilities, as well as clarifications in important areas, such as the roles of stewardship, prudence and measurement uncertainty in financial reporting. The Company will examine the impact of the above on its Financial Statements. The above have not been adopted by the European Union.

## Amendments to References to the Conceptual Framework in IFRS Standards (effective for annual periods starting on or after 01.01.2020)

In March 2018, the IASB issued Amendments to References to the Conceptual Framework, following its revision. Some Standards include explicit references to previous versions of the Conceptual Framework. The objective of these amendments is to update those references so that they refer to the revised Conceptual Framework and to support transition to the revised Conceptual Framework. The Company will examine the impact of the above on its Financial Statements. The above have not been adopted by the European Union.

## Amendments to IFRS 3: "Definition of a Business" (effective for annual periods starting on or after 01.01.2020)

In October 2018, the IASB issued narrow-scope amendments to IFRS 3 to improve the definition of a business. The amendments will help companies determine whether an acquisition made is of a business or a group of assets. The amended definition emphasizes that the output of a business is to provide goods and services to customers, whereas the previous definition focused on returns in the form of dividends, lower costs or other economic benefits to investors and others. In addition to amending the wording of the definition, the Board has provided supplementary guidance. The Company will examine the impact of the above on its Financial Statements. The above have not been adopted by the European Union.

## Amendments to IAS 1 and IAS 8: "Definition of Material" (effective for annual periods starting on or after 01.01.2020)

In October 2018, the IASB issued amendments to its definition of material to make it easier for companies to make materiality judgements. The definition of material helps companies decide whether information should be included in their financial statements. The updated definition amends IAS 1 and IAS 8. The amendments clarify the definition of material and how it should be applied by including in the definition guidance that until now has



featured elsewhere in IFRS Standards. The Company will examine the impact of the above on its Financial Statements. The above have not been adopted by the European Union.

## IFRS 17 "Insurance Contracts" (effective for annual periods starting on or after 01.01.2021)

In May 2017, the IASB issued a new Standard, IFRS 17, which replaces an interim Standard, IFRS 4. The aim of the project was to provide a single principle-based standard to account for all types of insurance contracts, including reinsurance contracts that an insurer holds.

A single principle-based standard would enhance comparability of financial reporting among entities, jurisdictions and capital markets. IFRS 17 sets out the requirements that an entity should apply in reporting information about insurance contracts it issues and reinsurance contracts it holds. The Company will examine the impact of the above on its Financial Statements. The above have not been adopted by the European Union.

## 3. Summary of key accounting policies

## 3.1 Property, plant and equipment

Items of property, plant and equipment are recognized in the financial statements at acquisition cost, less accumulated depreciation and any potential impairment losses. The acquisition cost includes all direct costs stemming from the acquisition of the assets.

Subsequent expenses are recorded as an increase in the book value of tangible assets or as a separate asset only to the degree that the said expenses increase the future financial gains anticipated from the use of the fixed asset and their cost can be measured reliably.

The cost of repair and maintenance works is recognized in the Income Statement when the said works are realized.

The depreciation of tangible fixed assets (excluding land, which is not depreciated) is calculated based on the straight-line method over their estimated useful life as follows:

Tangible assets	Useful life
Buildings and installations	25 years
Machinery	10 years
Means of transportation	5 - 20 years
Furniture and other equipment	4 - 10 years

The residual value and the useful life of each asset are re-assessed at the end of every financial year.

When the book values of the tangible fixed assets are higher than their recoverable value, then the difference (impairment) is recognized directly as an expense in the Income Statement. Upon sale of tangible assets, the differences between the sale price and their book value are recognized as profits or losses in the Income Statement.

## 3.2 Intangible assets

Intangible assets include mainly software licenses and programs. An intangible asset is initially recognized at acquisition cost.

Following initial recognition, the intangible assets are measured at cost less accumulated amortization and any impairment loss. Amortization is recorded based on the straight-line method during the useful life of the said assets. All intangible assets have a definite useful life which is between 5 and 10 years. The period and method of amortization is redefined at least at the end of every reporting period.

The maintenance of software programs is recognized as an expense when the expense is realized. On the contrary, the costs incurred for improving or prolonging the return of software programs beyond their initial technical specifications, or respectively the costs incurred for the modification of the software, are incorporated in the acquisition cost of the intangible asset, only if they can be measured reliably.



#### 3.3 Investment property

Investment property relates to investments in properties (including land, buildings or parts of buildings, or both) which are held (either through acquisitions or through leasing) by the Group, either to generate rent from its lease or for the increase in its value (increased capital) or for both purposes and are not held: a) to be used for production or distribution of raw materials / services or for administrative purposes; and b) for the sale as part of the company's ordinary activities.

Investment property is initially valued at acquisition cost including transaction expenses. After the initial recognition, the Company has opted for the cost method and measures its investment property in accordance with the requirements of IAS 16 regarding this method.

Transfers to the category of investment property are made only when there is a change in the use of such property assets, evidenced by the fact that they are no longer used by the company, from the end of construction or used for operating leases to a third party. Property transfers from investment property to fixed assets take place only when there is a change in the use of the said property which is proven by the Company's own use of the property or by the Company's commencement to develop this property for sale.

An investment property is derecognized when it is sold, it is permanently retired or when the investment is not expected to generate future economic benefits from its sale.

The profits or losses from the retirement or sale of investment properties are derived from the difference of the net proceeds from the sale and the book value of the asset and are recognized in the Income Statement for the period in which the asset was sold or withdrawn.

#### 3.4 Impairment of assets

Tangible fixed assets and other non-current assets are reviewed for impairment when events or changes in circumstances indicate that their carrying amount may not be recoverable. Whenever the carrying amount of an asset exceeds its recoverable amount, its corresponding impairment loss is recognized in the Income Statement. The recoverable amount of an asset is the largest amount between the estimated net selling price and the value in use. Net selling value is considered to be the feasible annuity from the sale of an asset in the context of a bilateral arm's length transaction, following deduction of any additional direct costs of disposing the asset, while value of use is the present value of the estimated future cash flows expected to be received from on-going use of an asset and from its disposal at the end of its estimated useful life.

If an entity is in no position to estimate the recoverable amount of an asset, for which there is an indication of impairment, it determines the recoverable amount of the cash-generating unit, to which the asset belongs. Reversal of impairment loss on the value of assets recognized in the previous years is performed only when there is sufficient evidence that the impairment is no longer effective or has decreased. In such cases, the above reversal is recognized as income. The Management estimates that there the Company's fixed assets are not impaired and therefore has not calculated the recoverable amounts of its assets.

## 3.5 Investments in subsidiaries and associates

The Company's investments in subsidiaries and associates are measured at acquisition cost less any accumulated impairment losses. An impairment test is performed in compliance with the provisions of IAS 36.

#### 3.6 Financial instruments

A financial instrument is defined as an agreement creating either a financial asset in a company and a financial liability, or, a shareholding in another company.

## **Initial Recognition**

A financial asset or financial liability is recognized in the statement of financial position of the Company when it arises or when the Company becomes part of the contractual terms of the financial instrument.

Financial assets are classified at initial recognition and are subsequently measured at amortized cost at fair value through other comprehensive income and fair value through profit or loss.

Initially, the Company measures financial assets at fair value. Trade receivables (which do not contain significant financial assets) are carried at transaction price.



If a financial asset is to be classified and measured at amortized cost or at fair value through comprehensive income, it shall generate cash exclusively pertaining to capital and interest repayments of the initial capital. The business model applied by the Company for the purposes of managing financial assets refers to the way in which it manages its financial capabilities in order to generate cash flows. The business model determines whether cash flows will arise from collecting contractual cash flows, disposal of financial assets, or both. Acquisition or disposal of financial assets that require delivery of assets within a timeframe specified by a regulation or a contract is recognized as at the transaction date, i.e. as at the date when the Company makes a commitment to acquire or to dispose of the asset.

#### Classification and subsequent measurement

To facilitate subsequent measurement purposes, financial assets are classified into the following categories:

a) Financial assets at fair value through profit and loss

Financial assets at fair value through profit or loss include financial assets held for trading, financial assets designated at initial recognition at fair value through profit or loss, or financial assets that are required to be measured at fair value. Financial assets are classified as held for trading if they are acquired for sale or repurchase in the near future. Derivatives, including embedded derivatives, are also classified as held for trading, unless they are defined as effective hedging instruments. Financial assets with cash flows referring not only to capital and interest payments are classified and measured at fair value through profit or loss, irrespective of the business model.

## b) Financial assets at amortized cost

The Group measures financial assets at amortized cost if both of the following conditions are met: (1) the financial asset is held in order maintain financial assets for the purposes of collecting contractual cash flows; and (2) the contractual terms of the financial asset generating cash flows at specified dates only pertain to capital and interest payments on the balance of the initial capital. Gains and losses are recognized in profit or loss when the asset is derecognized, modified or impaired.

## Derecognition

A financial asset is derecognized when:

- The rights to receive cash flows from the asset have expired, or
- The Company has transferred its rights to receive cash flows from the asset or has undertaken the commitment to fully pay the cash flows received without significant delay to a third party under an arrangement and has either (a) transferred substantially all the risks and the assets of the asset or (b) has neither transferred nor held substantially all the risks and estimates of the asset but has transferred the control of the asset.

#### **Impairment**

The Company recognizes provision for impairment for expected credit losses regarding all financial assets not measured at fair value through profit or loss. Expected credit losses are based on the balance between all the payable contractual cash flows and all discounted cash flows that the Company expects to receive.

Regarding trade receivables, the Company applies simplified approach in order to calculate expected credit losses. Therefore, at every reporting date, provision for losses regarding a financial instrument is measured at an amount equal to the expected credit losses over its lifetime.

## 3.7 Inventory

Inventory is valued at the lowest price between cost and net liquidation value. The cost of finished and semi-finished products includes all costs incurred to obtain and process up to their current state and it includes raw materials, labor costs, general industrial expenses (based on normal operating capacity but excluding cost of debt) and packaging costs. The cost of raw material and of finished products is defined according to the average cost.

The net realizable value of finished and semi-finished products is the estimated selling price during the ordinary operations of the Group minus the estimated costs for their completion and the estimated costs for their sale. The



net liquidation value of raw material is the estimated replacement cost during the Company's ordinary operations. A provision for slow-moving or impaired inventories is formed when necessary.

#### 3.8 Cash and cash equivalents

Cash and cash equivalents cash in hand, sight deposits, term deposits, bank overdrafts and other short-term highly liquid investments of up to three month maturity and low risk.

### 3.9 Share capital

The share capital is defined according to the nominal value of the shares issued by the Company. A share capital increase by cash payment includes every share premium at the initial share capital issuance.

#### Share capital increase expenses

Expenses directly related to a share capital increase are shown subtracted from equity after deducting tax.

#### **Dividends**

Dividends to be paid to shareholders are recognized as a liability in the financial year when they are approved by the Shareholders' General Meeting.

### **Treasury shares**

The Company's shares owned by the Company are recognized at acquisition cost, are included in the 'Treasury Shares' account and are subtracted from the Company's equity until they are cancelled, reissued or resold. Treasury share acquisition cost includes transaction expenditures, after excluding the corresponding income tax. The Company's treasury shares do not reduce the number of outstanding shares; they do, nevertheless, affect the number of shares included in the earnings per share calculation. The Company's treasury shares are not entitled to a dividend. The difference between the acquisition cost and the final price from reselling (or reissuing) the treasury shares is recognized in equity and is not included in the net result for the financial year. On 31/12/2017, the Company did not hold any treasury shares.

#### 3.10 Income Tax and Deferred Tax

The income tax charge includes current taxes, deferred tax and the differences of previous financial years' tax audits.

#### **Current Income Tax**

Current income tax expense includes income tax based on the Company's profits as presented in its tax returns and provisions for additional taxes and is calculated based on the dully or in principal constituted tax rates.

## **Deferred Income Tax**

Deferred taxes are the taxes or the tax reliefs from the financial encumbrances or benefits of the financial year in question, which have been allocated or shall be allocated to different financial years by the tax authorities. Deferred income tax is determined under the liability method deriving from the temporary differences between the book value and tax base of assets and liabilities. There is no deferred income tax if it derives from the initial recognition of an asset or liability at a transaction, other than at a business combination, and the recognition did not affect either the accounting or the tax profit or loss.

Deferred tax assets and liabilities are measured in accordance with the tax rates in effect in the financial year during which an asset or a liability shall be settled, taking into account the tax rates (and tax regulations) which have been or are effectively in force until the Statement of Financial Position reporting date. In case where it is not possible to clearly determine the time needed to reverse the temporary differences, the tax rate applied is the one in force in the day after the Statement of Financial Position reporting date.

Deferred tax assets are recognized at the extent to which there will be a future taxable profit for the use of the temporary difference which creates the deferred tax requirement while being reviewed in each Date of reference and shall be reduced by the extent that it is no longer likely that sufficient taxable profit will be available to allow the use of the benefit of part or all of this deferred tax requirement.

Most changes in the deferred tax assets and liabilities are recognized as part of the tax expenses in the Income Statement for the financial year. Only those changes in assets and liabilities which affect the temporary



differences are recognized directly in the Company's equity resulting in the relative change in deferred tax assets or liabilities to be recognized in equity.

#### 3.11 Government grants

Government grants related to grants for assets are recognized at fair value when there is reasonable assurance that the grant will be received and that all the relevant conditions attached will be met.

These grants are recognized as deferred income, which is recognized in the profits or loss of each reporting period in equal instalments based on the useful life of the asset after deducting all related depreciation expenses.

Grants relating to expenses are recognized after deducting all the relevant expenses during the period required for their systematic correlation with subsidized expenses.

## 3.12 Employee benefits

#### **Short-term Benefits**

Short-term benefits to personnel (except for termination of employment benefits) in cash and in kind are recognized as an expense when considered accrued. Any unpaid amount is recognized as a liability, whereas in case the amount already paid exceeds the benefits' amount, the entity identifies the excess as an asset (prepaid expense) only to the extent that the prepayment shall lead to a future payments' reduction or refund.

#### **Retirement Benefits**

Benefits following termination of employment include lump-sum severance grants, pensions and other benefits paid to employees after termination of employment in exchange for their service. The Company's liabilities for retirement benefits cover both defined contribution plans and defined benefit plans.

The defined contribution plan's accrued cost is recognized as an expense in the financial year where it relates. Pension plans adopted by the Company are partly financed through payments to insurance companies or state social security funds.

#### 1) Defined Contribution Plan

Defined contribution plans pertain to contribution payment to Social Security Organizations and therefore, the Company does not have any legal obligation in case the Fund is incapable of paying a pension to the insured person. The employer's obligation is limited to paying the employer's contributions to the Funds. The payable contribution by the Company in a defined contribution plan is identified as a liability after the deduction of the paid contribution, while accrued contributions are recognized as an expense in the Income Statement.

## 2) Defined Benefit Plan (non-funded)

Under Laws 2112/20 and 4093/2012, the Company must pay compensation upon retirement or termination to its employees. The amount of compensation paid depends on the years of service, the level of wages and the way of leaving service (dismissal or retirement). The entitlement to participate in these plans is usually based on years of service of the employee until retirement.

The liability recognized in the Statement of financial Position for defined benefit plans is the present value of the liability for the defined benefit less the plan assets' fair value (reserve from payments to an insurance company), the changes deriving from any actuarial profit or loss and the service cost. The defined benefit commitment is calculated on an annual basis by an independent actuary through the use of the projected unit credit method. Regarding FY 2017, the selected rate follows the tendency of iBoxx AA Corporate Overall 10+ EUR indices, which is regarded as consistent with the provisions of IAS 19, i.e. is based on bonds corresponding to the currency and the estimated term relative to employee benefits as well as appropriate for long-term provisions.

A defined benefit plan establishes, based on various parameters, such as age, years of service and salary, the specific obligations for payable benefits. Provisions for the period are included in the relative staff costs in the accompanying separate and consolidated Income Statements and comprise of the current and past service cost, the relative financial cost, the actuarial gains or losses and any possible additional charges. Regarding unrecognized actuarial gains or losses, the revised IAS 19 is applied, which includes a number of changes to accounting for defined benefit plans, including:

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- recognition of actuarial gains / losses in other comprehensive income and their permanent exclusion from the Income Statement,
- non-recognition of the expected returns on the plan investment in the Income Statement but recognition of the relative interest on net liability / ( asset ) of the benefits calculated based on the discount rate used to measure the defined benefit obligation,
- recognition of past service cost in the Income Statement at the earliest between the plan modification date or when the relative restructuring or terminal provision are recognized,
- other changes include new disclosures, such as quantitative sensitivity analysis.

## 3.13 Provisions, Contingent Assets and Liabilities

Provisions are recognized when the Company has present legal or imputed liabilities as a result of past events, their settlement is possible through resources' outflow and the exact liability amount can be reliably estimated. The provisions are reviewed on the date of the Financial Statements and are adjusted accordingly to reflect the present value of the expense expected for the settlement of the liability. Restructuring provisions are identified only if there is a detailed restructuring plan and if Management has informed the affected parties on the plan's key points. When the effect of the time value of money is significant, the provision is calculated as the present value of the expenses expected to be incurred in order to settle this liability.

If it is no longer probable that an outflow will be required in order to settle a liability for which a provision has been formed, then it is reversed.

In cases where the outflow due to current commitments is considered improbable or the provision amount cannot be reliably estimated, no liability is recognized in the financial statements.

Contingent liabilities are not recognized in the financial statements but are disclosed except if the probability of an outflow, which encompasses economic benefits, is scarce. Possible inflows from economic benefits for the Company which do not meet the criteria of an asset are considered a contingent asset and are disclosed when the inflow of the economic benefits is probable.

## 3.14 Revenues-Expenses Recognition

Revenue is recognized when it is probable that future economic benefits will flow into the entity and these benefits can be reliably measured. The revenue is measured at the fair value of the consideration received and is net of value added tax, returns and any discounts. The amount of revenue can be efficiently measured when all liabilities relating to the sale have been settled.

#### In particular:

Revenue from sales of goods shall be measured at the fair value of the consideration collected or to be collected and represents the amounts receivable for sold goods and services provided during the normal flow of the Group's operation, net of discounts, VAT and other sales-related taxes. The Company recognizes in the income statement for the year sales of goods at the time when the benefits and risks associated with the ownership of these goods are transferred to the customers.

Revenue from provision of services is accounted for based on the stage of completion of the service in relation to its estimated total cost.

Revenue from operating leases of investment property is recognized gradually during the lease.

Interest income is recognized using the effective rate method which is the rate which is accurately discounts estimated future cash flows to be collected or paid in cash during the estimated life cycle of the financial asset or liability, or when required for a shorter period of time, with its net book value.

Dividends are recognized as income upon establishing their collection right.

Expenses are recognized in profit or loss in the period on an accrual basis. Payments made under operating leases are transferred to the Income Statement as an expense at the time of use of the leased asset.

The interest expense is recognized on an accrual basis.

## 3.15 Leases

## Finance Leases

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Finance leases of fixed assets where all the risks and rewards related to the ownership of an asset have been transferred to the Company, are capitalized at the start of the lease at the asset's fair value or if it is lower, at the present value of the minimum lease payments. The finance lease payments are apportioned to the financial expenses and the decrease of financial liability in order to achieve a fixed interest rate in the remaining balance of the liability. The financial expenses are recognized in the Income Statement. The capitalized leased assets are depreciated based on the shortest period between the expected useful life of the asset and the duration of the lease.

#### **Operating Leases**

Leases where the lessee maintains all the risks and benefits of owning the asset are recognized as operating lease payments. The operating lease payments are recognized as an expense in the Income Statement on a constant basis during the lease term.

### 3.16 Conversion into Foreign Currency

Foreign currency transactions are converted into the functional currency by using the exchange rates applicable on the date when the said transactions were performed. The monetary assets and liabilities which are denominated in foreign currency are converted into the Company's functional currency on the Statement of Financial Position reporting date using the prevailing exchange rate on that day. Any gains or losses due to translation differences that result from the settlement of such transactions during the period, as well as from the conversion of monetary assets denominated in foreign currency based on the prevailing exchange rates on the Statement of Financial Position reporting date, are recognized in the Income Statement.

The non-monetary assets which are denominated in foreign currency and which are measured at fair value are converted into the Company's functional currency using the prevailing exchange rate on the date of their fair value measurement. The currency translation differences from non-monetary items measured at fair value are considered as part of the fair value and thus are recorded in the same account as the fair value differences.

### 3.17 Significant accounting estimates and assumptions

The assumptions and estimates are assessed on a continuous basis according to historic experience and other factors, including expectations on future event outcomes that are considered as reasonable given the current conditions.



# 4. Property, plant and equipment

Changes in the Company's property, plant and equipment are analyzed as follows:

Amounts in €	Land plots	Buildings and Installations	Machinery	Means of transportation	Furniture and other equipment	Assets under construction	Total
Book value at 1/1/2018	10.944.523	42.206.658	59.726.285	1.711.842	2.161.174	4.988.829	121.739.311
Accumulated depreciation	0	(27.208.444)	(34.443.222)	(827.009)	(1.431.033)	0	(63.909.707)
Net book value at 1/1/2018	10.944.523	14.998.214	25.283.063	884.834	730.141	4.988.829	57.829.604
Additions	112.468	301.246	0	130.418	272.727	536.805	1.358.245
Disposals/reductions	0	0	0	(147.705)	0	0	(148.863)
Reclassifications	0	782.243	4.537.086	31.000	0	(5.350.329)	0
Period depreciation	0	(1.703.171)	(681.451)	(110.566)	(159.581)	0	(2.654.796)
Depreciation of disposals/reductions	0	0	0	93.541	0	0	90.145
Book value 31/12/2018	11.056.991	43.290.147	64.263.371	1.725.555	2.433.901	175.305	122.948.693
Accumulated depreciation	0	(28.911.615)	(35.124.673)	(844.034)	(1.590.614)	0	(66.474.359)
Net book value at 31/12/2018	11.056.991	14.378.532	29.138.698	881.522	843.287	175.305	56.474.334

Amounts in €	Land plots	Buildings and Installations	Machinery	Means of transportation	Furniture and other equipment	Assets under construction	Total
Book value at 1/1/2017	10.944.523	42.206.658	59.726.285	1.414.115	2.038.403	18.003	116.347.987
Accumulated depreciation	0	(25.525.516)	(33.756.011)	(753.305)	(1.286.780)	0	(61.321.612)
Net book value at 1/1/2017	10.944.523	16.681.142	25.970.274	660.810	751.623	18.003	55.026.374
Additions	0	0	0	395.974	104.768	4.988.829	5.489.572
Disposals/reductions	0	0	0	(98.247)	0	0	(98.247)
Reclassifications	0	0	0	0	18.003	(18.003)	0
Period depreciation	0	(1.682.928)	(687.211)	(88.257)	(144.253)	0	(2.602.649)
Depreciation of disposals/reductions	0	0	0	14.553	0	0	14.553
Book value 31/12/2017	10.944.523	42.206.658	59.726.285	1.711.842	2.161.174	4.988.829	121.739.311
Accumulated depreciation	0	(27.208.444)	(34.443.222)	(827.009)	(1.431.033)	0	(63.909.707)
Net book value at 31/12/2017	10.944.523	14.998.214	25.283.063	884.834	730.141	4.988.829	57.829.604

The company's tangible fixed assets are subjected to a burden to ensure its lending.

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Book value of tangible fixed assets acquired under finance lease as at 31/12/2018 amounts to € 2.397.334 (31/12/2017: € 2.681.973) and is analyzed as follows:

Amounts in €	Buildings and Installations	Machinery	Total
Book value at 1/1/2018	1.742.986	2.149.198	3.892.184
Accumulated depreciation	(599.391)	(610.820)	(1.210.211)
Net book value at 1/1/2018	1.143.595	1.538.378	2.681.973
Period depreciation	(69.719)	(214.920)	(284.639)
Book value at 31/12/2018	1.742.986	2.149.198	3.892.184
Accumulated depreciation	(669.111)	(825.740)	(1.494.850)
Net book value at 31/12/2018	1.073.876	1.323.458	2.397.334

Amounts in €	Buildings and Installations	Machinery	Total
Book value at 1/1/2017	1.742.986	2.149.198	3.892.184
Accumulated depreciation	(529.672)	(395.900)	(925.572)
Net book value at 1/1/2017	1.213.315	1.753.297	2.966.612
Period depreciation	(69.719)	(214.920)	(284.639)
Book value at 31/12/2017	1.742.986	2.149.198	3.892.184
Accumulated depreciation	(599.391)	(610.820)	(1.210.211)
Net book value at 31/12/2017	1.143.595	1.538.378	2.681.973

# 5. Intangible assets

The Company's intangible assets for FYs 2018 and 2017 are briefly presented in the following tables:

Amounts in €	Software
Book value at 1/1/2018	180.121
Accumulated amortization	(176.016)
Net book value at 1/1/2018	4.105
Period depreciation	(1.185)
Book value at 31/12/2018	180.121
Accumulated amortization	(177.201)
Net book value at 1/1/2018	2.920

Amounts in €	Software
Book value at 1/1/2017	180.121
Accumulated amortization	(174.780)
Net book value at 1/1/2017	5.341
Period depreciation	(1.236)
Book value at 31/12/2017	180.121
Accumulated amortization	(176.016)
Net book value at 31/12/2017	4.105



### 6. Investments in subsidiaries

The item "Investments in subsidiaries" includes the Company's investment of € 4.490 in the non-listed Company "PLYMMI SINGLE MEMBERED COMPANY LIMITED", in the non-listed company "PLYMI LTD" amounting to €4.490, in the non-listed company "RINI Aquaculture EP E" amounting to €4.490 and in the non-listed company "FAIROS Aquaculture EPE" amounting to €4.500.

### 7. Investments in associates

The item "Investments in associates" includes the Company's investment of € 9.100 in the non-listed Company "OPERATOR P.O.A.Y. DIAPORION NISON SARONIKOU KOLPOU SALAMINOS & WIDER AREA I.K.E."

#### 8. Other financial assets

The item "Other financial assets" includes the Company's investment of € 10.300 in the non-listed Company "P.O.A.Y. ARGOLIDOSARKADIAS S.A."

# 9. Investment property

The Company has identified as investment property a property or a component of a property which can be valued separately and constitute an important part of the operating property. The Company measures these investments at cost less any impairment losses and depreciation.

Amounts in €	Investment property (Land plots)
Book value 1/1/2018	598.266
Accumulated depreciation	0
Net book value 1/1/2018	598.266
Period depreciation	0
Book value 31/12/2018	598.266
Accumulated depreciation	0
Net book value 31/12/2018	598.266

Amounts in €	Investment property (Land plots)
Book value 1/1/2017	598.266
Accumulated depreciation	0
Net book value 1/1/2017	598.266
Period depreciation	0
Book value 31/12/2017	598.266
Accumulated depreciation	0
Net book value 31/12/2017	598.266

It is estimated that fair values do not significantly differ from the values recorded in the Company's books for certain property items.

Furthermore, the following amounts, related to investment property, have been recognized in the Income Statement:



Amounts in €	31/12/2018	31/12/2017
Rental income from investment property	7.200	6.700

# 10. Other non-current assets

The Company's other non-current assets are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Guarantees	122.477	115.452
Other long-term assets	85.200	49.633
Net book value	207.677	165.085

Other long-term receivables mainly include advances to suppliers for the purposes of acquiring property, plant and equipment.

# 11. Deferred tax assets and obligations

Deferred income tax arises from temporary differences between the book value and the tax bases of the assets and liabilities and is calculated based on the tax rate which is expected to be applicable in the financial years when the temporary taxable and deductible differences are predicted to be reversed. Deferred tax assets and obligations are offset when an applicable legal right exists to offset current tax assets against current tax liabilities and when the deferred taxes refer to the same tax authority.

Amounts in €         Deferred tax asset         Deferred tax obligation         Deferred tax asset         Deferred tax obligation         Deferred tax asset         Deferred tax asset         Deferred tax obligation         Deferred tax obligation         Deferred tax obligation         Deferred tax asset         Deferred tax asset         Deferred tax asset         Deferred tax obligation         Deferred tax oblig		31/1:	2/2018	31/12	2/2017
Intangible assets         22.060         21.821         435         0           Trading portfolio         0         0         0         0           End of service employee benefit obligations         309.922         0         350.573         0           Grants         0         3.886         0         2.077           Borrowings         103.257         (127)         152.809         4.075           Other short- term liabilities         666         0         307         0	Amounts in €		tax		tax
Trading portfolio         0         0         0         0           End of service employee benefit obligations         309.922         0         350.573         0           Grants         0         3.886         0         2.077           Borrowings         103.257         (127)         152.809         4.075           Other short- term liabilities         666         0         307         0	Tangible assets	0	307.403	0	331.643
End of service employee benefit obligations         309.922         0         350.573         0           Grants         0         3.886         0         2.077           Borrowings         103.257         (127)         152.809         4.075           Other short- term liabilities         666         0         307         0	Intangible assets	22.060	21.821	435	0
obligations         309.922         0         330.573         0           Grants         0         3.886         0         2.077           Borrowings         103.257         (127)         152.809         4.075           Other short- term liabilities         666         0         307         0	Trading portfolio	0	0	0	0
Borrowings         103.257         (127)         152.809         4.075           Other short- term liabilities         666         0         307         0		309.922	0	350.573	0
Other short- term liabilities 666 0 307 0	Grants	0	3.886	0	2.077
	Borrowings	103.257	(127)	152.809	4.075
Total 435.906 332.982 504.123 337.795	Other short- term liabilities	666	0	307	0
	Total	435.906	332.982	504.123	337.795

## 12. Inventory

The Company's inventory is analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Finished and semi-finished products	7.887.740	12.591.380
Merchandise	182.873	671.404
Raw materials and consumables	17.523.319	11.136.067
Biological assets	4.620.211	4.962.323
Net book value	30.214.143	29.361.174
Minus: Provisions for scrap, slow moving and damaged stocks	0	0
Net book value	30.214.143	29.361.174



## 13. Trade and other receivables

The Company's trade receivables are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Trade receivables	17.316.372	13.759.835
Checks receivables	11.759.473	8.228.231
Notes receivables	293.579	68.579
Less: Provisions for impairments	(3.983.596)	(3.901.445)
Net trade receivables	25.385.828	18.155.200
Advances to suppliers	1.543.809	1.177.047
Less: Provisions for impairment	0	0
Total	26.929.637	19.332.248

The total of trade receivables has been tested for potential impairment. Relative indications were identified in respect of particular receivables and provisions for impairment have been made. Changes in provisions for bad trade receivables regarding the Company for FYs ended as at 31/12/2018 and 31/12/2017 are as follows:

Amounts in €	31/12/2018	31/12/2017
Opening balance	(3.901.445)	(4.036.562)
Additional provisions	(200.631)	(4.219)
Debts/reversals collectible	118.477	139.337
Closing balance	(3.983.596)	(3.901.445)

Changes in provision for bad receivables regarding trade and other receivables are analysed below as follows:

Trade and other receivables
(3.901.445)
(200.631)
118.480
(3.983.596)
(3.983.596)

### 14. Other receivables

The Company's other receivables are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
VAT collectible	3.019.728	3.125.385
Prepaid & withheld taxes	0	1.498.263
Other receivables	281.492	233.561

#### **Annual Financial Statements for FY 2018**



Advances to staff	147.666	140.528
Advances to suppliers	276.619	211.678
Bad receivables	4.712.453	4.712.453
Less: Provisions for impairments	(4.712.453)	(4.712.453)
Total	3.725.505	5.209.415

Changes in provisions for other receivables of the Company are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Opening balance	(4.712.453)	(4.620.679)
Additional provisions	0	(110.000)
Debts/reversals collectible	0	18.226
Closing balance	(4.712.453)	(4.620.679)

### 15. Other current assets

Other current assets are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Prepaid expenses	62.313	57.783
Accrued income	0	1.262
Total	62.313	59.046

# 16. Trade portfolio and other financial assets at profit and loss

Changes in trade portfolio and other financial assets at profit and loss are presented below as follows:

	Shares ar	Shares and Mutual		
Amounts in €	31/12/2018	31/12/2017		
Opening balance	110.925	84.173		
Earnings / (losses) from fair value measurement	(43.065)	26.753		
Closing balance	67.860	110.925		

The item includes the total of the Company's investment in shares listed on Athens Stock Exchange.

## 17. Cash and cash equivalents

Cash and cash equivalents are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Cash	53.018	45.977
Cash at bank	8.186.654	6.796.359
Total cash and cash equivalents	8.239.672	6.842.336
Cash and cash equivalents in €	7.902.585	6.405.753

#### **Annual Financial Statements for FY 2018**



Cash and cash equivalents in foreign currency

Total cash and cash equivalents

337.086 436.582 **8.239.672 6.842.336** 

## 18. Share capital and share premium

The Company's paid-up share capital is divided into 25,000,000 common shares with voting rights of nominal value  $\in$  3 each and amounts to  $\in$  75,000,000. As at 31/12/2018, the share premium account amounts to  $\in$  105,856.

### 19. Other reserves

Changes in the Company's other reserves are analyzed as follows:

Amounts in €	Statutory reserves	Special reserves	Tax exempted reserves	Other reserves	Total
Opening balance at 1/1/2018	1.001.211	1.410.917	515.183	71.636	2.998.948
Transfer from reserves to retained earnings	349.966	0	0	83.792	433.758
Closing balance at 31/12/2018	1.351.177	1.410.917	515.183	155.428	3.432.706

Amounts in €	Statutory reserves	Special reserves	Tax exempted reserves	Other reserves	Total
Opening balance at 1/1/2017	466.444	1.410.917	515.183	0	2.392.545
Transfer from reserves to retained earnings	534.767	0	0	71.636	606.403
Closing balance at 31/12/2017	1.001.211	1.410.917	515.183	71.636	2.998.948

### 20. Employee retirement benefit obligations

In accordance with the labor legislation of Greece, employees are entitled to compensation in case of dismissal or retirement. The amount of compensation varies depending on the employee's salary, the years of service and the mode of stepping down (redundancy or retirement). Employees resigning or dismissed due to justifiable grounds are not entitled to compensation. In case of retirement, a lump sum compensation shall be paid pursuant to Law 2112/20. The Company recognizes as a liability the present value of the legal commitment for the lump sum compensation payment to personnel stepping down due to retirement. These are non-financed defined benefit plans according to IAS 19 and the relevant liability was calculated on the basis of an actuarial study.

Changes in the current liability value of the defined benefit obligations of the Company are as follows:

Amounts in €	31/12/2018	31/12/2017
Defined benefit obligation as at 1st January	1.351.179	1.304.450
Current service cost	30.121	28.490
Interest expenses	22.970	23.480
Actuarial gains /(losses) from changes in financial assumptions	16.519	(5.090)
Actuarial losses (gains) from changes in experience	(32.815)	25.581

### Agroinvest S,A,

#### **Annual Financial Statements for FY 2018**



Defined benefit obligation as at 31st December	1.381.997	1.351.179
Cost (effect) of settlements	15.129	43.346
Benefits paid	(21.106)	(69.078)

The amounts recognized in the Company's Income Statement are as follows:

Amounts in €	01/01 - 31/12/2018	01/01- 31/12/2017
Current service cost	30.121	28.490
Cost (effect) of settlements	15.129	43.346
Net interest on the service cost	22.970	23.480
Total expenses recognized in profit or loss	68.220	95.316

The amounts recognized in the Other Comprehensive Income of the Company's Statement of Comprehensive Income are as follows:

Amounts in €	01/01 - 31/12/2018	01/01- 31/12/2017
Actuarial gains /(losses) from changes in financial assumptions	(16.519)	5.090
Actuarial losses (gains) from changes in experience	32.816	(25.581)
Total expenses recognized in profit or loss	16.297	(20.491)

The key actuarial assumptions applied for the aforementioned accounting purposes are described below:

	31/12/2018	31/12/2017
Discount rate	1,60%	1,70%
Expected rate of salary increases	2,00%	2,00%
Inflation	2,00%	2,00%

The above assumptions were made by the Management in collaboration with an independent actuary who prepared the actuarial study.

The key actuarial assumptions used for determining the liabilities are the discount rate and the expected change in wages. Using a discount rate that is by 0.5% higher would have resulted in the actuarial obligation being less by 6% while exactly the opposite change, i.e. using a discount rate of 0.5% less, would have resulted in the actuarial obligation being higher by 6%. The corresponding sensitivity reviews regarding expected salary increase, i.e. using by 0.5% higher expected salary increase, would have resulted in the actuarial obligation being 6% higher, while exactly the opposite change, i.e. using the expected salary increase of less than 0.5%, would have resulted in the actuarial obligation being less by 5%.

### 21. Grants

The Company's grants refer to investment grants and changes for FYs ended as at 31/12/2018 and 31/12/2017 are analyzed as follows:



Amounts in €	31/12/2018	31/12/2017
Opening balance	492.703	85.320
Received grants	97.374	500.197
Grant amortization	(98.948)	(92.814)
Closing balance	491.130	492.703

#### 22. Loan liabilities

The Company's loan liabilities are analyzed as follows:

Amounts in €		
Long-term Borrowings	31/12/2018	31/12/2017
Obligations under finance lease	257.757	541.072
Bond loans	5.000.471	4.985.948
Bank loans	2.250.000	3.000.000
Less: Long-term loans payable in the next 12 months	(3.250.000)	(750.000)
Total long-term borrowings	4.258.228	7.777.020

Short-term borrowings	31/12/2018	31/12/2017
Obligations under finance lease	304.196	383.781
Bank loans	41.915	37.718
Plus: Long-term loans payable in the next 12 months	3.250.000	750.000
Total short-term borrowings	3.596.111	1.171.499

Total financial cost of long-term and short-term loan liabilities as well as finance leases for the annual period 01/01-31/12/2018 (and for the comparative last year period)  $\pi$ is included in the items "Financial Cost" of the Statement of Comprehensive Income.

#### Common Bond Loan amounting to € 10.000.000

On 03/04/2015 the Company proceeded with signing of a Bond Loan Plan for an amount up to  $\leq$  10.000.000, which was issued on 28/04/2015. The maturity of the Bond Loan was set at five years (5) till April 2020. The interest rate was determined at Euribor 6 months plus a margin of 5.25%, while following the amendments signed in 2017, the margin was initially reduced to 3.75% and finally to 3.65%. The balance of the loan as at 31/12/2017 amounted to  $\leq$  3,000,000, while in addition to the contractual payments, an early repayment of  $\leq$  3,000,000 was performed, finally forming the balance of the loan as at 31/12/2018 at an amount of  $\leq$  3,000,000.

## Common Bond Loan amounting to € 5.000.000

On 16/04/2015 the Company proceeded with signing a Bond Loan Plan for an amount up to  $\leq$  5.000.000, which was issued on 29/04/2015. The maturity was set at five years (5) till April 2020. The interest rate was originally determined at Euribor 6 months plus a margin of 5.25%, while following the amendments signed in 2017, the margin was reduced to 3.65%. The balance of the loan as at 31/12/2017 amounted to  $\leq$  2,000,000, while in addition to the contractual payments, an early repayment of  $\leq$  1,000,000 was performed, finally forming the balance of the loan as at 31/12/2018 at an amount of  $\leq$  2,000,000.

In order to secure the aforementioned bond loans of a total amount of € 5.000.000, on 31/12/2018, mortgages were registered on land plots and buildings of the Company amounting to € 24.000.000. The contractual terms



of the bond loans make provisions for compliance with the financial ratios, maintained by the Company on 31/12/2018.

## Long-term bank loan amounting to € 3.000.000

On 30/11/2017 the Company signed a loan agreement for raising the amount of € 3.000.000 for the purpose of covering working capital needs. The maturity of the loan was set at four years (4) until November 2021, while the loan is due to be repaid in sixteen (16) equal installments. The interest rate was determined at 3-month Euribor plus a margin of 3.05%. The balance of the loan as at 31/12/2018 amounts to € 2.250.000, while at 31/12/2017 it was € 3.000.000. Bank Guarantee has been secured by the Chairman and Chief Executive Officer of the Company.

## 22.1 Table of loan liabilities future repayment

The following tables presents repayment of long-term and short-term loans.

Amounts in € Borrowing liabilities at 31/12/2018	Liabilities from finance leasing	Bond loans	Bank Ioans	Borrowing liabilities
Within 1 year	304.196	2.500.000	791.915	3.596.111
After 1 year but not more than 2 years	110.080	2.500.471	750.000	3.360.551
After 2 years but not more than 3 years	66.813	0	750.000	816.813
After 3 years but not more than 4 years	69.115	0	0	69.115
After 4 years but not more than 5 years	11.749	0	0	11.749
Over 5 years	0	0	0	0
	561.953	5.000.471	2.291.915	7.854.339

### Amounts in €

Borrowing liabilities at 31/12/2017	Liabilities from finance leasing	Bond loans	Bank Ioans	Borrowing liabilities
Within 1 year	383.781	0	787.718	1.171.499
After 1 year but not more than 2 years	268.725	485.413	750.000	1.504.138
After 2 years but not more than 3 years	124.671	3.499.571	750.000	4.374.242
After 3 years but not more than 4 years	66.813	1.000.964	750.000	1.817.777
After 4 years but not more than 5 years	69.115	0	0	69.115
Over 5 years	11.749	0	0	11.749
	924.853	4.985.948	3.037.718	8.948.519



### 22.2 Finance lease liabilities

Future minimum finance lease payments in respect of the present value of the net minimum payments are analyzed as follows:

	31/12/2018		31/12/2017	
Amounts in €	Future minimum lease payments	Present value of future minimum lease payments	Future minimum lease payments	Present value of future minimum lease payments
Within 1 year	304.196	304.196	383.781	383.781
After 1 year but not more than 5 years	286.034	257.757	578.432	529.324
Over 5 years	0	0	11.798	11.749
Total future minimum lease payments	590.230	561.953	974.011	924.853
Less: Financial expenses	(28.277)	0	(49.158)	0
Total present value of future minimum lease payments	561.953	561.953	924.853	924.853

# 22.3 Reconciliation of changes in financial operations liabilities

The following table presents reconciliation of changes in financial operations liabilities for FY ended as 31/12/2018:

Amounts in €	Long-term borrowing	Short-term borrowing	Total
31/12/2017	7.777.020	1.171.499	8.948.519
Cash flows:			_
Repayments	0	(1.112.900)	(1.112.900)
Withdrawals / disbursements	0	4.197	4.197
Non-cash changes			
Changes in fair value	0	0	0
Reclassifications	-3.533.315	3.533.315	0
Other changes	14.523	0	14.523
31/12/2018	4.258.228	3.596.111	7.854.339



# 23. Trade and other liabilities

The Company's trade liabilities are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Suppliers	8.472.460	9.005.659
Checks payable	890.058	1.372.299
Total	9.362.518	10.377.958

# 24. Income tax payable

Current tax obligations pertain to current obligations arising from income tax:

Amounts in €	31/12/2018	31/12/2017
Income tax	521.494	0
Total	521.494	0

# 25. Other short-term liabilities

Other short-term liabilities are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Insurance funds	336.428	328.470
Employees benefit obligations	278.385	286.996
Other liabilities	315.253	274.626
Advances to clients	608.164	270.361
Accrued expenses	241.776	238.128
Other tax obligations liabilities	256.756	195.029
Retained earnings	6.170	0
Total	2.042.933	1.593.610

### 26. Sales

Sales are analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Sales of goods	102.486.740	89.141.734
Sales of products	2.954.753	1.761.837
Sales of raw materials	3.500.869	2.359.251
Income from services provided	297.980	450.432
Total	109.240.342	93.713.254



# 27. Cost of sales, administrative and distribution expenses

Expenses per category are analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Inventory Cost recognized as expense	(79.697.665)	(65.783.269)
Wages, retirement and other employee benefits	(7.430.613)	(7.497.606)
Tangible assets depreciation	(2.654.769)	(2.602.649)
Intangible assets depreciation	(1.185)	(1.236)
Transportation expenses	(2.020.656)	(1.773.584)
Third party expenses	(1.449.596)	(1.508.954)
Third party benefits	(1.309.509)	(1.307.255)
Repairs and maintenance	(1.138.233)	(1.143.749)
Operating leases rentals	(214.815)	(457.158)
Insurance	(443.322)	(447.552)
Taxes & duties	(186.708)	(189.460)
Telecommunication expenses	(94.552)	(89.551)
Other expenses	(963.845)	(932.399)
Donations	(31.608)	(26.932)
Total	(97.637.075)	(83.761.352)

Expenses per operation are analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Cost of Sales	(90.715.346)	(76.323.334)
Administrative expenses	(3.880.076)	(4.441.133)
Distribution expenses	(3.041.653)	(2.996.885)
Total	(97.637.075)	(83.761.352)

## 28. Other income

Other income is analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Revenue from unused provisions	118.480	157.563
Depreciation of grants received	98.948	92.814
Income from rentals	27.659	27.305
Profit on sale of intangible assets	7.634	5.433
Revenues from grants	4.572	3.355
Other income	622.885	374.815
Total other operating income	880.177	661.285



Other income, recorded in the table above, mainly includes compensation from suppliers for non-compliance with the contractual terms.

# 29. Other expenses

Other expenses are analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Fines & increments	(7.313)	(1.696)
Provisions	0	(114.219)
Other taxies	(2.200)	(2.800)
Losses on sale of tangible assets	(155.397)	(20.827)
Other expenses	(26.394)	(17.368)
Total other operating expenses	(191.303)	(156.911)

# 30. Other financial results

The Company's other financial results are analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Fair value profit / (loss) from financial instruments measured at fair value through profit and loss	(43.065)	26.753
Foreign exchange profit	42.330	7.707
Foreign exchange loss	(14.741)	(45.981)
Total other financial results	(15.476)	(11.522)

# 31. Cost of financing

Cost of financing is analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Interest expenses from bonds	(274.396)	(385.390)
Interest expenses from short-term loans	(80.279)	(70.563)
Interest expenses from finance leases	(54.223)	(60.201)
Factoring	(37.220)	(39.017)
Commission for guaranties	(37.436)	(34.634)
Charge from retirement employee benefits	(22.970)	(23.480)
Bank commissions	(18.988)	(20.052)
Interest expenses from long-term loans	0	(7.879)
Total financial expenses	(525.512)	(641.216)



## 32. Financial income

Financial income is analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Interests from customers	85.867	54.206
Interest income from deposits	3.250	453
Total financial income	89.117	54.659

### 33. Income tax

Income tax, recorded in the Financial Statements, is analyzed as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Current income tax	(3.527.273)	(3.008.513)
Deferred income tax	(59.331)	(3.186)
Total income tax	(3.586.604)	(3.011.699)

Reconciliation of the amount of income tax defined by the Greek tax rate in profit before tax is summarized as follows:

Amounts in €	01/01 - 31/12/2018	01/01 - 31/12/2017
Profits before tax	11.840.271	9.858.197
Tax rate	29%	29%
Expected tax expense	3.433.678	2.858.877
Adjustments for expenses not deductible for tax purposes - Non-deductible expenses	111.153	135.028
- Influence of tax rate changes	80.561	
- Other	(38.789)	17.794
Total tax	3.586.604	3.011.699

The tax rate regarding societe anonyme in Greece for the FY ended on 31/12/2018 is 29% (2017:29%). Under the new tax law 4579/2018, voted in December 2018, the tax rates for profit from business operations of legal entities are gradually reduced by 1% per year, as follows: 28% for FY 2019, 27% for FY 2020, 26% for FY 2021 and 25% for FY 2022 onwards.



# 34. Related parties transactions

The Company has performed the following transactions with related parties and, as at the year end, has the following balances of receivables form and liabilities to related parties:

	31/12/2018	31/12/2017
Revenue from trade and service provision		
Parent	0	0
Subsidiaries	0	0
Other associates	698.945	0
Total	698.945	0
Purchases and fees from the provision of services		
Parent	90.000	90.000
Subsidiaries	0	0
Other associates	623.229	0
Total	713.229	90.000
Other receivables		
Parent	52.507	4.141
Other associates	0	0
Total	52.507	4.141
Trade receivables		
Parent	0	0
Subsidiaries	0	0
Other associates	1.753.897	0
Total	1.753.897	0
Liabilities to suppliers and other liabilities		
Parent	4.679.521	4.588.394
Subsidiaries	0	0
Other associates	160.725	0
Total	4.840.246	4.588.394

Key executives benefits are analyzed as follows:



Amounts in €	01/01- 31/12/2018	01/01- 31/12/2017
Key management personnel	632.090	631.725
Employer contributions Total	107.405 <b>739.495</b>	107.478 <b>739.203</b>

## 35. Contingent liabilities

#### 35.1 Guarantees

The Company has provided letters of guarantees to various third parties, analyzed in the following table:

Amounts in €	31/12/2018	31/12/2017
Letters of guarantee to ensure good execution of contracts	970.419	648.950
Letters of guarantee for securing the terms of the contracts	833.750	777.550
Total guarantees	1.804.169	1.426.500

### 35.2 Encumbrances

The Company has pledged its land plots and buildings amounting to € 24.000.000 as collateral for its bond loans (see Note 22) .

### 35.3 Litigations

The Company is involved in various court cases and arbitration procedures during its normal operations. The Company makes provisions in the Financial Statements in respect to the pending court cases when it is probable that cash outflows will be required in order to settle the liability and this amount can be estimated reliably. As at 31/12/2018 there are no court cases, whose probable negative result could have a significant impact on the Company's income statement.

### 35.4 Operating lease commitments

The minimum future payable leases based on the non-cancelable operating lease contracts as at 31/12/2018 and 31/12/2017 are as follows:

Amounts in €	31/12/2018	31/12/2017
Under 1 year	57.320	139.879
Between 1 and 5 years	82.581	95.825
Over 5 years	42.648	0
Total operating lease commitments	182.549	235.704

## 35.5 Contingent tax obligations

The Company's tax obligations are not definitive, since there are tax non-inspected years. In particular, the company has been inspected by the tax authorities until FY 2011 inclusively. Regarding tax non-inspected years, it is possible that additional taxes and surcharges are imposed by the time the tax inspection is finalized.



On annual basis, the Company estimates contingent obligations, expected to arise from the previous years tax inspection and makes the relative provisions when deemed necessary.

Regarding FYs 2011 - 2017, the Company, in accordance with paragraph 5 of Article 82 of Law 2238/1994 and in compliance with the provisions of Article 65A par. 1, Law 4174/2013, received Tax Compliance Certificate without significant differences. Under the Circular POL 1006/2016, the companies that have been subject to this special tax audit are not exempted from the statutory audit of the competent tax authorities. The Management of the Company estimates that in case such audits are carried out by the Tax Authorities in the future, no additional tax differences will arise.

Regarding the financial year 2018, the special audit for the issue of the Tax Compliance Certificate is currently in progress and the relevant tax certificate is expected to be issued following the publication of the Financial Statements for FY 2018. Should any additional tax liabilities arise till the finalization of the tax audit, it is estimated that they will not have a material effect on the Financial Statements. It is to be noted that under the recent legislation, such audit and the issue of the Certificate of Tax Compliance for 2016 and onwards are optional.

### 36. Fair value of financial instruments

### Financial instruments level analysis

Financial assets and financial liabilities measured at fair value in the Statement of Financial Position of the Company are classified under the following 3 level hierarchy in order to determine and disclose the fair value of financial instruments per valuation technique:

**Level 1:** Investments that are valued at fair value based on quoted (unadjusted) prices in active markets for comparable assets or liabilities.

**Level 2:** Investments that are valued at fair value, using valuation techniques for which all inputs that significantly affect the fair value, are based (either directly or indirectly) on observable market data.

**Level 3:** Investments that are valued at fair value, using valuation techniques, in which the data that significantly affects the fair value, is not based on observable market data. This level includes investments where the determination of the fair value is based on unobservable market data (five years business plan), using however additional observable market data (Beta, Net Debt / Enterprise Value of identical firms in the specific segment such as those included in the WACC calculation).

The following tables reflect financial assets and liabilities measured at fair value on a recurring basis on 31/12/2018 and 31/12/2017.

		31/12/2018			31/12/2017	
Financial Assets	Fair value measurement at the end of the reporting period			Fair value measurement at the end the reporting period		
Amounts in €	Level 1 Level 2 Total			Level 1	Level 2	Total
Financial assets at fair value through profit or loss						
- Shares	67.860	0	67.860	110.925	0	110.925
Total financial assets	67.860	0	67.860	110.925	0	110.925
Net fair value	67.860 0 67.860			110.925	0	110.925

In the years 2018 and 2017 there were no transfers between Levels 1 and 2.

### 37. Risk management policies and procedures

The Company is exposed to financial risks, such as market risks (changes in exchange rates, interest rates, market prices), credit risk and liquidity risk. The Company's overall risk management plan focuses on

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unpredictability of financial markets and seeks to minimize their potential negative impact on its financial performance.

### 37.1 Market Risk

The Company's risk in relation to its investments arises from potentially adverse changes in the current valuation prices of shares and other securities traded on regulated markets.

It is noted that trade portfolio and other financial instruments at fair value through profit and loss are measured at fair value with the valuation differences recognized in the Profit or Loss of the Income Statement.

The Company's risk with respect to trade portfolio, financial instruments at fair value through profit and loss and investment portfolio arises from potentially unfavorable changes in the current prices of shares and other securities. As at 31/12/2018, the assets exposed to market risk amounted to € 67.860 (31/12/2017: € 10.925). A change of +/- 30% for investments whose gains or losses from valuation are recognized in profit or loss and accumulated in equity will result in a change of +/- € 20.358.

### 37.2 Currency Risk

The Company is exposed to currency risk regarding inventory acquisitions in a currency that differs from its functional currency, which is Euro. The currency in which such transactions are usually performed is US dollar. Total borrowings are performed in Euro and there are no receivables in foreign currency.

## 37.3 Credit Risk

Credit risk is the risk of the potential delayed payment to the Company of its current and future receivables by its counterparties.

The Company has established and applies credit control procedures in order to minimize bad debts and immediately cover receivables with securities. Commercial risk is spread over a large number of customers. Wholesale sales are mainly performed to customers with an estimated credit history. The Management defines credit limits per customer and applies specific sales and collection terms. Where possible, collaterals or other similar items are required.

Assets that are exposed to credit risk at the reporting date of the Statement of Financial Position are analyzed as follows:

Amounts in €	31/12/2018	31/12/2017
Available-for-sale financial assets	0	10.300
Other financial assets	10.300	0
Cash & cash equivalents	8.239.672	6.842.336
Trade and other receivables	30.665.142	24.541.662
Total	38.894.814	31.394.298

### 37.4 Liquidity Risk

Prudent liquidity risk management requires availability of cash and cash equivalents and existence of the necessary sources of financing. The Company manages its liquidity needs on a daily basis, systematically monitoring short and long-term financial liabilities, as well as the payment that have been performed. At the same time, it constantly monitors maturity of assets and liabilities in order to maintain balance between availability and flexibility of capital through its bank credit rating.

The maturity of the financial liabilities on 31/12/2018 and 31/12/2017 is analyzed as follows:



31	/1	2	2	0	1	8
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Amounts in €	Short-t	erm	Long-term		
	Within 6 months	6 to 12 months	1 to 5 years	More than 5 years	
Long-term borrowings	1.875.000	1.375.000	4.000.471	0	
Short-term borrowings	41.915	0	0	0	
Liabilities relating to operating lease agreements	152.098	152.098	257.757	0	
Trade payables	9.362.518	0	0	0	
Other short-term liabilities	2.564.427	0	0	0	
Total	13.995.958	1.527.098	4.258.227	0	

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Amounts in €	Short-t	erm	Long-term	
	Within 6 months	6 to 12 months	1 to 5 years	More than 5 years
Long-term borrowings	375.000	375.000	7.235.948	0
Short-term borrowings	37.718	0	0	0
Liabilities relating to operating lease agreements	191.890	191.890	529.324	11.749
Trade payables	10.377.968	0	0	0
Other short-term liabilities	1.593.610	0	0	0
Total	12.576.186	566.890	7.765.272	11.749

### 37.5 Interest rate fluctuation risk

Changes in interest rates can affect the Company's net income by increasing the cost of servicing the debt it undertakes to finance it. Changes in the level of interest rates can also affect, among others, the cost and availability of debt financing and, by extension, the Company's ability to achieve attractive returns on its investments.

The following table presents sensitivity of the income statement and the equity of the Company based on a reasonable change in the interest rate of +/- 1%:

	Variable		Variable	
	1%	-1%	1%	-1%
Amounts in €	31/12/2018		31/12/2017	
Profit for the period (before taxes)	(3.853)	3.853	21.062	(21.062)
Equity	(3.853)	3.853	21.062	(21.062)

### 37.6 Capital Management Policies and Procedures

The Company's objectives in relation to capital management are to ensure its ability to continue as a going concern in the future in order to maintain an ideal capital allocation, thus reducing capital cost. The Company, in order to maintain or adjust its capital structure, may issue new shares or dispose assets.

The Company records the capital on the basis of the amount of equity, minus cash and cash equivalents as reflected in the Statement of Financial Position. The capital for the years 2018 and 2017 is analyzed as follows:

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Amounts in €	31/12/2018	31/12/2017
Total Share Capital	105.003.719	96.938.461
Less: Cash and cash equivalents	(8.239.672)	(6.842.336)
Share Capital	96.764.048	90.096.125
Total Share Capital	105.003.719	96.938.461
Less: Loans	7.854.339	13.253.530
Total Capital		
. Gran Gaphan	112.858.058	110.191.991
Share Capital	1:0,82	1:0,77

# 38. Post statement of Financial Position reporting date events

There are no other significant events that took place after December 31st, 2018 that shall be disclosed or those that affect the items recoded in the publicized financial statements.

Ilioupoli, 30/08/2019

CHAIRMAN OF THE BoD &
<b>CHIEF EXECUTIVE OFFICER</b>

MEMBER OF THE BoD

**CHIEF ACCOUNTANT** 

**IOANNIS VOGIATZIS** 

**CHARALAMPOS VOGIATZIS** 

**DIMITRIOS PAPADOGIANNIS** 

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