

# **Hili Properties p.l.c.**

**C 57954**

**Report and financial statements**

31 December 2017

## Contents

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	<i>Page</i>
Directors, officer and other information	<i>1 - 2</i>
Directors' report	<i>3 - 6</i>
Statement of directors' responsibilities	<i>7</i>
Corporate governance statement	<i>8 - 11</i>
Statements of profit or loss and other comprehensive income	<i>12</i>
Statements of financial position	<i>13 - 14</i>
Statement of changes in equity - Group	<i>15</i>
Statement of changes in equity - Holding company	<i>16</i>
Statements of cash flows	<i>17 - 18</i>
Notes to the financial statements	<i>19 - 83</i>
Independent auditor's report	<i>84 - 88</i>

## Hili Properties p.l.c.

### Directors, officer and other information

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*Directors:* Carmelo (sive) Melo Hili (Chairman)  
Sandra Murniece  
Victor Tedesco  
David Aquilina  
Richard Abdilla Castillo  
Geoffrey Camilleri  
Laragh Cassar

*Secretary:* Karen Coppini

*Registered office:* Nineteen Twenty-Three,  
Valletta Road,  
Marsa,  
Malta.

*Country of incorporation:* Malta

*Company registration number:* C 57954

*Auditor:* Deloitte Audit Limited,  
Deloitte Place,  
Mrieħel Bypass,  
Mrieħel,  
Malta.

*Bankers:* Bank of Valletta p.l.c.,  
BOV Centre,  
St. Venera,  
Malta.

HSBC Bank Malta p.l.c.,  
HSBC Head Office,  
Mill Street,  
Qormi,  
Malta.

Swedbank AB,  
Balasta dambis 1A,  
LV-1048 Riga,  
Latvia.

Luminor Bank AS,  
Skanstes iela 12,  
Vidzemes priekšpilsēta,  
LV-1013 Riga,  
Latvia.

## **Hili Properties p.l.c.**

### **Directors, officer and other information (continued)**

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MeDirect Bank (Malta) p.l.c.  
The Centre, Tigné Point,  
Sliema,  
Malta

Banca Comerciala Romana  
Calea Victoriei nr.15, Sector 3,  
030023, Bucharest

*Legal advisor:*

GVZH Advocates,  
192, Old Bakery Street,  
Valletta,  
Malta.

# Hili Properties p.l.c.

## Directors' report

Year ended 31 December 2017

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The directors present their report and the audited financial statements of the Hili Properties p.l.c. group and holding company for the year ended 31 December 2017.

### Principal activities

The principal activity of the Hili Properties p.l.c group is to hold and rent immovable property. Hili Properties p.l.c. also acts as a holding company. The details of subsidiaries of the holding company are listed in note 20.

### Performance review

The group has registered an operating profit of €4,374,917 (2016: €3,028,933). The improvement in the operating profit was attributable to the increase in revenue of €1,496,740 (31%) which was sufficient to absorb the increases experienced in the overheads and cost of sales. The revenue growth was mainly achieved as a result of the revenue generated from the new business acquired on 4 May 2017 in Romania.

During the year under review, the group registered net investment income of €1,292,690. This result was mainly achieved through a net increase in fair value, amounting to €4,201,989, of the group's property portfolio and impairment of goodwill amounting to €3,215,030.

The group registered a profit before tax of €2,009,645 (2016: €2,751,111). The net assets of the group at the end of 2017 amounted to €38,357,649 (2016: €28,222,719). The increase in net assets is attributable mainly due to the new operation in Romania that commenced in the current year, and also through an increase in share capital of €7,000,000 by the parent company as disclosed in note 30.

During 2017, the company registered a loss before tax of €281,499 (2016: €1,299,184). The net assets of the company at the end of the year amounted to €27,383,482 (2016: €20,817,574).

The group measures the achievement of its objectives through the use of the following other key performance indicators:

#### *Financial performance*

The group measures its performance based on EBITDA, which is defined as the group's profit before depreciation and amortisation, finance income/costs, net investment income/losses and taxation. The EBITDA for the year under review was €4,478,864 (2016: €3,028,933), achieving a 48% growth when compared to the previous year.

The group's EBITDA margin increased to 71% (2016: stable at 63%) with the 8 percentage points variance mainly resulting from the EBITDA generated from the new operation in Romania amounting to €1,364,682.

# Hili Properties p.l.c.

## Directors' report (continued)

Year ended 31 December 2017

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### Performance review (continued)

#### *Financial performance (continued)*

During the year under review the interest cover of the group remained stable at 1.4 times. The gearing ratio of the group is monitored on an ongoing basis. The group's gearing ratio has remained stable at 69%.

#### *Non-financial performance*

Properties occupancy remained stable at 95% as at 31 December 2017 (2016: 94.5%). This refers to the ratio of leased investment properties in square metres to the total owned investment properties in square metres. The WALT (Weighted Average Lease Term) for the whole portfolio stands at 9.2 years (2016: 7.6yrs).

As disclosed in note 14, the average number of employees for the year for the holding company is 12 (2016 - 12). There are no other relevant non-financial KPIs that the directors of the holding company monitor.

### Principal risks and uncertainties

The successful management of risk is essential to enable the group to achieve its objectives. The ultimate responsibility for risk management rests with the company's directors, who evaluate the group's risk appetite and formulate policies for identifying and managing such risks. The principal risks and uncertainties facing the group and the mitigating factors are included below:

#### *Market and competition*

The group operates in a segment which is vulnerable to general market conditions. An increase in the supply of commercial space could impact capital values and income streams of the property portfolio. A higher supply increases the possibility that tenants terminate or elect not to renew their respective lease agreements. An effective and coherent strategy to attend to the tenants' needs enables the group to sustain and strengthen its relationship with the tenants. The group continues to focus on service quality, monitoring market trends carefully and performance to lessen and manage these risks.

#### *International exposure risk*

The group operates in many countries with differing economic, social and political conditions. Changes in current conditions may adversely affect the tenant's business performance, portfolio fair value, results of operations, financial conditions or prospects. The group manages such risks by incorporating this risk into its business strategy, i.e. diversification with regard to location and properties.

#### *Fluctuations in property values*

Property values are affected by and may fluctuate as a result of changing demand, changes in general economic conditions, changing supply within a particular area of competing space and attractiveness of real estate relative to other investment choices.

#### *Significant judgement and estimates*

Note 3 to the financial statements provides details in connection with the inherent uncertainties that surround the preparation of the financial statements which requires significant estimates and judgements.

# Hili Properties p.l.c.

## Directors' report (continued)

Year ended 31 December 2017

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### Principal risks and uncertainties (continued)

#### *Financial risk management*

Note 41 to the financial statements provides details in connection with the holding company's and the group's use of financial instruments, their financial risk management objectives and policies and the financial risks to which they are exposed.

### Result and dividends

The result for the year ended 31 December 2017 is shown in the statement of profit or loss and other comprehensive income on page 12. The group registered a profit after tax of € 3,362,785 (2016: €1,907,503). The holding company registered a loss after tax of € 434,092 (2016: €1,027,546). No dividend is being recommended as the company did not have any distributable reserves at the end of the reporting period.

### Post-balance sheet events

On 7 February 2018, a new entity, Premier Assets SRL, was registered in Romania, with the company having indirect shareholding of 90% in such entity. The purpose of this group undertaking is to develop customised commercial property to be leased to Premier Restaurants Romania SRL, a related party having common indirect shareholding to Premier Assets SRL. The plan of this new entity is to develop two restaurants on a yearly basis.

On 5 March 2018, the parent company injected cash in the company amounting to €3,000,000 as share capital.

There were no other post balance sheet events which merit mention in the directors' report.

### Likely future business developments

Following the decision taken by the Board of Directors in 2016 to demolish and rebuild the retail centre located on Dzelzavas Street in Latvia, construction works have commenced with the plan to open in December 2018. This investment is expected to cost circa €4.8 million.

The directors consider that the year end financial position was satisfactory and that the group and the holding company are well placed to sustain the present level of activity in the foreseeable future.

## Hili Properties p.l.c.

### Directors' report (continued)

Year ended 31 December 2017

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#### Directors

The directors who served during the year and until the date of authorisation of these financial statements were:

Carmelo (sive) Melo Hili (Chairperson)	
Margrit Lutschg-Emmenegger	(resigned on 7 December 2017)
Sandra Murniece	(appointed on 25 September 2017)
Victor Tedesco	
David Aquilina	
Geoffrey Camilleri	
Richard Abdilla Castillo	(appointed on 7 December 2017)
Martin Xuereb	(resigned on 7 December 2017)
Laragh Cassar	(appointed on 7 December 2017)

In accordance with the holding company's articles of association, all the directors are to remain in office.

#### Going concern

After reviewing the group's and holding company's budgets for the next financial year, and other longer term plans, the directors are satisfied that, at the time of approving the financial statements, it is appropriate to adopt the going concern basis in preparing the financial statements.

#### Auditor

A resolution to reappoint Deloitte Audit Limited as auditor of the company will be proposed at the forthcoming annual general meeting.

Approved by the board of directors and signed on its behalf on 24 April 2018 by:



**Carmelo (sive) Melo Hili**  
Chairperson



**Sandra Murniece**  
Director



## Hili Properties p.l.c.

### Statement of directors' responsibilities

Year ended 31 December 2017

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The directors are required by the Companies Act (Cap. 386) to prepare financial statements in accordance with generally accepted accounting principles and practices which give a true and fair view of the state of affairs of the company and its group at the end of each financial year and of the profit or loss of the company and its group for the year then ended.

In preparing the financial statements, the directors should:

- select suitable accounting policies and apply them consistently;
- make judgements and estimates that are reasonable; and
- prepare the financial statements on a going concern basis, unless it is inappropriate to presume that the company and the group will continue in business as a going concern.

The directors are responsible for ensuring that proper accounting records are kept which disclose with reasonable accuracy at any time the financial position of the company and the group and which enable the directors to ensure that the financial statements comply with the Companies Act (Cap. 386). This responsibility includes designing, implementing and maintaining such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. The directors are also responsible for safeguarding the assets of the company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.


### Statement of responsibility pursuant to the Listing Rules issued by the Listing Authority

We confirm that to the best of our knowledge:

- a. In accordance with the Listing Rules, the financial statements give a true and fair view of the financial position of the company and its group as at 31 December 2017 and of their financial performance and cash flows for the year then ended, in accordance with International Financial Reporting Standards as adopted by the EU; and
- b. In accordance with the Listing Rules, the Directors' report includes a fair review of the performance of the business and the position of the Issuer and the undertakings included in the consolidation taken as a whole, together with a description of the principal risks and uncertainties that they face.



**Carmelo (sive) Melo Hili**  
Chairman



**Sandra Murniece**  
Director

# Hili Properties p.l.c.

## Corporate Governance Statement

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### Introduction

Pursuant to the Listing Rules as issued by the Listing Authority of the Malta Financial Services Authority, Hili Properties p.l.c. (the 'company') is hereby reporting on the extent of its adoption of the Code of Principles of Good Corporate Governance (the 'Principles') contained in Appendix 5.1 of the Listing Rules.

The Board acknowledges that the Code does not dictate or prescribe mandatory rules but recommends principles of good practice. Nonetheless, the Board strongly believes that the Principles are in the best interest of the shareholders and other stakeholders since they ensure that the directors, management and employees of the company adhere to internationally recognised high standards of Corporate Governance.

The company currently has a corporate decision-making and supervisory structure that is tailored to suit the company's requirements and designed to ensure the existence of adequate checks and balances within the company, whilst retaining an element of flexibility, particularly in view of the size of the company and the nature of the its business. The company adheres to the Principles, except for those instances where there exist particular circumstances that warrant non-adherence thereto, or at least postponement for the time being.

Additionally, the Board recognises that, by virtue of Listing Rule 5.101, the company is exempt from making available the information required in terms of Listing Rules 5.97.1 to 5.97.3; 5.97.6 and 5.97.7.

### The Board of Directors

The Board of Directors of the company is responsible for the overall long-term direction of the company, in particular in being actively involved in overseeing the systems of control and financial reporting and that the company communicates effectively with the market. The Board of Directors meets regularly, with a minimum of four times annually, and is currently composed of seven members. Two of the members, being Mr David Aquilina and Ms Laragh Cassar are independent from the company or any other related companies.

#### Executive Director

Sandra Murniece (appointed as managing director on 25 September 2017)

#### Non-Executive Directors

Carmelo (sive) Melo Hili (appointed as chairperson on 7 December 2017)

Richard Abdilla Castillo (appointed on 7 December 2017)

Geoffrey Camilleri

#### Independent Non-Executive Directors

David Aquilina

Victor Tedesco

Laragh Cassar (appointed on 7 December 2017)

## **Hili Properties p.l.c.**

### **Corporate Governance Statement (continued)**

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#### **The Board of Directors (continued)**

The Board meetings are attended by the Chief Financial Officer of the company in order for the Board to have direct access to the financial operation of the group. This is intended to, inter alia, ensure that the policies and strategies adopted by the Board are effectively implemented.

The remuneration of the Board is reviewed periodically by the shareholders of the company.

The company ensures that it provides directors with relevant information to enable them to effectively contribute to board decisions.

The directors are fully aware of their duties and obligations, and whenever a conflict of interest in decision making arises, they refrain from participating in such decisions.

#### **Audit Committee**

The Terms of Reference of the Audit Committee are modelled on the principles set out in the Listing Rules. The Audit Committee assists the Board in fulfilling its supervisory and monitoring responsibility by reviewing the company financial statements and disclosures, monitoring the system of internal control established by management as well as the audit processes.

The Board of Directors established the Audit Committee, which meets regularly, with a minimum of four times annually, and is currently composed of the following individuals:

David Aquilina	(Chairman)
Victor Tedesco	
Martin Xuereb	(resigned on 7 December 2017)
Laragh Cassar	(appointed on 7 December 2017)

This satisfies the requirement established by the Listing Rules that the Audit Committee is composed of non-executive directors, the majority of which being independent.

The Board of Directors assessed the independence of these members and unanimously agreed that in line with good corporate governance, David Aquilina, Victor Tedesco and Laragh Cassar conduct themselves in an independent and professional manner satisfying the listing rules. Furthermore, the Board of Directors considers the audit committee, as a whole, to have the relevant experience in the real estate sector, David Aquilina being considered to be an expert in the real estate business. David Aquilina is competent in accounting and/or auditing in terms of the Listing Rules.

The Chief Financial Officer of the company is also present during the Audit Committee meetings.

The Audit Committee met seven times during 2017. Communication with and between the Secretary, top level management and the Committee is ongoing and considerations that required the Committee's attention were acted upon between meetings and decided by the Members (where necessary) through electronic circulation and correspondence.

## **Hili Properties p.l.c.**

### **Corporate governance statement (continued)**

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#### **Internal Control**

While the Board is ultimately responsible for the company's internal controls as well as their effectiveness, authority to operate the company is delegated to the Managing Director.

The company's system of internal controls is designed to manage all the risks in the most appropriate manner. However, such controls cannot provide an absolute elimination of all business risks or losses. Therefore, the Board, inter alia, reviews the effectiveness of the company's system of internal controls in the following manner:

1. Reviewing the company's strategy on an on-going basis as well as setting the appropriate business objectives in order to enhance value for all stakeholders;
2. Implementing an appropriate organisational structure for planning, executing, controlling and monitoring business operations in order to achieve company objectives;
3. Appointing and monitoring the Managing Director whose function is to manage the operations of the company; and
4. Identifying and ensuring that significant risks are managed satisfactorily.
5. Company policies are being observed.

#### **Corporate Social Responsibility**

The Board is mindful of and seeks to adhere to sound principles of Corporate Social Responsibility in their daily management practices, which is also extended throughout the company's subsidiary companies. There is continuing commitment to operate the business ethically at all times, at the same time as contributing to economic development whilst improving the quality of life of its employees and their families together with the local community and society at large.

#### **Relations with the market**

The market is kept up to date with all relevant information, and the company regularly publishes such information on its website to ensure consistent relations with the market.

#### **Non-compliance with the code**

##### *Principle 7: Evaluation of the board's performance*

Under the present circumstances, the board does not consider it necessary to appoint a committee to carry out a performance evaluation of its role as the board's performance is always under scrutiny of the shareholders of the company.

## Hili Properties p.l.c.

### Corporate governance statement (continued)

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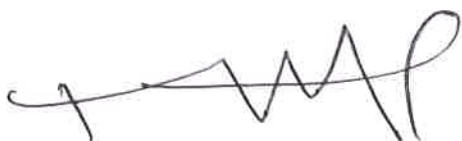
*Principle 8: Committees*

Under the present circumstances the board does not consider it necessary to appoint a remuneration committee and a nomination committee as decisions on these matters are taken at shareholder level.

*Principle 10: Institutional shareholders*

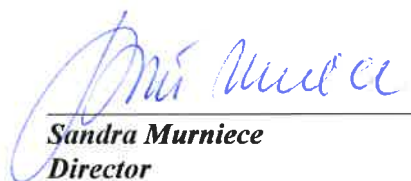
This principle is not applicable since the company has no institutional shareholders.

**Approved by the Board of Directors and signed on its behalf on 24 April 2018 by:**



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**Carmelo (sive) Melo Hili**  
**Chairman**



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**Sandra Murniece**  
**Director**

## Hili Properties p.l.c.

### Statements of profit or loss and other comprehensive income

Year ended 31 December 2017

		<b>Group</b>		<b>Holding company</b>	
	<i>Notes</i>	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
		€	€	€	€
Revenue	6	6,337,456	4,840,716	387,253	338,253
Cost of sales		(394,846)	(352,470)	-	-
Other operating income	7	162,447	55,860	-	10,595
Other operating expenses		(27,246)	-	(738)	-
Administrative expenses		(1,702,894)	(1,515,173)	(785,779)	(869,505)
Operating profit/(loss)		4,374,917	3,028,933	(399,264)	(520,657)
Investment income	8	5,959,436	4,333,034	1,948,603	375,075
Investment losses	9	(4,666,746)	(2,167,722)	(154,915)	(61,256)
Net investment income		1,292,690	2,165,312	1,793,688	313,819
Finance income	10	59,184	125,266	406,663	896,542
Finance costs	11	(3,717,146)	(2,568,400)	(2,082,586)	(1,988,888)
Profit/(loss) before taxation	12	2,009,645	2,751,111	(281,499)	(1,299,184)
Income tax (expense)/credit	15	1,353,140	(843,608)	(152,593)	271,638
Profit/(loss) for the year		3,362,785	1,907,503	(434,092)	(1,027,546)
<b>Items that may be reclassified subsequently to profit or loss</b>					
Exchange difference on translation of foreign operations		(227,855)	-	-	-
<b>Total comprehensive income/(expense) for the year</b>		<b>3,134,930</b>	<b>1,907,503</b>	<b>(434,092)</b>	<b>(1,027,546)</b>
<i>Profit attributable to:</i>					
Owners of the company		3,242,036	1,882,382		
Non-controlling interests		120,749	25,121		
		<b>3,362,785</b>	<b>1,907,503</b>		
<i>Total comprehensive income attributable to:</i>					
Owners of the company		3,014,181	1,882,382		
Non-controlling interests		120,749	25,121		
		<b>3,134,930</b>	<b>1,907,503</b>		

## Hili Properties p.l.c.

### Statements of financial position

31 December 2017

		Group		Holding company	
	Notes	2017	2016	2017	2016
		€	€	€	€
<b>ASSETS AND LIABILITIES</b>					
<b>Non-current assets</b>					
Goodwill	16	-	3,215,030	-	-
Intangible assets	17	17,131	10,231	15,665	8,336
Property, plant and equipment	18	323,354	415,835	1,314	4,442
Investment property	19	104,030,363	67,655,127	3,980,178	4,092,436
Investment in subsidiaries	20	-	-	32,550,729	32,550,729
Deposit on acquisition of investment	21	24,500,000	12,500,000	24,500,000	12,500,000
Loans and receivables	22	2,322,974	2,322,974	12,276,876	4,798,329
Deferred tax asset	29	373,615	376,096	11,613	9,918
Restricted cash	32	353,700	-	-	-
		<b>131,921,137</b>	<b>86,495,293</b>	<b>73,336,375</b>	<b>53,964,190</b>
<b>Current assets</b>					
Property held for sale	23	237,000	215,000	-	-
Loans and receivables	22	279,898	6,068,525	2,149,622	3,494,728
Trade and other receivables	24	2,180,937	1,217,686	756,032	927,664
Current tax asset		407,672	137,767	382,211	77,939
Cash at bank and on hand	32	852,715	2,907,319	21,014	2,410,937
		<b>3,958,222</b>	<b>10,546,297</b>	<b>3,308,879</b>	<b>6,911,268</b>
<b>Total assets</b>		<b>135,879,359</b>	<b>97,041,590</b>	<b>76,645,254</b>	<b>60,875,458</b>
<b>Current liabilities</b>					
Trade and other payables	25	2,925,344	1,731,820	743,675	487,951
Other financial liabilities	26	1,718,770	151,032	1,663,777	263,679
Bank overdraft and loans	27	3,231,409	1,963,850	32,341	-
Current tax liabilities		249,612	524,702	-	-
		<b>8,125,135</b>	<b>4,371,404</b>	<b>2,439,793</b>	<b>751,630</b>
<b>Non-current liabilities</b>					
Other financial liabilities	26	1,731,582	1,721,802	10,229,032	2,979,934
Bank loans	27	47,054,857	21,422,684	-	-
Other payables	25	768,532	26,250	-	-
Debt securities in issue	28	36,402,947	36,326,320	36,402,947	36,326,320
Deferred tax liabilities	29	3,438,657	4,950,411	190,000	-
		<b>89,396,575</b>	<b>64,447,467</b>	<b>46,821,979</b>	<b>39,306,254</b>
<b>Total liabilities</b>		<b>97,521,710</b>	<b>68,818,871</b>	<b>49,261,772</b>	<b>40,057,884</b>
<b>Net assets</b>		<b>38,357,649</b>	<b>28,222,719</b>	<b>27,383,482</b>	<b>20,817,574</b>

## Hili Properties p.l.c.

### Statements of financial position (continued)

31 December 2017

		Group		Holding company	
	Notes	2017	2016	2017	2016
		€	€	€	€
<b>EQUITY</b>					
Share capital	30	28,600,000	21,600,000	28,600,000	21,600,000
Legal reserve		103,920	-	-	-
Loss offset reserve	30	748,427	748,427	748,427	748,427
Foreign exchange reserve		(227,855)	-	-	-
Retained earnings/ (accumulated losses)		8,920,366	5,782,250	(1,964,945)	(1,530,853)
<b>Equity attributable to owners of the company</b>		<b>38,144,858</b>	<b>28,130,677</b>	<b>27,383,482</b>	<b>20,817,574</b>
Non-controlling interests		212,791	92,042	-	-
<b>Total equity</b>		<b>38,357,649</b>	<b>28,222,719</b>	<b>27,383,482</b>	<b>20,817,574</b>

These financial statements were approved by the board of directors, authorised for issue on 24 April 2018 and signed on its behalf by:



**Carmelo (sive) Melo Hili**  
Chairman



**Sandra Murniece**  
Director



## Hili Properties p.l.c.

### Statement of changes in equity

Year ended 31 December 2017

#### Group

	Share Capital €	Loss Offset Reserve €	Legal Reserve €	Foreign Exchange Reserve €	Retained Earnings €	Attributable to owners of the Company €	Non- Controlling Interests €	Total €
Balance at 1 January 2016	21,600,000	748,427	-	-	3,899,868	26,248,295	66,921	26,315,216
Profit and total comprehensive income for the year	-	-	-	-	1,882,382	1,882,382	25,121	1,907,503
Balance at 1 January 2017	21,600,000	748,427	-	-	5,782,250	28,130,677	92,042	28,222,719
Increase in share capital	7,000,000	-	-	-	-	7,000,000	-	7,000,000
Part profit assigned to legal reserve	-	-	103,920	-	(103,920)	-	-	-
Other comprehensive income for the year	-	-	-	(227,855)	-	(227,855)	-	(227,855)
Profit for the year	-	-	-	-	3,242,036	3,242,036	120,749	3,362,785
Balance at 31 December 2017	28,600,000	748,427	103,920	(227,855)	8,920,366	38,144,858	212,791	38,357,649

## Hili Properties p.l.c.

### Statement of changes in equity

Year ended 31 December 2017

#### Holding Company

	Share capital €	Loss offset reserve €	Accumulated losses €	Total €
<b>Balance at 1 January 2016</b>	21,600,000	748,427	(503,307)	21,845,120
Loss and total comprehensive expense for the year	-	-	(1,027,546)	(1,027,546)
<b>Balance at 1 January 2017</b>	21,600,000	748,427	(1,530,853)	20,817,574
Increase in share capital	7,000,000	-	-	7,000,000
Loss and total comprehensive expense for the year	-	-	(434,092)	(434,092)
<b>Balance at 31 December 2017</b>	<b>28,600,000</b>	<b>748,427</b>	<b>(1,964,945)</b>	<b>27,383,482</b>

# Hili Properties p.l.c.

## Statements of cash flows

Year ended 31 December 2017

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
<b>Cash flows from operating activities</b>				
Profit/(loss) before tax	2,009,645	2,751,111	(281,499)	(1,299,184)
<i>Adjustments for:</i>				
Unrealised exchange losses	530,958	-	-	-
Unrealised exchange gains	(740,646)	-	-	-
Bad debts written off	3,255	-	-	-
Depreciation of property, plant and equipment	103,517	103,042	3,558	2,781
Amortisation of bond issue costs	76,627	76,627	76,627	76,627
Amortisation of intangible assets	429	251	-	-
Interest expense	3,047,126	2,491,773	2,005,959	1,912,261
Interest income	(165,718)	(331,300)	(472,512)	(1,021,617)
Increase in fair value of investment properties	(5,090,256)	(4,127,000)	(291,581)	-
Increase in fair value of properties held for sale	(22,000)	-	-	-
Decrease in fair value of investment properties	888,267	1,361,500	-	-
Decrease in fair value of properties held for sale	-	105,400	-	-
Loss on disposal of investment property	96,170	-	96,170	-
Impairment of goodwill	3,215,030	600,000	-	-
Operating profit before working capital movements	3,952,404	3,031,404	1,136,722	(329,132)
Movement in trade and other receivables	(966,506)	42,528	257,792	302,337
Movement in trade and other payables	1,613,129	(53,107)	255,724	(326,680)
Cash flows from operations	4,599,027	3,020,825	1,650,238	(353,575)
Income tax paid	(707,041)	(83,385)	(56,792)	(85,180)
Income tax refunded	7,319	-	-	-
Interest paid	(2,936,911)	(2,292,805)	(1,665,000)	(1,734,086)
<i>Net cash flows from/(used in) operating activities</i>	<b>962,394</b>	<b>644,635</b>	<b>(71,554)</b>	<b>(2,172,747)</b>
<b>Cash flows from investing activities</b>				
Proceeds from sale of investment property	625,000	-	625,000	-
Additions to investment property	(1,985,279)	(229,395)	(317,331)	(20,790)
Acquisition related costs	(408,534)	-	-	-
Acquisition of business	(30,909,137)	-	-	-
Security deposits received	731,211	-	-	-
Deposit on acquisition of investment	(5,000,000)	-	(5,000,000)	-
Purchase of property, plant and equipment	(11,036)	(438,582)	(430)	(1,977)
Purchase of intangible assets	(7,329)	(10,482)	(7,329)	(8,336)
Interest received	106,534	221,053	65,849	118,872
Settlement of loans granted to related parties	5,830,191	-	4,354,804	-
Advances to related parties	-	-	(10,081,582)	-
<i>Net cash flows (used in)/from investing activities</i>	<b>(31,028,379)</b>	<b>(457,406)</b>	<b>(10,361,019)</b>	<b>87,769</b>

## Hili Properties p.l.c.

### Statements of cash flows (continued)

Year ended 31 December 2017

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
<b>Cash flows from financing activities</b>				
Proceeds from bank loans	28,750,000	5,400,000	-	-
Repayment of bank loans	(1,873,101)	(1,652,596)	-	-
Transfer to restricted cash	(353,700)	-	-	-
Proceeds from related parties	1,467,303	(2,220,684)	8,308,237	4,071,578
<i>Net cash flows from/(used in) financing activities</i>	<b>27,990,502</b>	<b>1,526,720</b>	<b>8,308,237</b>	<b>4,071,578</b>
<b>Net movement in cash and cash equivalents</b>	<b>(2,075,483)</b>	<b>1,713,949</b>	<b>(2,422,264)</b>	<b>1,986,600</b>
<b>Foreign exchange on cash and cash equivalents</b>	<b>(1,954)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>2,842,018</b>	<b>1,128,069</b>	<b>2,410,937</b>	<b>424,337</b>
<b>Cash and cash equivalents at the end of the year (note 32)</b>	<b>764,581</b>	<b>2,842,018</b>	<b>(11,327)</b>	<b>2,410,937</b>

# Hili Properties p.l.c.

## Notes to the financial statements

31 December 2017

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### 1. Company information and basis of preparation

Hili Properties p.l.c. is a public limited company incorporated in Malta with registration number C57954. As disclosed in note 28, the company has issued bonds which are listed on the Malta Stock Exchange. The registered address of the company is Nineteen Twenty Three, Valletta Road, Marsa. The financial statements have been prepared on the historical cost basis, except for investment properties which are carried at their fair value, and in accordance with International Financial Reporting Standards as adopted by the EU. The significant accounting policies adopted are set out below.

### 2. Significant accounting policies

#### *Basis of consolidation*

#### Acquisition of subsidiaries

The consolidated financial statements incorporate the financial statements of the holding company and entities controlled by the holding company. The company controls an investee when the company is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

The acquisition of subsidiaries is accounted for by applying the acquisition method. The consideration is measured as the aggregate of the fair values, at the date of exchange of assets given, liabilities incurred or assumed, and equity instruments issued by the acquirer in exchange for control of the acquiree. Acquisition-related costs are recognised in profit or loss as incurred, except for costs to issue debt or equity securities.

The acquiree's identifiable assets and liabilities that meet the conditions for recognition are recognised at their fair values at the acquisition date, except as specifically required by other IFRS. A contingent liability assumed in a business combination is recognised at the acquisition date if there is a present obligation that arises from past events and its fair value can be measured reliably.

The results of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases. Where necessary, in preparing these consolidated financial statements, appropriate adjustments are made to the financial statements of subsidiaries to bring their accounting policies in line with those used by group entities. Intra-group balances, transactions, income and expenses are eliminated on consolidation.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Basis of consolidation (continued)*

##### Goodwill

Goodwill arising in a business combination that is accounted for using the acquisition method is recognised as an asset at the date that control is acquired. Goodwill is measured as the excess of (a) the aggregate of: (i) the consideration transferred; (ii) the amount of any non-controlling interests in the acquiree; and (iii) in a business combination achieved in stages, the acquisition-date fair value of the acquirer's previously held equity interest in the acquiree; and (b) the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed.

The goodwill is initially recognised as an asset at cost and is subsequently measured at cost less any accumulated impairment losses. Any gain on a bargain purchase, after reassessment, is recognised immediately in profit or loss.

##### Non-controlling interest

Non-controlling interests in the acquiree that are present ownership interests and entitle their shareholders to a proportionate share of the entity's net assets in the event of liquidation, may be initially measured either at the present ownership interests proportionate share in the recognised amounts of the acquiree's identifiable net assets or at fair value. The choice of measurement basis is made on an acquisition-by-acquisition basis. After initial recognition, non-controlling interests in the net assets consist of the amount of those interests at the date of the original business combination and the non-controlling interests' share of changes in equity since the date of the combination. Non-controlling interests in the net assets of consolidated subsidiaries are presented separately from the holding company's owners' equity therein. Non-controlling interests in the profit or loss and other comprehensive income of consolidated subsidiaries are also disclosed separately. Total comprehensive income is attributed to non-controlling interests even if this results in the non-controlling interests having a deficit balance.

##### Investment in subsidiaries

The holding company accounts for its investment in subsidiaries on the basis of the direct equity interest and is stated at cost less any accumulated impairment losses. Dividends from the investment are recognised in profit or loss.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Intangible assets*

An intangible asset is recognised if it is probable that the expected future economic benefits that are attributable to the asset will flow to the company and the cost of the asset can be measured reliably.

Intangible assets are initially measured at cost. Expenditure on an intangible asset is recognised as an expense in the period when it is incurred unless it forms part of the cost of the asset that meets the recognition criteria.

The useful life of intangible assets is assessed to determine whether it is finite or indefinite. Intangible assets with a finite useful life are amortised. Amortisation is charged to profit or loss so as to write off the cost of intangible assets less any estimated residual value, over their estimated useful lives. The amortisation method applied, the residual value and the useful life are reviewed, and adjusted if appropriate, at the end of each reporting period.

Intangible assets are derecognised on disposal or when no future economic benefits are expected from their use or disposal. Gains or losses arising from derecognition represent the difference between the net disposal proceeds, if any, and the carrying amount, and are included in profit or loss in the period of derecognition.

##### *Computer software*

In determining the classification of an asset that incorporates both intangible and tangible elements, judgement is used in assessing which element is more significant. Computer software which is an integral part of the related hardware is classified as property, plant and equipment and accounted for in accordance with the company's accounting policy on property, plant and equipment. Where the software is not an integral part of the related hardware, this is classified as an intangible asset and carried at cost less any accumulated amortisation and any accumulated impairment losses.

Computer software is amortised on a straight-line basis over three years.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Property, plant and equipment*

The company's property, plant and equipment are classified into furniture, fixtures and other equipment and improvements to leasehold land.

Property, plant and equipment are initially measured at cost. Subsequent costs are included in the asset's carrying amount when it is probable that future economic benefits associated with the item will flow to the group and the cost of the item can be measured reliably. Expenditure on repairs and maintenance of property, plant and equipment is recognised as an expense when incurred.

Property, plant and equipment are stated at cost less any accumulated depreciation and any accumulated impairment losses.

Property, plant and equipment are derecognised on disposal or when no future economic benefits are expected from their use or disposal. Gains or losses arising from derecognition represent the difference between the net disposal proceeds, if any, and the carrying amount, and are included in profit or loss in the period of derecognition.

##### *Depreciation*

Depreciation commences when the depreciable assets are available for use and is charged to profit or loss so as to write off the cost, less any estimated residual value, over its estimated useful lives, using the straight-line method, on the following bases:

Furniture, fixtures and other equipment	- over 3 to 10 years
Improvements to leasehold land	- over 5 years being the term of the lease

The depreciation method applied, the residual value and the useful life are reviewed, and adjusted if appropriate, at the end of each reporting period.

##### *Investment property*

Investment property is property held to earn rentals or for capital appreciation or both. Investment property is recognised as an asset when it is probable that the future economic benefits that are associated with the investment property will flow to the entity and the cost can be measured reliably. Investment property is initially measured at cost, including transaction costs. Subsequent to initial recognition, investment property is stated at fair value at the end of the reporting period. Gains or losses arising from changes in the fair value of investment property are recognised in profit or loss in the period in which they arise.

Investment property is derecognised on disposal or when it is permanently withdrawn from use and no future economic benefits are expected from its disposal. Gains or losses on derecognition represent the difference between the net disposal proceeds and the carrying amount and are recognised in profit or loss in the period of derecognition.



## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Property held for sale*

Property is classified as held for sale if their carrying amount will be recovered principally through a sale transaction rather than through continuing use, and if sale is considered highly probable. Property held for sale is measured at the lower of the carrying amount and fair value less costs of selling.

##### *Other financial instruments*

Financial assets and financial liabilities are recognised on the group's statement of financial position when the respective entities become party to the contractual provisions of the instrument. Financial assets and financial liabilities are initially recognised at their fair value plus directly attributable transaction costs for all financial assets or financial liabilities not classified at fair value through profit or loss.

Financial assets and financial liabilities are offset and the net amount presented in the balance sheet when the group has a legally enforceable right to set off the recognised amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Financial assets are derecognised when the contractual rights to the cash flows from the financial assets expire or when the entity transfers the financial asset and the transfer qualifies for derecognition.

Financial liabilities are derecognised when they are extinguished. This occurs when the obligation specified in the contract is discharged, cancelled or expires.

An equity instrument is any contract that evidences a residual interest in the assets of the group after deducting all of its liabilities. Equity instruments are recorded at the proceeds received, net of direct issue costs.

##### (i) Trade and other receivables

Trade and other receivables are classified with current assets and are stated at their nominal value unless the effect of discounting is material, in which case trade receivables are measured at amortised cost using the effective interest method. Appropriate allowances for estimated irrecoverable amounts are recognised in profit or loss when there is objective evidence that the asset is impaired.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Other financial instruments (continued)*

##### (ii) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market other than those that are held for trading or are designated upon initial recognition as at fair value through profit or loss or as available-for-sale financial assets or those for which the company may not recover substantially all of its initial investment other than because of credit deterioration.

After initial recognition, loans and receivables are measured at amortised cost using the effective interest method. Gains and losses are recognised in profit or loss when the financial asset is derecognised or impaired and through the amortisation process.

##### (iii) Bank borrowings

Subsequent to initial recognition, interest-bearing bank loans are measured at amortised cost using the effective interest method. Bank loans are carried at face value due to their market rate of interest.

Subsequent to initial recognition, interest-bearing bank overdrafts are carried at face value in view of their short-term maturities.

##### (iv) Other borrowings

Subsequent to initial recognition, other borrowings are measured at amortised cost using the effective interest method unless the effect of discounting is immaterial.

##### (v) Trade and other payables

Trade and other payables are classified with current liabilities and are stated at their nominal value unless the effect of discounting is material, in which case trade payables are measured at amortised cost using the effective interest method.

##### (vi) Shares issued by the company

Ordinary shares issued by the company are classified as equity instruments.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Impairment*

At the end of each reporting period, the carrying amount of assets is reviewed to determine whether there is any indication or objective evidence of impairment, as appropriate, and if any such indication or objective evidence exists, the recoverable amount of the asset is estimated.

In the case of financial assets that are carried at amortised cost, objective evidence of impairment includes observable data about the following loss events – significant financial difficulty of the issuer (or counterparty) or a breach of contract or it becoming probable that the borrower will enter bankruptcy or other financial reorganisation or the company, for economic or legal reasons relating to the borrower's financial difficulty, granting to the borrower a concession that the company would not otherwise consider.

In addition to the above loss events, objective evidence of impairment for an investment in an equity instrument includes information about significant changes with an adverse effect that have taken place in the technological, market, economic or legal environment and indicates that the cost of the investment in the equity instrument may not be recovered.

Goodwill arising on the acquisition of subsidiaries is tested for impairment annually and whenever there is an indication of impairment.

An impairment loss is the amount by which the carrying amount of an asset exceeds its recoverable amount.

For loans and receivables if there is objective evidence that an impairment loss has been incurred, the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the original effective interest rate. The carrying amount of the asset is reduced directly.

In the case of other assets tested for impairment, the recoverable amount is the higher of fair value less costs of disposal and value in use (which is the present value of the future cash flows expected to be derived, discounted using a pre-tax discount rate that reflects current market assessment of the time value of money and the risks specific to the asset). Where the recoverable amount is less than the carrying amount, the carrying amount of the asset is reduced to its recoverable amount, as calculated.

Goodwill is allocated to each of the group's cash-generating units expected to benefit from the synergies of the combination. Where the recoverable amount of the cash-generating unit is less than the carrying amount, an impairment loss is recognised. The impairment loss is allocated first to reduce the carrying amount of any goodwill allocated and then to the other assets of the unit pro rata on the basis of the carrying amount of each asset in the unit.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Impairment (continued)*

Impairment losses are recognised immediately in profit or loss, unless the asset is carried at a revalued amount, in which case, the impairment loss is recognised in other comprehensive income to the extent that the impairment loss does not exceed the amount in the revaluation surplus for that asset.

For loans and receivables, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed directly.

In the case of other assets tested for impairment, an impairment loss recognised in a prior year is reversed if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised.

Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years.

Impairment reversals are recognised immediately in profit or loss, unless the asset is carried at a revalued amount, in which case, the impairment reversal is recognised directly other comprehensive income and increases the revaluation surplus for that asset, unless an impairment loss on the same asset was previously recognised in profit or loss.

Where an impairment loss for a cash-generating unit subsequently reverses, the impairment loss is allocated to the assets of the unit, except for goodwill, pro rata with the carrying amounts of those assets.

An impairment loss recognised for goodwill is not reversed in a subsequent period.

##### *Revenue recognition*

Revenue is measured at the fair value of the consideration received or receivable for goods sold and services provided in the normal course of business, net of value-added tax and discounts, where applicable. Revenue is recognised to the extent that it is probable that future economic benefits will flow to the company and these can be measured reliably. The following specific recognition criteria must also be met before revenue is recognised:

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Revenue recognition (continued)*

##### (i) Provision of services

Revenue from the provision of services is recognised in the period in which the services are rendered. For practical purposes, when services are performed by an indeterminate number of acts over a specified period of time, revenue is recognised on a straight-line basis over the specified period unless there is evidence that some other method better represents the stage of completion.

##### (ii) Rental income

Rental income from operating leases, less the aggregate cost of incentives given to the lessee, is recognised as income in profit or loss on a straight-line basis over the lease term unless another systematic basis is more representative of the time pattern in which use benefit derived from the leased asset is diminished. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised as an expense in profit or loss on a straight-line basis over the lease term.

##### *Interest income*

Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts the estimated future cash receipts through the expected life of the financial asset to the asset's net carrying amount.

##### *Borrowing costs*

Borrowing costs include the costs incurred in obtaining external financing. Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are capitalised from the time that expenditure for these assets and borrowing costs are being incurred and activities that are necessary to prepare these assets for their intended use or sale are in progress. Borrowing costs are capitalised until such time as the assets are substantially ready for their intended use or sale. Borrowing costs are suspended during extended periods in which active development is interrupted. All other borrowing costs are recognised as an expense in profit or loss in the period in which they are incurred.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Leases*

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards incidental to ownership to the lessee. All other leases are classified as operating leases. Lease classification is made at the inception of the lease, which is the earlier of the date of the lease agreement and the date of commitment by the parties to the principal provisions of the lease.

Leased assets are presented in the statement of financial position according to their nature and are tested for impairment in accordance with the company's accounting policy on impairment. Rental income from operating leases, less the aggregate cost of incentives given to the lessee, is recognised as income in profit or loss on a straight-line basis over the lease term unless another systematic basis is more representative of the time pattern in which use benefit derived from the leased asset is diminished. Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognised as an expense in profit or loss on a straight-line basis over the lease term.

Rentals payable under operating leases, less the aggregate benefit of incentives received from the lessor, are recognised as an expense in profit or loss on a straight-line basis over the lease term unless another systematic basis is more representative of the time pattern of the user's benefit.

##### *Taxation*

Current and deferred tax is recognised in profit or loss, except when it relates to items recognised in other comprehensive income or directly in equity, in which case the deferred tax is also dealt with in other comprehensive income or in equity, as appropriate.

Current tax is based on the taxable result for the period. The taxable result for the period differs from the result as reported in profit or loss because it excludes items which are non-assessable or disallowed and it further excludes items that are taxable or deductible in other periods. It is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax is accounted for using the balance sheet liability method in respect of temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit.

Deferred tax liabilities are generally recognised for all taxable temporary differences and deferred tax assets, are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Taxation (continued)*

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates that have been enacted or substantively enacted by the end of the reporting period.

Current tax assets and liabilities are offset when the company has a legally enforceable right to set off the recognised amounts and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Deferred tax assets and liabilities are offset when the company has a legally enforceable right to set off its current tax assets and liabilities and the deferred tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realise the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

##### *Employee benefits*

The group contributes towards the state pension in accordance with local legislation. The only obligation of the group is to make the required contributions. Costs are expensed in the period in which they are incurred.

##### *Currency translation*

The financial statements of the company and the group are presented in the company's functional currency, the Euro, being the currency of the primary economic environment in which the company operates. Transactions denominated in currencies other than the functional currency are translated at the exchange rates ruling on the date of transaction. Monetary assets and liabilities denominated in currencies other than the functional currency are re-translated to the functional currency at the exchange rate ruling at period-end. Exchange differences arising on the settlement and on the re-translation of monetary items are dealt with in profit or loss. Non-monetary assets and liabilities denominated in currencies other than the functional currency that are measured at fair value are re-translated using the exchange rate ruling on the date the fair value was determined. Non-monetary assets and liabilities denominated in currencies other than the functional currency that are measured in terms of historical cost are not re-translated. Exchange differences arising on the translation of non-monetary items carried at fair value are included in profit or loss for the period, except for differences arising on the re-translation of non-monetary items in respect of which gains and losses are recognised in other comprehensive income. For such non-monetary items, any exchange component of that gain or loss is also recognised in other comprehensive income.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 2. Significant accounting policies (continued)

##### *Currency translation (continued)*

Foreign exchange gains and losses are classified with other operating income or other operating expenses as appropriate, except in the case of significant exchange differences arising on investing or financing activities, which are classified within investment income, investment losses or finance costs as appropriate.

For the purpose of presenting these financial statements, income and expenses (including comparatives) of the company's foreign operations are translated to Euro at the exchange rates ruling on the date of transaction. Assets and liabilities (including comparatives) of the company's foreign operations are translated to Euro at the exchange rate ruling at the date of the statement of financial position. Exchange differences are recognised in other comprehensive income and accumulated in a separate component of equity. Such differences are reclassified from equity to profit or loss in the period in which the foreign operation is disposed of. Goodwill and fair value adjustments arising on the acquisition of a foreign operation are treated as assets and liabilities of the foreign operation and translated at the closing rate.

##### *Cash and cash equivalents*

Cash and cash equivalents comprise cash on hand and demand deposits. Bank overdrafts that are repayable on demand and form an integral part of the group's cash management are included as a component of cash and cash equivalents for the purpose of the statement of cash flows and are presented in current liabilities on the statement of financial position.

#### 3. Judgements in applying accounting policies and key sources of estimation uncertainty

Other than as disclosed below, in the process of applying the group's and company's accounting policies, the directors have made no judgements which can significantly affect the amounts recognised in the financial statements and, at the end of the reporting period, there were no key assumptions concerning the future, or any other key sources of estimation uncertainty, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.



## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 3. Judgements in applying accounting policies and key sources of estimation uncertainty (continued)

##### *Goodwill*

The group tests goodwill annually for impairment or more frequently if there are indications that goodwill might be impaired. Determining whether the carrying amounts of these assets can be realised requires an estimation of the recoverable amount of the cash generating units. The calculation requires the directors to estimate the future cash flows expected to arise from the cash generating unit and a suitable discount rate in order to calculate present value. Goodwill arising on a business combination is allocated to the cash-generating units ("CGUs") that are expected to benefit from that business combination.

The carrying amount of goodwill at 31 December 2016 amounted to €3,215,030. This was attributable to Apex Investments SIA and Tukuma Projekts SIA which are situated in Latvia.

The goodwill arising on acquisition was in relation to the synergies of having an operating base in Latvia, which synergies were expected to yield additional benefits in the technical and financial operations of the management of the property arising from the centralisation of the operational and technical teams, to reduce direct costs attributable to property facilities and customer management activities and to enhance the possibility of tax planning opportunities.

The expected synergies and the tax planning opportunities did not fully materialise during 2016 and 2017. As a result, the directors decided to impair goodwill by €600,000 in 2016 and €3,215,030 during 2017. The carrying amount of goodwill as at 31 December 2017 is *nil*.

The recoverable amount of the CGU amounting to €20,684,970 is determined with reference to the fair value of the respective investment properties using a discounted cash flow method plus the corresponding amount of net assets attributable to this unit.

The fair value measurement is categorised within Level 3 of the fair value hierarchy.

The key assumptions for the calculation of the fair value of the investment properties are those regarding the discount rates and growth rates. The discount rates and growth rates are market derived and the duration of the cash flows and the specific timing of inflows and outflows are determined by events such as rent reviews, lease renewal and relate lease up periods, re-letting, redevelopment or refurbishment.

The assessment of recoverability of the carrying amount of goodwill includes:

- forecasted cash flow projections for the next 5 years
- growth rates of 1 – 3% (2016: 1.44 – 3%)
- use of 7.08% - 8.28% (2016: 7.38%) to discount the projected cash flows to net present values.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 3. Judgements in applying accounting policies and key sources of estimation uncertainty (continued)

##### *Fair value of investment properties*

The group and the company carry its investment properties at fair value, with changes in fair value being recognised in the statement of profit or loss. The fair value of investment properties as at 31 December 2016 has been arrived at on the basis of internal assessments to reflect market conditions at that date. These internal assessments also considered independent external valuations obtained for all the group's properties during 2015 together with independent external valuations obtained during 2016 for a selection of retail/commercial properties in the Baltics covering 20% of the group property portfolio.

During 2017, external market valuations were obtained for a selection of six properties, covering 19% of the property portfolio held by the group. External valuations of three of these properties, all located in Malta, were based on the basis of market value together with further additions and improvements to the property. Due to the lack of similar properties in the market, the external valuations of the other three properties, which are all located in the Baltics, were based on the discounted cash flow technique using the applicable discount rate and market yields as disclosed in note 19.

Where external market valuations were not performed, an assessment of fair value of the investment property was performed internally to reflect market conditions. Internal assessments were based on the discounted cash flow technique using the applicable discount rate and market yields as disclosed in note 19.

The external valuations were carried out by external independent valuers having recent experience in the location and type of property being valued. Based on this assessment, the directors are of the opinion that the fair value determined is an appropriate estimate of the fair value at 31 December 2017. Movements in fair value are disclosed in notes 8, 9 and 19.

The external valuations were carried out by external independent valuers having recent experience in the location and type of property being valued. Investment properties are classified as level 3.

##### *Loans and receivables and investments in subsidiaries*

The group and company reviews loans and receivables owed by parent, subsidiaries and other related parties to evaluate whether events or changes in circumstances indicate that the carrying amounts may not be recoverable. The company also reviews investments in subsidiaries to evaluate whether events or changes in circumstances indicate that the carrying amounts may not be recoverable. At the end of the year there was no objective evidence of impairment in this respect.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 4. Initial application of International Financial Reporting Standards and International Financial Reporting Standards in issue but not yet effective

##### *Initial application of an International Financial Reporting Standard*

In the current year, the company and the group have applied the following amendments:

##### (i) IAS 7 Amendments Disclosure Initiative

The group and company have applied these amendments for the first time in the current year. The amendments require an entity to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both cash and non-cash changes. The company's liabilities arising from financing activities consist of borrowings as disclosed in note 26. A reconciliation between the opening and closing balances of these items is provided in note 33. Consistent with the transition provisions, the group and company have not disclosed comparative information for the prior period. Apart from this additional disclosure, the application of these amendments has no impact on the group and company's financial statements.

##### *International Financial Reporting Standards in issue but not yet effective*

At the date of authorisation of these financial statements, the following International Financial Reporting Standards were in issue but not yet effective during the current period. The directors anticipate that the adoption of other International Financial Reporting Standards that were in issue at the date of authorisation of these financial statements, but not yet effective, will have no material impact on the financial statements of the group and company in the period of initial application.

##### (i) IFRS 9 Financial Instruments

A final version of IFRS 9 has been issued which replaces IAS 39 Financial Instruments: Recognition and Measurement.

The completed standard comprises guidance on classification and measurement, impairment hedge accounting and derecognition.

IFRS 9 introduces a new approach to the classification of financial assets, which is driven by the business model in which the asset is held and its cash flow characteristics. A new business model was introduced which allows certain financial assets to be categorised as "fair value through other comprehensive income" in certain circumstances.

The requirements for financial liabilities are mostly carried forward unchanged from IAS 39. However, some changes were made to the fair value option for financial liabilities to address the issue of own credit risk.

The new standard introduces a single "expected credit loss" impairment model for the measurement of financial assets.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 4. Initial application of International Financial Reporting Standards and International Financial Reporting Standards in issue but not yet effective (continued)

##### *International Financial Reporting Standards in issue but not yet effective (continued)*

##### (i) IFRS 9 Financial Instruments (continued)

IFRS 9 carries forward the derecognition requirements of financial assets and liabilities from IAS 39.

These amendments are effective for periods beginning on or after 1 January 2018. The standard has been endorsed by the EU.

Financial assets that are currently measured at amortised cost will generally continue to be measured at amortised cost. The directors of the holding company and the group are in the process of assessing the potential implications of IFRS 9 in the period of initial application.

##### (ii) IFRS 16 Leases

IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, i.e. the customer ('lessee') and the supplier ('lessor'). The new standard requires lessees to recognize most leases on their financial statements. Lessees will have a single accounting model for all leases, with certain exemptions. Lessor accounting is substantially unchanged. Accordingly, a lessor continues to classify its leases as operating leases or finance leases, and to account for those two types of leases differently.

IFRS 16 also requires enhanced disclosures to be provided by lessors that will improve information disclosed about a lessor's risk exposure, particularly to residual value risk. IFRS 16 is effective for periods beginning on or after 1 January 2019. The standard has been endorsed by the EU.

##### (iii) Amendments to IAS 40 Investment Property

The amendments clarify that a transfer to, or from, investment property necessitates an assessment of whether a property meets, or has ceased to meet, the definition of investment property, supported by observable evidence that a change in use has occurred.

These amendments are effective for annual periods beginning on or after 1 January 2018, with earlier application being permitted. The amendment has been endorsed by the EU. Changes in the use and consequent reclassification of the investment property held by the group and the company is not expected in the foreseeable future. Accordingly, the directors anticipate that the application of IAS 40 amendments has no material impact on the financial statements of the group and the company in the period of initial application.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 4. Initial application of International Financial Reporting Standards and International Financial Reporting Standards in issue but not yet effective (continued)

*International Financial Reporting Standards in issue but not yet effective (continued)*

##### (iv) IFRIC 22 Foreign Currency Transactions and Advance Consideration

IFRIC 22 addresses how to determine the 'date of transaction' for the purpose of determining the exchange rate to use on initial recognition of an asset, expense or income, when consideration for that item has been paid or received in advance in a foreign currency which resulted in the recognition of a non-monetary asset or non-monetary liability (e.g. a non-refundable deposit or deferred revenue).

IFRIC 22 specifies that the date of transaction is the date on which the entity initially recognises the non-monetary asset or non-monetary liability arising from the payment or receipt of advance consideration.

If there are multiple payments or receipts in advance, the Interpretation requires an entity to determine the date of transaction for each payment or receipt of advance consideration.

The Interpretation is effective for annual periods beginning on or after 1 January 2018 with earlier application permitted. Any advance considerations paid or received in the normal operations of the group and the company are denominated in the functional currency of the respective group undertaking and the company. Accordingly, the directors of the group and the company do not anticipate that the application of the amendments will have a material impact on the financial statements.

#### 5. Segment information

The segment reporting of the group is made in terms of the location which it conducts its business in, as the risks and rates of return are affected predominantly by differences in the services provided in the different locations. In 2017, the group expanded its operations to a new location; Romania, through the acquisition of business as disclosed in note 34. The group is currently organised into five main business segments: Malta, Latvia, Estonia, Lithuania and Romania. Each of these operating segments is managed separately as each of these lines requires local resources. All inter segment transfers for management services are carried out on a cost basis.

The accounting policy for identifying segments is based on internal management reporting information that is regularly reviewed by the chief operating decision maker.

Revenue reported below represents revenue generated from external customers. There were no intersegment sales in the year. The group's reportable segments under IFRS 8 are direct sales attributable to each line of business.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 5. Segment information (continued)

##### *Measurement of operating segment profit or loss, assets and liabilities*

Segment profit represents the profit earned by each segment after allocation of central administration costs based on services provided. This is the measure reported to the chief operating decision maker for the purposes of resource allocation and assessment of segment performance. The accounting policies of the reportable segments are the same as the group's accounting policies described in note 2.

Reconciliations of reportable segment revenues, profit or loss, assets and liabilities to consolidated totals are reported below:

##### **Profit before taxation**

	2017 €	2016 €
Total profit for reportable segments	13,612,930	6,247,673
Elimination of inter segment profits	(9,776,695)	(1,683,180)
Unallocated amounts:		
Finance costs	(1,741,627)	(1,741,627)
Other unallocated amounts	(84,963)	(71,755)
	<u>2,009,645</u>	<u>2,751,111</u>

##### **Assets**

	2017 €	2016 €
Total assets for reportable segments	163,280,111	103,752,964
Elimination of inter segment receivables	(27,421,590)	(6,724,180)
Unallocated amounts:		
Other unallocated amounts	20,838	12,805
	<u>135,879,359</u>	<u>97,041,589</u>

##### **Liabilities**

	2017 €	2016 €
Total liabilities for reportable segments	79,378,458	40,861,677
Elimination of inter segment payables	(18,292,780)	(8,381,970)
Unallocated amounts:		
Debt securities in issue	36,402,947	36,326,320
Other unallocated amounts	33,085	12,844
	<u>97,521,710</u>	<u>68,818,871</u>

## **Hili Properties p.l.c.**

### **Notes to the financial statements**

31 December 2017

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#### **5. Segment information (continued)**

Included in revenue arising from rental of investment property in Latvia are revenues of €1,135,076 (2016: €1,807,247) which arose from the group's largest customer. Another customer, located in Romania, contributed to 14% of the group's revenue for 2017 amounting to €916,211 (2016: *nil*). No other single customer contributed to 10% or more to the group's revenue for both 2016.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 5. Segment information (continued)

2017

	Malta €	Latvia €	Estonia €	Lithuania €	Romania €	Total €	Unallocated €	Eliminations and Adjustments €	Consolidated €
Revenue	2,249,005	2,825,012	109,996	258,280	1,590,722	7,033,015	-	(695,557)	6,337,456
Profit before taxation	6,395,858	5,110,059	35,179	1,498,142	573,692	13,612,930	(1,826,590)	(9,776,695)	2,009,645
Unrealised exchange losses	-	-	-	-	(530,958)	(530,958)	-	-	(530,958)
Depreciation and amortisation	(98,332)	(5,185)	-	-	-	(103,517)	-	-	(103,517)
Impairment of goodwill	-	(3,215,030)	-	-	-	(3,215,030)	-	-	(3,215,030)
Investment income	5,472,098	1,537,867	-	1,340,359	740,646	9,090,970	-	(3,131,534)	5,959,436
Unrealised exchange gains	-	-	-	-	740,646	740,646	-	-	740,646
Investment losses	(96,170)	(4,068,145)	(35,152)	-	(408,534)	(4,608,001)	(58,745)	-	(4,666,746)
Finance income	658,663	125,146	2,436	7,000	-	793,245	-	(734,061)	59,184
Finance costs	(724,077)	(606,197)	-	(41,103)	(1,123,102)	(2,494,479)	(1,741,627)	518,960	(3,717,146)
Segment assets	89,569,614	34,683,820	1,816,485	4,435,016	32,775,176	163,280,111	20,838	(27,421,590)	135,879,359



## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 5. Segment information (continued)

2017	Malta €	Latvia €	Estonia €	Lithuania €	Romania €	Total €	Unallocated €	Eliminations and Adjustments €	Consolidated €
Investment property	37,972,880	29,293,177	1,663,948	4,191,221	30,909,137	104,030,363	-	-	104,030,363
Additions to investment property	1,602,900	382,379	-	-	30,909,137	32,894,416	-	-	32,894,416
Additions to deposit on acquisition of investment	12,000,000	-	-	-	-	12,000,000	-	-	12,000,000
Segment liabilities	33,556,616	22,044,086	41,917	1,736,073	21,999,766	79,378,458	36,436,032	(18,292,780)	97,521,710
Income tax (expense)/credit	(1,488,249)	2,725,178	-	(224,721)	(94,775)	917,433	-	435,707	1,353,140

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 5. Segment information (continued)

2016

	Malta €	Latvia €	Estonia €	Lithuania €	Romania €	Total €	Unallocated €	Eliminations and Adjustments €	Consolidated €
Revenue	2,191,737	2,695,370	109,996	250,758	-	5,247,861	-	(407,145)	4,840,716
Profit before taxation	1,550,402	4,765,788	(224,992)	156,475	-	6,247,673	(1,813,382)	(1,683,180)	2,751,111
Depreciation and amortisation	(97,555)	(5,737)	-	-	-	(103,292)	-	-	(103,292)
Impairment of goodwill	-	(600,000)	-	-	-	(600,000)	-	-	(600,000)
Investment income	250,000	4,127,000	-	-	-	4,377,000	-	(250,000)	4,127,000
Investment losses	-	(1,766,900)	(300,000)	-	-	(2,066,900)	(100,822)	-	(2,167,722)
Finance income	1,166,908	54,297	6,825	14,201	-	1,242,231	-	(910,931)	331,300
Finance costs	(851,068)	(638,174)	-	(54,848)	-	(1,544,090)	(1,741,627)	717,317	(2,568,400)
Segment assets	64,956,353	33,815,383	1,764,124	3,191,505	25,600	103,752,965	12,806	(6,724,182)	97,041,589
Investment property	34,857,121	28,248,044	1,699,100	2,850,862	-	67,655,127	-	-	67,655,127
Additions to investment property	188,105	-	-	-	-	188,105	-	-	188,105

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 5. Segment information (continued)

2016	Malta €	Latvia €	Estonia €	Lithuania €	Romania €	Total €	Unallocated €	Eliminations and Adjustments €	Consolidated €
Segment liabilities	16,490,135	22,580,824	24,735	1,765,983	-	40,861,677	36,339,165	(8,381,971)	68,818,871
Income tax credit/ (expense)	(48,946)	(667,242)	-	(23,471)	-	(739,659)	-	(103,949)	843,608

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 6. Revenue

Revenue represents the total invoiced value of services provided and rents receivable during the year, net of any indirect taxes as follows:

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
Rent receivable	<b>6,337,456</b>	4,840,716	<b>21,249</b>	63,747
Management fees	-	-	<b>366,004</b>	274,506
	<b>6,337,456</b>	4,840,716	<b>387,253</b>	338,253

#### 7. Other operating income

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
Other operating income	<b>162,447</b>	55,860	-	10,595

#### 8. Investment income

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
Increase in fair value of investment property	<b>5,090,256</b>	4,127,000	<b>291,581</b>	-
Increase in fair value of property held for sale	<b>22,000</b>	-	-	-
Interest received from parent	<b>106,534</b>	206,034	<b>65,849</b>	125,075
Dividend income from equity instruments	-	-	<b>1,591,173</b>	250,000
Fair value movement resulting from exchange gains	<b>740,646</b>	-	-	-
	<b>5,959,436</b>	4,333,034	<b>1,948,603</b>	375,075

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 9. Investment losses

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
Decrease in fair value of investment properties	888,267	1,361,500	-	-
Decrease in fair value of property held for sale	-	105,400	-	-
Loss on disposal of investment property	96,170	-	96,170	-
Acquisition related costs	467,279	100,822	58,745	61,256
Impairment of goodwill	3,215,030	600,000	-	-
	<u>4,666,746</u>	<u>2,167,722</u>	<u>154,915</u>	<u>61,256</u>

#### 10. Finance income

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
Interest on bank balances	3	13	-	-
Interest receivable on:				
- amounts due from other related companies	59,181	125,253	32,625	98,607
- amounts due from subsidiaries	-	-	374,038	797,935
	<u>59,184</u>	<u>125,266</u>	<u>406,663</u>	<u>896,542</u>

#### 11. Finance costs

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
Interest on bank loans and overdrawn bank balance	1,271,911	634,203	-	102
Interest on debt securities	1,665,000	1,665,000	1,665,000	1,665,000
Interest payable on:				
- amounts due to other related companies	86,091	192,570	86,091	192,570
- amounts due to subsidiaries	-	-	234,868	54,589
- amounts due to parent	24,124	-	20,000	-
Processing fees	62,435	-	-	-
Amortisation of bond issue costs	76,627	76,627	76,627	76,627
Unrealised exchange losses	530,958	-	-	-
	<u>3,717,146</u>	<u>2,568,400</u>	<u>2,082,586</u>	<u>1,988,888</u>

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 12. Profit/(loss) before taxation

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
<i>This is stated after charging</i>				
Depreciation and amortisation	<b>103,946</b>	103,292	<b>3,558</b>	2,781
Management fees	<b>360,000</b>	325,000	<b>360,000</b>	325,000
Legal and professional fees	<b>315,607</b>	301,176	<b>93,462</b>	106,213
Unrealised exchange losses	<b>530,958</b>	-	-	-

The analysis of the amounts that are payable to the auditors and that are required to be disclosed is as follows:

#### Group

Total remuneration payable to the parent company's auditors in respect of the audit of the financial statements and the undertakings included in the consolidated financial statements amounted to €20,350 (2016: €33,350) and the remuneration payable to the other auditors in respect of the audits of undertakings included in the consolidated financial statements amounted to €45,133 (2016: €35,100). Other fees payable to the parent company's auditors for tax services and for non-audit services other than tax services amounted to €6,399 (2016: €9,850) and €12,795 (2016: €2,256) respectively.

#### Holding company

The remuneration payable to the parent company's auditors for the audit of the company's financial statements amounted to €5,115 (2016: €5,115). Other fees payable to the parent company's auditors for tax services and for non-audit services other than tax services amounted to €2,310 (2016: €3,810) and €350 (2016: €2,256) respectively.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 13. Key management personnel compensation

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
<b>Directors' compensation:</b>				
<i>Short term benefits</i>				
Fees	35,985	29,570	35,985	29,570
Remuneration	83,645	111,220	40,796	111,220
	<u>119,630</u>	<u>140,790</u>	<u>76,781</u>	<u>140,790</u>
<b>Other key management personnel compensation:</b>				
Salaries and social security contributions	74,138	88,503	74,138	88,503
	<u>74,138</u>	<u>88,503</u>	<u>74,138</u>	<u>88,503</u>
<b>Total key management personnel compensation</b>	<u>193,768</u>	<u>229,293</u>	<u>150,919</u>	<u>229,293</u>

The group and the company incurred management fees in relation to the provision of key management personnel services amounting to €360,000 (2016: €325,000). These management fees were paid to the parent company.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 14. Staff costs and employee information

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
<b>Staff costs:</b>				
Wages and salaries	<b>603,036</b>	543,930	<b>346,247</b>	409,897
Social security costs	<b>72,241</b>	34,617	<b>18,082</b>	17,050
Recharged to subsidiary	-	-	<b>(122,869)</b>	(102,291)
Recharged (to)/from other related companies	<b>(122,869)</b>	(102,291)	-	-
	<b>552,408</b>	476,256	<b>241,460</b>	324,656

The average number of persons employed during the year, including executive directors, was made up as follows:

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>Number</b>	<b>Number</b>	<b>Number</b>	<b>Number</b>
Administration	<b>9</b>	8	<b>4</b>	5
Operations	<b>8</b>	7	<b>8</b>	7
	<b>17</b>	15	<b>12</b>	12

#### 15. Income tax expense/(credit)

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
Current tax expense/(credit)	<b>154,727</b>	116,026	<b>(35,712)</b>	(270,215)
Deferred tax (credit)/expense (note 29)	<b>(1,507,867)</b>	727,582	<b>188,305</b>	(1,423)
Income tax (credit)/expense	<b>(1,353,140)</b>	843,608	<b>152,593</b>	(271,638)



## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 15. Income tax (credit)/expense (continued)

Tax applying the statutory domestic income tax rate and the income tax expense for the period are reconciled as follows:

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
Profit/(loss) before taxation	<b>2,009,645</b>	2,751,111	<b>(281,499)</b>	(1,299,184)
Tax at the applicable rate of 35%	<b>703,376</b>	962,889	<b>(98,525)</b>	(454,714)
<i>Tax effect of:</i>				
Different tax rates of subsidiaries	<b>(537,033)</b>	(864,452)	-	-
Disallowable expenses	<b>688,537</b>	549,411	<b>344,771</b>	196,276
Disallowed impairment of goodwill	<b>1,125,261</b>	210,000	-	-
Income not subject to tax	<b>(587,812)</b>	(54,860)	-	-
Amortisation of grant income	<b>(1,295)</b>	(1,295)	-	-
Maintenance allowance	<b>(58,775)</b>	(57,362)	-	-
Income taxed at 15%	<b>(121,219)</b>	(136,778)	<b>(4,293)</b>	(12,749)
Increase in fair value of investment property not chargeable to tax	<b>(884,623)</b>	105,000	<b>(102,053)</b>	-
Asorbed capital allowances	<b>(130,057)</b>	-	-	-
Permanent difference on investment property	-	(89,950)	-	-
Deferred tax in relation to prior year	-	191,449	-	-
Income taxed under the FRFTC method	-	-	<b>418</b>	-
Depreciation on ineligible assets	<b>13,034</b>	-	<b>(449)</b>	-
Accounting loss on sale of property	<b>33,660</b>	-	<b>33,660</b>	-
Untaxed dividend	-	-	<b>(258,163)</b>	-
8% FWT on sale of property	<b>47,228</b>	-	<b>47,228</b>	-
Deferred tax on revaluation of investment property	<b>1,189,481</b>	-	<b>190,000</b>	-
Tax deductions on investment property	<b>(84,585)</b>	-	-	-
Write-off due to CIT law change	<b>(2,820,756)</b>	-	-	-
Other differences	<b>72,438</b>	29,556	-	(451)
Income tax (credit)/expense for the year	<b>(1,353,140)</b>	843,608	<b>152,594</b>	(271,638)

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 16. Goodwill

	€
At 1 January 2016	3,815,030
Impairment loss	(600,000)
	<u>3,215,030</u>
At 1 January 2017	3,215,030
Impairment loss (note 9)	(3,215,030)
	<u>-</u>
<b>At 31 December 2017</b>	<b>-</b>

Further disclosures in connection with goodwill are included in note 3.

#### 17. Intangible assets

##### Group

	€
<b>Cost</b>	
At 1 January 2016	-
Additions	10,481
	<u>10,481</u>
At 1 January 2017	10,481
Additions	7,329
	<u>17,810</u>
At 31 December 2017	17,810
<b>Accumulated amortisation</b>	
At 1 January 2016	-
Provision for the year	250
	<u>250</u>
At 1 January 2017	250
Provision for the year	429
	<u>679</u>
At 31 December 2017	679
<b>Carrying amount</b>	
At 31 December 2016	10,231
	<u>10,231</u>
<b>At 31 December 2017</b>	<b>17,131</b>

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 17. Intangible assets (continued)

##### Holding company

	€
<b>Cost</b>	
At 1 January 2016	-
Additions	8,336
	<hr/>
At 1 January 2017	8,336
Additions	7,329
	<hr/>
At 31 December 2017	15,665
	<hr/>
<b>Carrying amount</b>	
At 31 December 2016	8,336
	<hr/>
<b>At 31 December 2017</b>	<b>15,665</b>
	<hr/>

As at 31 December 2017, all intangible assets owned by the group and the company have been put into use. Intangible assets amounting to €8,336 owned by the group and the company had not been put into use as at 31 December 2016.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 18. Property, plant and equipment

Group	Furniture, fixtures and other equipment €	Improvements to leasehold land €	Total €
<b>Cost</b>			
At 1 January 2016	152,300	40,710	193,010
Additions	232,750	205,832	438,582
At 1 January 2017	385,050	246,542	631,592
Additions	11,036	-	11,036
At 31 December 2017	396,086	246,542	642,628
<b>Accumulated depreciation</b>			
At 1 January 2016	112,715	-	112,715
Provision for the year	53,734	49,308	103,042
At 1 January 2017	166,449	49,308	215,757
Provision for the year	54,209	49,308	103,517
At 31 December 2017	220,658	98,616	319,274
<b>Carrying amount</b>			
At 31 December 2016	218,601	197,234	415,835
<b>At 31 December 2017</b>	<b>175,428</b>	<b>147,926</b>	<b>323,354</b>

€31,423 (2016: €73,204) worth of assets have not been put into use as at 31 December 2017.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 18. Property, plant and equipment (continued)

##### Holding company

	<b>Furniture, fixtures and other equipment €</b>
<b>Cost</b>	
At 1 January 2016	8,687
Additions	1,977
	<hr/>
At 1 January 2017	10,664
Additions	430
	<hr/>
At 31 December 2017	11,094
	<hr/>
<b>Accumulated depreciation</b>	
At 1 January 2016	3,441
Provision for the year	2,781
	<hr/>
At 1 January 2017	6,222
Provision for the year	3,558
	<hr/>
At 31 December 2017	9,780
	<hr/>
<b>Carrying amount</b>	
At 31 December 2016	4,442
	<hr/>
<b>At 31 December 2017</b>	<b>1,314</b>
	<hr/>

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 19. Investment property

##### Group

	Retail/ commercial properties €	Office properties €	Other properties €	Total €
At 1 January 2016	34,301,376	28,574,597	1,600,000	64,475,973
Additions	12,457	188,021	8,418	208,896
Disposals	(25,742)	-	-	(25,742)
Increase in fair value (note 8)	4,127,000	-	-	4,127,000
Decrease in fair value (note 9)	(1,361,500)	-	-	(1,361,500)
Transfer from held for sale (note 23)	230,500	-	-	230,500
At 1 January 2017	37,284,091	28,762,618	1,608,418	67,655,127
Additions	400,227	1,585,052	-	1,985,279
Disposals	-	(721,169)	-	(721,169)
Increase in fair value (note 8)	3,397,699	1,400,976	291,581	5,090,256
Decrease in fair value (note 9)	(888,267)	-	-	(888,267)
Acquired on business combination (note 32)	21,327,305	9,581,832	-	30,909,137
<b>At 31 December 2017</b>	<b>61,521,055</b>	<b>40,609,309</b>	<b>1,899,999</b>	<b>104,030,363</b>

##### Holding company

	Office properties €	Other properties €	Total €
At 1 January 2016	2,471,645	1,600,000	4,071,645
Additions	12,372	8,419	20,791
At 1 January 2017	2,484,017	1,608,419	4,092,436
Additions	317,331	-	317,331
Disposals	(721,170)	-	(721,170)
Increase in fair value	-	291,581	291,581
<b>At 31 December 2017</b>	<b>2,080,178</b>	<b>1,900,000</b>	<b>3,980,178</b>

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 19. Investment property (continued)

The fair value of investment properties at 31 December 2016 amounting to €67,655,127 has been arrived at on the basis of internal assessments to reflect market conditions at the end of the reporting period. These internal assessments also considered independent external valuations obtained for all the group's properties during 2015 together with other independent external valuations obtained during 2016 for a selection of retail/commercial properties in the Baltics covering 20% of the group property portfolio.

During 2017, external market valuations were obtained for a selection of five properties, covering 19% of the property portfolio value held by the group. External valuations of three of these properties, all located in Malta, were based on the basis of market value together with further additions and improvements to the property. Due to the lack of similar properties in the market, the external valuations of the other three properties, which are all located in the Baltics, were based on the discounted cash flow technique using the applicable discount rate and market yields as disclosed below. At the end of the year, the directors re-assessed the fair value of these properties and these were of the opinion that the fair value had not altered significantly since the external valuations performed earlier in the year.

Where external market valuations were not performed, an assessment of fair value of the investment property was performed internally to reflect market conditions. Internal assessments were based on the discounted cash flow technique using the applicable discount rate and market yields as disclosed below.

In estimating the fair value of the property, the highest and best use of the property is its current use. The external valuations were carried out by external independent valuers having recent experience in the location and type of property being valued. Investment properties are classified as Level 3.

All the properties located in the Baltics amounting to €35,148,343 (2016: €32,798,006) and 69% of the investment property located in Romania amounting to €21,327,205 (2016: *Nil*) are classified as retail/commercial properties. The remaining properties are located in Malta and Romania.

The levels in the fair value hierarchy have been defined in note 40. The group's policy is to recognise transfers into and out of fair value hierarchy levels as of the date of the event or change in circumstances that caused the transfer.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 19. Investment property (continued)

##### *Valuation techniques and inputs*

For the fair value of the investment properties located in Malta, which were valued externally, the valuation was determined based on comparable methods. The significant unobservable inputs were the rental yields and rental rates per square metre being derived from the properties.

	Range of significant unobservable inputs	
	Rental Yields %	Rental rates per square metre %
2017	4 – 5.2	70 - 114
2016	4.76 – 6.7	100 - 350

For the fair value of the other investment properties located in Malta and the investment property located in the Baltics the valuation was determined by capitalising future net income streams based on significant unobservable inputs. These inputs include the growth rates and the discount rates as follows:

	Range of significant unobservable inputs	
	Discount Rate %	Growth rate %
2017 – Malta	7.00	0.22 – 1.8
2017 – Romania	8.50	1.5
2017 – Baltics	7.08 – 8.28	1 – 3
2016	7.38 – 8.7	1.44 – 3

The directors are of the opinion that the fair value of the investment property located in Romania had not altered significantly since the acquisition on 4 May 2017 and the carrying amount represents the fair value of the property at 31 December 2017.

For each valuation for which rental value and capitalisation rate have been determined to be the significant unobservable inputs, the higher the rental value and the lower the capitalisation rate, the higher the fair value. Conversely, the lower the rental value and the higher the capitalisation rate, the lower the fair value. A reasonable change in the unobservable inputs is not expected to result in a material change in the value of the property.



## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 19. Investment property (continued)

##### *Operating leases – the Group as lessor*

Operating leases relate to the investment property owned by the group with lease terms of between 1 to 20 years. The lessee does not have an option to purchase the property at the expiry of the lease period. The rental income earned under operating leases during the year amounted to €6,337,456 (2016: €4,840,716). Included in rental income, the group does not have any contingent rents.

Direct operating expenses amounting to €451,120 (2016: €375,858) and €425 (2016: €2,728) were incurred by the group and the company respectively in relation to the investment property.

At the end of the reporting period, the respective lessees had outstanding commitments under non-cancellable operating leases, which fall due as follows:

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
Within one year	<b>6,207,411</b>	4,404,447	<b>64,053</b>	64,053
Between one and five years	<b>19,018,045</b>	12,717,293	<b>345,000</b>	360,000
After five years	<b>30,545,364</b>	13,754,960	-	52,500
	<b>55,770,820</b>	30,876,700	<b>409,053</b>	476,553

#### 20. Investment in subsidiaries

	<b>€</b>
At 1 January 2016	15,593,126
Capitalisation of loans receivable	16,957,603
<b>At 1 January 2017 and 31 December 2017</b>	<b>32,550,729</b>

During 2017, loans receivable from subsidiaries and interest thereon of €16,957,603 were capitalised. €7,471,957 of the loans and interest were converted into ordinary share capital while €2,116,748 of these loans and interest were converted into redeemable preference shares of €1 each, having a non-cumulative and discretionary coupon of 4.5% per annum. €7,368,898 was included with the cost of investment in subsidiaries since this amount became largely repayable exclusively at the discretion of the subsidiary.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 20. Investment in subsidiaries (continued)

During 2017, these loans were converted into 7,368,898 redeemable preference shares of €1 each, having a non-cumulative and discretionary coupon of 4.5% per annum.

The preference shares issued by the subsidiaries are redeemable at par value at the option of the respective subsidiaries by the 31 December 2099 following a resolution to this effect at General Meeting. The ordinary shares of the subsidiaries rank after the preference shares as regards payment of dividends and return of capital, but carry full voting rights at general meetings of the company. Voting rights are not available to the preference shareholders. Dividends payable on ordinary shares fluctuate depending on the company's results whereas preference dividends are payable at a fixed rate and are non-cumulative.

Details of the company's subsidiaries at 31 December 2017 and 31 December 2016 are as follows:

	<b>Proportion of ownership interest %</b>
Hili Estates Holdings Company Limited	95 (2016: 95)
Hili Estates Limited	95 (2016: 95)
Premier Estates Limited	95 (2016: 95)
Hili Properties (Swatar) Limited	100 (2016: 100)

The registered office and principle place of business of all the above group undertakings is Nineteen Twenty-Three, Valletta Road, Marsa, Malta.

Hili Properties BV	100 (2016:100)
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The registered office and principle place of business of the above group undertaking is Schiphol Boulevard 231, 1118BH, Amsterdam, Netherlands.

Premier Estates Eesti OÜ	100 (2016:100)
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The registered office and principle place of business of the above group undertaking is Eesti, Mustamäe tee 16, Tallinn linn, Harju maakond, 1061.

Premier Estates Ltd SIA	100 (2016:100)
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The registered office and principle place of business of the above group undertaking is Dunties street 6, Riga, LV – 1013, Latvia.

Premier Estates Lietuva UAB	100 (2016:100)
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The registered office and principle place of business of the above group undertaking is Konstitucijos ave. 7, LT-09308, Vilnius, the Republic of Lithuania.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 20. Investment in subsidiaries (continued)

	Proportion of ownership interest %
Tukuma Projekts SIA	100 (2016:100)
Apex Investments SIA	100 (2016:100)

The registered office and principal place of business of the above group undertakings is Dunties street 6, Riga LV-1013, Latvia.

Hili Premier Estates Romania SRL	100 (2016: 100)
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The registered office and principal place of business of the above group undertaking is 4-8 Nicolae Titulescu road, America house, 5th floor, Sector 1, Bucharest, Romania.

The principal activity of the above mentioned companies is to hold and rent immovable property, with the exception of Hili Estates Holdings Company Limited and Hili Properties BV which act as holding companies.

Details of the share capital and reserves and profit for the year of the companies in which the company has direct ownership interest are as follows:

#### 2017

	Share capital and reserves €	Profit/(loss) for the year €
Hili Estates Holdings Company Limited	7,665,785	1,397,352
Hili Properties (Swatar) Limited	5,842,835	1,185,106
Hili Properties BV	13,623,078	(298,809)

#### 2016

	Share capital and reserves €	Profit/(loss) for the year €
Hili Estates Holdings Company Limited	7,264,260	(201,460)
Hili Properties (Swatar) Limited	4,657,729	284,948
Hili Properties BV	13,921,889	(265,346)

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 21. Deposit on acquisition of investment

On 25 August 2015 the company entered into a promise of share purchase agreement whereby it undertook to accept, purchase and acquire, 100% shareholding in Harbour (APM) Investments Limited for the sum of €25,000,000. Harbour (APM) Investments Limited is the company that owns the land at Benghajsa measuring circa 92,000m<sup>2</sup>. In 2015, a 50% deposit was paid. In 2017, €12,000,000 of the remaining balance was settled, €5,000,000 of which was settled in cash and €7,000,000 was settled pursuant to an assignment of debt to Hili Ventures Limited and subsequently capitalised in the share capital of the company.

Both the company and the vendor have the unilateral and unconditional right to rescind the agreement, in which case the deposit already paid of €24,500,000 becomes repayable on the demand by the company. At the end of the reporting period, the agreement was expected to be executed by the end of 2018.

#### 22. Loans and receivables

##### Group

	<b>Loan to parent</b>	<b>Loan to other related companies</b>	<b>Total</b>
	<b>€</b>	<b>€</b>	<b>€</b>
At 31 December 2016	5,819,959	2,571,540	8,391,499
Less: amounts expected to be settled within 12 months (shown under current assets)	(5,819,959)	(248,566)	(6,068,525)
Amounts expected to be settled after 12 months (shown under non- current assets)	-	2,322,974	2,322,974
At 31 December 2017	-	2,602,872	2,602,872
Less: amounts expected to be settled within 12 months (shown under current assets)	-	(279,898)	(279,898)
Amounts expected to be settled after 12 months (shown under non- current assets)	-	2,322,974	2,322,974

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 22. Loans and receivables (continued)

	Loan to other related companies €
<b>Amortised cost</b>	
At 1 January 2016	1,745,474
Additions	577,500
	<hr/>
At 1 January 2017 and 31 December 2017	2,322,974
	<hr/>
<b>Carrying amount</b>	
<b>At 31 December 2016 and 31 December 2017</b>	<b>2,322,974</b>
	<hr/> <hr/>

The above loans and receivables are unsecured. €1,183,598 (2016: €1,183,598) of the amounts due from other related companies and amounts due from parent company of €5,750,000, reported in 2016, bear interest at the rate of 5% per annum. The remaining amounts of loans and receivables are interest free.

Amounts due from other related companies amounting to €2,322,974 (2016: €2,322,974) have no fixed date for repayment and are not expected to be realised within 12 months after the end of the reporting period. €5,750,000 of the amounts due from parent company, reported in 2016, were settled during 2017. The remaining loans and receivables are payable on demand.

Movements in loans and receivables which are expected to be settled after 12 months of the reporting period are reconciled as follows:

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 22. Loans and receivables (continued)

##### Holding company

	Loan to subsidiaries	Loan to parent	Loan to other related companies	Total
	€	€	€	€
At 31 December 2016	3,571,296	2,783,351	1,938,410	8,293,057
Less: amounts expected to be settled within 12 months (shown under current assets)	(564,843)	(2,783,351)	(146,534)	(3,494,728)
Amounts expected to be settled after 12 months (shown under non-current assets)	3,006,453	-	1,791,876	4,798,329
At 31 December 2017	12,430,184	-	1,996,314	14,426,498
Less: amounts expected to be settled within 12 months (shown under current assets)	(1,945,184)	-	(204,438)	(2,149,622)
Amounts expected to be settled after 12 months (shown under non-current assets)	10,485,000	-	1,791,876	12,276,876

The above loans and receivables are unsecured. €10,485,000 (2016: €3,006,453) of the amounts due from subsidiaries bear interest at the rates of 2.9% to 5% per annum while €652,000 (2016: €652,000) of the amounts due from other related companies and €2,750,000 of the amounts due from the parent company, reported in 2016, bear an interest rate of 5% per annum. The remaining loans and receivables are interest free.

€845,000 (2016: €1,666,453), €1,340,000 (2016: €1,340,000) and €8,300,000 (2016: Nil) of the amounts due from subsidiaries are payable by the 2020, 2025 and 2027 respectively. €1,791,876 (2016: €1,791,876) of the amounts due from other related companies have no fixed date of repayment and are not expected to be realised within 12 months after the end of the reporting period. €2,750,000 of the amounts due from parent company, reported in 2016, were settled during 2017. All the remaining loans and receivables are payable on demand.

Movements in loans and receivables which are expected to be settled after 12 months of the reporting period are reconciled as follows:

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 22. Loans and receivables (continued)

Group	Loan to subsidiaries €	Loan to other related companies €	Total €
<b>Amortised cost</b>			
At 1 January 2016	21,446,483	1,214,376	22,660,859
Additions	-	577,500	577,500
Settlement	(2,849,950)	-	(2,849,950)
Capitalisation	(15,590,080)	-	(15,590,080)
At 1 January 2017	3,006,453	1,791,876	4,798,329
Additions	9,050,000	-	9,050,000
Settlement	(1,571,453)	-	(1,571,453)
At 31 December 2017	10,485,000	1,791,876	12,276,876
<b>Carrying amount</b>			
At 31 December 2016	3,006,453	1,791,876	4,798,329
<b>At 31 December 2017</b>	<b>10,485,000</b>	<b>1,791,876</b>	<b>12,276,876</b>

#### 23. Property held for sale

	Group €
<b>Fair value</b>	
At 1 January 2016	550,900
Decrease in fair value (note 9)	(105,400)
Transfer to investment property (note 19)	(230,500)
At 1 January 2017	215,000
Increase in fair value (note 8)	22,000
<b>At 31 December 2017</b>	<b>237,000</b>

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 24. Trade and other receivables

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
Trade receivables	549,034	188,754	555	15,019
Other receivables	981,624	597,095	220,513	631,005
Amounts due from other related companies	156,024	185,197	-	-
Amounts due from parent	27,920	20,960	-	-
Amounts due from subsidiaries	-	-	441,350	189,150
Prepayments and accrued income	466,335	225,680	93,614	92,490
	<u>2,180,937</u>	<u>1,217,686</u>	<u>756,032</u>	<u>927,664</u>

Trade and other receivables are unsecured, interest free and payable on demand.

#### 25. Trade and other payables

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
Trade payables	534,132	359,988	192,230	88,494
Amounts due to other related companies	74,990	30,128	6,174	1,322
Other payables	1,038,016	700,687	-	-
Accruals	2,046,738	667,267	545,271	398,135
	<u>3,693,876</u>	<u>1,758,070</u>	<u>743,675</u>	<u>487,951</u>
Less: amounts expected to be settled within 12 months (shown under current assets)	<u>(2,925,344)</u>	<u>(1,731,820)</u>	<u>(743,675)</u>	<u>(487,951)</u>
Amounts expected to be settled after 12 months (shown under non-current assets)	<u>768,532</u>	<u>26,250</u>	<u>-</u>	<u>-</u>

Trade and other payables are unsecured interest free and payable on demand.



## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 26. Other financial liabilities

Group	Loan from parent €	Loan from other related companies €	Total €
At 31 December 2016	-	1,872,834	1,872,834
Less: amounts expected to be settled within 12 months (shown under current liabilities)	-	(151,032)	(151,032)
Amounts expected to be settled after 12 months (shown under non- current liabilities)	-	1,721,802	1,721,802
<b>At 31 December 2017</b>	<b>1,497,318</b>	<b>1,953,034</b>	<b>3,450,352</b>
<b>Less: amounts expected to be settled within 12 months (shown under current liabilities)</b>	<b>(1,497,318)</b>	<b>(221,452)</b>	<b>(1,718,770)</b>
<b>Amounts expected to be settled after 12 months (shown under non- current liabilities)</b>	<b>-</b>	<b>1,731,582</b>	<b>1,731,582</b>

Amounts due to other related companies of €1,731,582 (2016: €1,721,802) and amounts due to parent company of €1,375,000 (2016: nil) bear an interest rate of 5% per annum and 4.5% per annum respectively. Amounts due to other related companies of €1,731,582 (2016: €1,721,802) have no fixed date for repayment but the group has an unconditional right to defer settlement of these loans for at least twelve months after the end of the reporting period. Amounts due to parent company of €1,225,000 (2016: nil) and €150,000 (2016: nil) are payable by 31 March 2018 and 31 December 2018 respectively. All the remaining amounts are interest free and payable on demand. All the other financial liabilities listed above are unsecured.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 26. Other financial liabilities (continued)

##### Holding company

	Loan from subsidiaries	Loan from parent	Loan from other related companies	Total
	€	€	€	€
At 31 December 2016	1,378,581	-	1,865,032	3,243,613
Less: amounts expected to be settled within 12 months (shown under current liabilities)	(120,449)	-	(143,230)	(263,679)
Amounts expected to be settled after 12 months (shown under non-current liabilities)	1,258,132	-	1,721,802	2,979,934
At 31 December 2017	8,605,765	1,343,790	1,943,254	11,892,809
Less: amounts expected to be settled within 12 months (shown under current liabilities)	(98,535)	(1,343,790)	(221,452)	(1,663,777)
Amounts expected to be settled after 12 months (shown under non-current liabilities)	8,507,230	-	1,721,802	10,229,032

€8,507,230 (2016: €1,258,132) of the amounts due to subsidiaries bear interest at the rate of 3.5% - 5% per annum and are repayable by 2020. Amounts due to other related companies of €1,721,802 (2016: €1,721,802) bear an interest rate of 5% per annum and are repayable by 1 March 2020. Amounts due to parent company of €1,225,000 (2016: nil) bear an interest rate of 4.5% per annum and are payable by 31 March 2018.

The remaining amounts owed are interest free and payable on demand and all financial liabilities listed above are unsecured.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 27. Bank overdraft and loans

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
Bank overdraft	88,134	65,301	32,341	-
Bank loans	50,198,132	23,321,233	-	-
	<u>50,286,266</u>	<u>23,386,534</u>	<u>32,341</u>	<u>-</u>
Less: amount due for settlement within 12 months (shown under current liabilities)	(3,231,409)	(1,963,850)	(32,341)	-
Amount due for settlement after 12 months	<u>47,054,857</u>	<u>21,422,684</u>	<u>-</u>	<u>-</u>

Bank overdraft and loans are payable as follows:

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
On demand or within one year	3,231,409	1,963,850	32,341	-
Between one and five years	24,962,309	8,786,640	-	-
After five years	22,092,548	12,636,044	-	-
	<u>50,286,266</u>	<u>23,386,534</u>	<u>32,341</u>	<u>-</u>

The group's bank loans facilities bear effective interest at the rates of 3.25% to 4.85% p.a. The group's bank borrowings facilities amount to €50,286,266 (2016: €23,386,534). The facilities are secured by special hypothecs over the investment property of the group, a general hypothec over the assets of the group, guarantees provided by other related party and a pledge over rent receivable from the company's tenants.

During 2017, the subsidiaries located in Latvia, Romania and Malta received bank loan facilities amounting to €2,750,000, €20,000,000 and €7,000,000 respectively. The maturity of these loans ranges from 3 to 20 years and the interest rates range from 2.5% to 4%. On 21 March 2016, one of the subsidiaries in Latvia received consent from the bank to prolong a bank loan amounting to €1,600,000 for further five years following the original maturity date which was 8 June 2016.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 28. Debt securities in issue

##### Group and Holding company

	2017 €	2016 €
4.5% unsecured bonds redeemable 2025	<u>36,402,947</u>	<u>36,326,320</u>

In October 2015, the company issued 370,000 4.5% unsecured bonds of a nominal value of €100 per bond. The bonds are redeemable at their nominal value in 2025.

Interest on the bonds is due and payable annually on 16 October of each year.

The bonds are listed on the Official List of the Malta Stock Exchange. The carrying amount of the bond is net of direct issue costs of €766,271 which are being amortised over the life of the bond. The market value of debt securities on the last trading day before the statement of financial position date was €38,665,000 (2016: €38,850,000).

The bond is guaranteed by Harbour (APM) Investments Limited and Hili Estates Limited. The full terms of the guarantee are disclosed in the bond prospectus.

#### 29. Deferred taxation

##### Group

	Opening balance €	Recognised in profit or loss €	Closing balance €
<b>2016</b>			
<i>Arising on:</i>			
Investment property	(4,422,041)	(674,290)	(5,096,331)
Temporary difference on trade receivables	4,112	6,163	10,275
Unutilised tax losses	9,604	126,041	135,645
	<u>(4,408,325)</u>	<u>(542,086)</u>	<u>(4,950,411)</u>
<i>Arising on:</i>			
Unutilised tax losses	33,186	(23,267)	9,919
Unabsorbed losses arising as a result of merger	295,687	-	295,687
Temporary difference on non-current assets	78,439	(78,439)	-
Investment property	154,280	(83,790)	70,490
	<u>561,592</u>	<u>(185,496)</u>	<u>376,096</u>
	<u><u>(3,846,733)</u></u>	<u><u>(727,582)</u></u>	<u><u>(4,574,315)</u></u>

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 29. Deferred taxation (continued)

	Opening balance €	Recognised in profit or loss €	Recognised in other comprehensive income €	Closing balance €
<b>2017</b>				
<i>Arising on:</i>				
Investment property	(5,096,331)	1,655,267	2,407	<b>(3,438,657)</b>
Temporary difference on trade receivables	10,275	(10,275)	-	-
Unutilised tax losses	135,645	(135,645)	-	-
	<u>(4,950,411)</u>	<u>1,509,347</u>	<u>2,407</u>	<u><b>(3,438,657)</b></u>
<i>Arising on:</i>				
Unutilised tax losses	9,919	67,314	695	<b>77,928</b>
Unabsorbed losses arising as a result of merger	295,687	-	-	<b>295,687</b>
Investment property	70,490	(70,490)	-	-
	<u>376,096</u>	<u>(3,176)</u>	<u>695</u>	<u><b>373,615</b></u>
	<u><b>(4,574,315)</b></u>	<u><b>1,506,171</b></u>	<u><b>3,102</b></u>	<u><b>(3,065,042)</b></u>

Due to changes in the tax law in Latvia, enacted as at 31 December 2017, a different tax treatment started to be applied. Based on the new corporate income tax law, corporate income tax will only be incurred on distributed profits, at the rate of 20%. Corporate income tax rate on undistributed profits is nil. Accordingly, deferred taxes, arising on temporary differences, recognised in the previous years, were reversed in the profit or loss.

# Hili Properties p.l.c.

## Notes to the financial statements

31 December 2017

### 29. Deferred taxation (continued)

#### Holding Company

	Opening balance €	Recognised in profit or loss €	Closing balance €
2016			
<i>Arising on:</i>			
Unutilised tax losses	8,495	1,423	9,918
	Opening balance €	Recognised in profit or loss €	Closing balance €
2017			
<i>Arising on:</i>			
Unutilised tax losses	9,918	1,695	11,613
<i>Arising on:</i>			
Investment property	-	(190,000)	(190,000)
	9,918	(188,305)	(178,387)

### 30. Share capital

	2017	
	Authorised €	Issued and called up €
28,600,000 ordinary shares of €1 each	28,600,000	28,600,000
400,000 ordinary shares of €1 each	400,000	-
	29,000,000	28,600,000
	2016	
	Authorised €	Issued and called up €
21,600,000 ordinary shares of €1 each	21,600,000	21,600,000

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 30. Share capital (continued)

On 19 May 2015:

- (i) The authorised share capital of the company was increased by 100,000 ordinary shares of €1 each.
- (ii) The issued share capital of the company was increased by 100,000 ordinary shares of €1 each, which were issued at a premium of €39 per share and was satisfied by the capitalisation of shareholders' loans amounting to €4,000,000.
- (iii) Subsequent to the above also on 19 May 2015, an amount of €3,900,000 equal to the share premium was applied to the company's loss offset reserve account for the purpose of offsetting any losses that may be incurred by the company from time to time. Consequently the remaining balance in the said loss offset reserve amounted to €748,427.

On 27 August 2015:

- (ii) The authorised share capital of the company was increased by 6,500,000 ordinary shares of €1 each.
- (iii) The issued share capital of the company was increased by 6,500,000 ordinary shares of €1 each which was also affected via a capitalisation of shareholders' loans.

There were no changes in the share capital of the company during the year ending 31 December 2016.

On 14 November 2017, €7,000,000 of the amounts due in relation to the purchase of shares in Harbour (APM) Investments Limited, were assigned to the parent company and subsequently capitalised in the share capital of the company on 28 November 2017 as follows:

- (i) The authorised share capital of the company was increased by 7,400,000 ordinary shares of €1 each.
- (ii) The issued share capital of the company was increased by 7,000,000 ordinary shares of €1 each.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 31. Significant non-cash transactions

As explained in more detail in notes 21 and 30, during the year, €7,000,000 of the amounts due in relation to the purchase of shares in Harbour (APM) Investments Limited, were assigned to the parent company and subsequently converted into 7,000,000 ordinary shares of €1 each.

In 2016, loans receivable from subsidiaries and interest thereon amounting to €16,957,603 were converted into share capital. €7,471,957 of the loans and interest were converted into ordinary share capital while €9,485,646 of the loans and interest were converted into redeemable preference shares of €1 each, having a coupon of 4.5% per annum.

These transactions did not involve the movement of cash and cash equivalents.

#### 32. Cash and cash equivalents

Cash and cash equivalents included in the statements of cash flows comprise the following amount in the statement of financial position:

	<b>Group</b>		<b>Holding company</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>	<b>€</b>	<b>€</b>
Cash at bank and on hand	<b>852,715</b>	2,907,319	<b>21,014</b>	2,410,937
Over-drawn bank balance	<b>(88,134)</b>	(65,301)	<b>(32,341)</b>	-
Cash and cash equivalents in the statement of cash flows	<b>764,581</b>	2,842,018	<b>(11,327)</b>	2,410,937

Cash at bank is interest free. The interest rate incurred on the bank overdraft is of 2.5% per annum above the three-month euribor. Restricted cash which is not available for use by the group as at 31 December 2017, amounted to €353,700. This is restricted by the bank in Romania for the duration of the loan of 20 years and is equivalent to the monthly bank loan principal and interest payment due by the group undertaking located in Romania. Accordingly, this is classified under non-current assets.

#### 33. Reconciliation of liabilities arising from financing activities

The table below details changes in the group's liabilities arising from financing activities, including, where applicable, both cash and non-cash changes. Liabilities arising from financing activities are those for which cash flows were, or future cash flows will be, classified in the statement of cash flows as cash flows from financing activities:



## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 33. Reconciliation of liabilities arising from financing activities

##### Group

	Opening Balance €	Cash €	Accrued unpaid interest €	Closing Balance €
Bank loans	(23,321,233)	(26,876,899)	-	(50,198,132)
Loans from related parties	(1,872,834)	(1,467,303)	(110,215)	(3,450,352)
<b>Total liabilities from financing activities</b>	<b>(25,194,067)</b>	<b>(28,344,202)</b>	<b>(110,215)</b>	<b>(53,648,484)</b>

##### Holding Company

	Opening Balance €	Cash €	Non-Cash €	Closing Balance €
Loans from related parties	(3,243,613)	(8,308,237)	(340,959)	(11,892,809)

#### 34. Acquisition of business

On 4 May 2017, Hili Premier Estates Romania SRL acquired a business comprising of investment property with occupancy rate of 100%, in exchange for a cash consideration of €30,575,000. The purpose of this acquisition was for the group to expand its portfolio to a new territory by leasing the investment property, acquired as part of this business, to third parties.

The fair value of the investment property acquired at the date of acquisition by Hili Premier Estates Romania SRL was equivalent to the consideration paid of €30,575,000. Consequently, no goodwill has arisen at the time of the acquisition of the business. There were no other identifiable assets or liabilities assumed at the date of acquisition.

Acquisition-related costs, amounting to €408,534 have been excluded from the consideration transferred and have been recognised as part of the investment losses in note 9. Revenue and profit recognised from the date of acquisition until 31 December 2017 amounted to €1,590,722 and €573,692 respectively. If the business was acquired on 1 January 2017, additional group revenue and group profit would amount to €828,501 and €249,436 respectively.

## **Hili Properties p.l.c.**

### **Notes to the financial statements**

31 December 2017

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#### **35. Events after the reporting period**

On 7 February 2018, a new entity, Premier Assets SRL, was registered in Romania, with the company having indirect shareholding of 90% in such entity. The purpose of this group undertaking is to develop customised commercial property to be leased to Premier Restaurants Romania SRL, a related party having common indirect shareholding to Premier Assets SRL. The plan is to develop two restaurants on a yearly basis.

On 5 March 2018, the parent company injected cash in the company amounting to €3,000,000 as share capital.

#### **35. Related party transactions**

Hili Properties p.l.c. is the parent company of the undertakings highlighted in note 20. The parent company of Hili Properties p.l.c. is Hili Ventures Limited which is incorporated in Malta having its registered office at Nineteen Twenty Three, Valletta Road, Marsa. Hili Ventures Limited produces consolidated financial statements available for public use. Copies of the consolidated financial statements may be downloaded from the website of both Hili Properties p.l.c. and Hili Ventures Limited. The directors consider the ultimate controlling party to be Carmelo Hili, who during 2016 became the indirect owner of more than 50% of the issued share capital of Hili Ventures Limited.

The company and the group entered into related party transactions with the parent company and other related parties. The company also entered into related party transactions with its subsidiaries. Other related parties consist of related parties other than the parent, entities with joint control or significant influence over the company, subsidiaries, associates, joint ventures in which the company is a venture and key management personnel of the company or its parent.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 36. Related party transactions (continued)

During the year under review, the company and the group entered into transactions with related parties set out below.

##### Group

	Related party activity €	2017 Total activity €	%	Related party activity €	2016 Total activity €	%
Revenue:						
Related party transactions with:						
Parent company	124,806			79,534		
Other related companies	1,773,065			1,764,408		
	<u>1,897,871</u>	<u>6,337,456</u>	<u>30</u>	<u>1,843,942</u>	<u>4,840,716</u>	<u>38</u>
Administrative expenses:						
Related party transactions with:						
Parent company	360,000			325,000		
Other related companies	6,167			106,768		
	<u>366,167</u>	<u>1,702,894</u>	<u>22</u>	<u>431,768</u>	<u>1,515,173</u>	<u>28</u>
Other operating income:						
Related party transactions with:						
Parent company	3,991			1,995		
Other related companies	32,098			25,615		
	<u>36,089</u>	<u>162,447</u>	<u>22</u>	<u>27,610</u>	<u>55,860</u>	<u>49</u>
Investment income:						
Related party transactions with:						
Parent company	106,534	5,959,436	2	206,034	4,333,034	5
Investment losses:						
Related party transactions with:						
Parent	-	4,666,746	-	10,000	2,167,722	0.5
Finance income:						
Related party transactions with:						
Other related companies	59,181	59,184	100	125,253	125,266	100
Finance costs:						
Related party transactions with:						
Parent company	24,124			-		
Other related companies	86,091			192,570		
	<u>110,215</u>	<u>3,717,146</u>	<u>3</u>	<u>192,570</u>	<u>2,568,400</u>	<u>7</u>

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 36. Related party transactions (continued)

##### Holding Company

	Related party activity €	2017 Total activity €	%	Related party activity €	2016 Total activity €	%
Revenue:						
Related party transactions with:						
Subsidiaries	<u>366,004</u>	<u>387,253</u>	<u>95</u>	<u>274,506</u>	<u>338,253</u>	<u>81</u>
Administrative expenses:						
Related party transactions with:						
Parent company	<u>360,000</u>			<u>325,000</u>		
Other related companies	<u>-</u>			<u>6,614</u>		
	<u>360,000</u>	<u>785,779</u>	<u>46</u>	<u>331,614</u>	<u>869,505</u>	<u>38</u>
Investment income:						
Related party transactions with:						
Subsidiaries	<u>1,591,173</u>			<u>250,000</u>		
Parent company	<u>65,849</u>			<u>125,075</u>		
	<u>1,657,022</u>	<u>1,948,603</u>	<u>85</u>	<u>375,075</u>	<u>375,075</u>	<u>100</u>
Investment losses:						
Related party transactions with:						
Parent	<u>-</u>	<u>154,915</u>	<u>-</u>	<u>10,000</u>	<u>61,256</u>	<u>16</u>
Finance income:						
Related party transactions with:						
Subsidiaries	<u>374,038</u>			<u>797,935</u>		
Other related companies	<u>32,625</u>			<u>98,607</u>		
	<u>406,663</u>	<u>406,663</u>	<u>100</u>	<u>896,542</u>	<u>896,542</u>	<u>100</u>
Finance costs:						
Related party transactions with:						
Parent company	<u>20,000</u>			<u>-</u>		
Subsidiaries	<u>234,868</u>			<u>54,589</u>		
Other related companies	<u>86,091</u>			<u>192,570</u>		
	<u>340,959</u>	<u>2,082,586</u>	<u>16</u>	<u>247,159</u>	<u>1,988,888</u>	<u>12</u>

Other related party transactions are disclosed in notes 24, 25 and 26.

No expense has been recognised in the period for bad or doubtful debts in respect of amounts due by related parties and there are no provisions for doubtful debts in respect of outstanding amounts due by related parties.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 36. Related party transactions (continued)

Key management personnel compensation is disclosed in note 13 and recharges of staff costs to related parties are disclosed in note 14. Contingent liabilities are disclosed in note 37.

During the year the holding company surrendered tax losses to other related companies for a consideration amounting to *Eur86,158* (2016 – *Eur279,776*)

The amounts due to/from other related parties at year-end are disclosed in notes 22, 24, 25 and 26. No guarantees have been given or received. The terms and conditions in respect of the related party balances do not specify the nature of the consideration to be provided in settlement.

#### 37. Contingent liabilities

The group and the company had no contingent liabilities as at 31 December 2016 and 2017.

#### 38. Capital commitments

	Group		Holding company	
	2017	2016	2017	2016
	€	€	€	€
Investment property	<b>6,635,339</b>	5,722,816	<b>40,982</b>	213,000
Contracted for	<b>(4,978,293)</b>	-	<b>(40,982)</b>	-
Authorised but not contracted for	<b>1,657,046</b>	5,722,816	-	213,000

#### 39. Operating leases – the Group as lessee

The rental expense incurred under operating leases during the year amounted to *€31,868* (2016: *€44,140*).

At the end of the reporting period, the group had outstanding commitments under non-cancellable operating leases, which fall due as follows:

	Group	
	2017	2016
	€	€
Within one year	<b>30,000</b>	30,000
Between one and five years	<b>62,500</b>	92,500
	<b>92,500</b>	122,500

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 39. Operating leases – the Group as lessee (continued)

Operating lease payments represent rentals payable by the group for land. Leases are negotiated and rentals are fixed for a term of five years. The group does not have the option to purchase the land at the expiry of the lease period. The land is being subleased to tenants and the total future minimum lease payments expected to be received under these sub-lease agreements amount to €219,013 (2016: €291,434).

#### 40. Fair values of financial assets and financial liabilities

At 31 December 2017 and 2016 the carrying amounts of financial assets and financial liabilities classified with current assets and current liabilities respectively approximated their fair values due to the short-term maturities of these assets and liabilities.

The fair values of the debt securities in issue are disclosed in note 28. The fair values of the other non-current financial liabilities and the non-current financial assets, other than investments in subsidiaries, are not materially different from their carrying amounts due to the fact that the interest rates are considered to represent market rates at the year end. The fair values of the financial assets and financial liabilities included in the level 2 and level 3 categories below have been determined in accordance with generally accepted pricing models based on a discounted cash flow analysis, with the most significant inputs being the discount rate that reflects a market rate of interest and the credit risk of counterparties.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

For financial reporting purposes, fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 40. Fair values of financial assets and financial liabilities (continued)

For assets and liabilities that are recognised in the financial statements at fair value on a recurring basis, the company and the group determines when transfers are deemed to have occurred between Levels in the hierarchy at the end of each reporting period.

The following table provides an analysis of financial instruments that are not measured subsequent to initial recognition at fair value, other than those with carrying amounts that are reasonable approximations of fair value, and other than investments in subsidiaries, associates and jointly controlled entities, grouped into Levels 1 to 3.

#### Group

	Level 1 €	Level 2 €	Level 3 €	Total €	Carrying amount €
<b>2017</b>					
<i>Financial assets</i>					
Deposit on acquisition of investment	-	24,500,000	-	24,500,000	24,500,000
<i>Loans and receivables</i>					
- receivables from related parties	-	279,898	2,322,974	2,602,872	2,602,872
<b>Total</b>	-	24,779,898	2,322,974	27,102,872	27,102,872
<i>Financial liabilities at amortised cost</i>					
- related party loans	-	1,718,770	1,731,582	3,450,352	3,450,352
- bank loans	-	50,198,132	-	50,198,132	50,198,132
- debt securities	38,665,000	-	-	38,665,000	36,402,947
<b>Total</b>	38,665,000	51,916,902	1,731,582	92,313,484	90,051,431
<b>2016</b>					
<i>Financial assets</i>					
Deposit on acquisition of investment	-	12,500,000	-	12,500,000	12,500,000
<i>Loans and receivables</i>					
- receivables from related parties	-	6,068,525	2,322,974	8,391,499	8,391,499
<b>Total</b>	-	18,568,525	2,322,974	20,891,499	20,891,499
<i>Financial liabilities at amortised cost</i>					
- related party loans	-	151,032	1,721,802	1,872,834	1,872,834
- bank loans	-	23,321,233	-	23,321,233	23,321,233
- debt securities	38,850,000	-	-	38,850,000	36,326,320
<b>Total</b>	38,850,000	23,472,265	1,721,802	64,044,067	61,520,387

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 40. Fair values of financial assets and financial liabilities (continued)

##### Holding company

	Level 1 €	Level 2 €	Level 3 €	Total €	Carrying amount €
<b>2017</b>					
<i>Financial assets</i>					
Deposit on acquisition of investment	-	24,500,000	-	24,500,000	24,500,000
<i>Loans and receivables</i>					
- receivables from related parties	-	2,149,622	12,276,876	14,426,498	14,426,498
<b>Total</b>	-	26,649,622	12,276,876	38,926,498	38,926,498
<i>Financial liabilities at amortised cost</i>					
- related party loans	-	1,663,777	10,229,032	11,892,809	11,892,809
- debt securities	38,665,000	-	-	38,665,000	36,402,947
<b>Total</b>	38,665,000	1,663,777	10,229,032	50,557,809	48,295,756
<b>2016</b>					
<i>Financial assets</i>					
Deposit on acquisition of investment	-	12,500,000	-	12,500,000	12,500,000
<i>Loans and receivables</i>					
- receivables from related parties	-	3,494,728	4,798,329	8,293,057	8,293,057
<b>Total</b>	-	15,994,728	4,798,329	20,793,057	20,793,057
<i>Financial liabilities at amortised cost</i>					
- related party loans	-	263,679	2,979,934	3,243,613	3,243,613
- debt securities	38,850,000	-	-	38,850,000	36,326,320
<b>Total</b>	38,850,000	263,679	2,979,934	42,093,613	39,569,933

#### 41. Financial risk management

The exposures to risk and the way risks arise, together with the group's and company's objectives, policies and processes for managing and measuring these risks are disclosed in more detail below. The objectives, policies and processes for managing financial risks and the methods used to measure such risks are subject to continual improvement and development. Where applicable, any significant changes in the group's and company's exposure to financial risks or the manner in which the group and company manage and measure these risks are disclosed below.

Where possible, the group and company aim to reduce and control risk concentrations. Concentrations of financial risk arise when financial instruments with similar characteristics are influenced in the same way by changes in economic or other factors.



## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 41. Financial risk management (continued)

The amount of the risk exposure associated with financial instruments sharing similar characteristics is disclosed in more detail in the notes to the financial statements.

##### *Credit risk*

Financial assets which potentially subject the group and the company to concentrations of credit risk consist principally of loans, receivables and cash at bank.

Loans and receivables are presented net of an allowance for doubtful debts. An allowance for doubtful debts is made where there is an identified loss event which, based on previous experience, is evidence of a reduction in the recoverability of the cash flows. At 31 December 2017, receivables amounting to €273,430 include €170,233 being 60 days past due, €101,000 being 90 days past due and the remaining pertain to 120 days past due. These receivables relate to the Romanian entity, and no receivables were past due in the prior year.

There were no allowances of doubtful debts during 2017 and 2016. Debts fully written off during the year under review amount to €3,255 (2016: Nil). Credit risk with respect to receivables is limited due to the majority of the receivables being due from related parties and the credit control procedures in place. Credit risk is monitored regularly by the group based on the underlying assets.

Cash at bank is placed with reliable financial institutions. The credit risk on liquid funds is limited because the counterparties are banks with high credit-rating assigned by international credit-rating agencies. The rating of the main bank with which the group places 60% of its cash at bank is BBB+ while in 2016, 85% of cash at bank were placed with a bank having a rating of BBB). The company holds all its cash at bank with a different financial institution having a rating of BBB.

Management considers the credit quality of these financial assets as being acceptable.

The credit risk on liquid funds is limited because the counterparties are banks with high credit-rating assigned by international credit-rating agencies.

The carrying amount of financial assets recorded in the financial statements, which is net of impairment losses, represents the company's maximum exposure to credit risk without taking account of the value of any collateral obtained. Guarantees are disclosed in note 27 and contingent liabilities are disclosed in note 37.

##### *Interest rate risk*

The group and the company granted and received interest-bearing loans as disclosed in notes 22, 26 and 27. The interest rates thereon and the terms of such borrowings are disclosed accordingly. Where applicable, the interest rates on cash at bank are disclosed in note 32. The group is exposed to cash flow interest rate risk on borrowings and debt instruments carrying a floating interest.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

#### 41. Financial risk management (continued)

##### *Interest rate risk (continued)*

Management monitors the movement in interest rates and, where possible, reacts to material movements in such rates by restructuring its financing structure.

The carrying amounts of the group's and company's financial instruments carrying a rate of interest at the end of the reporting period are disclosed in the notes to the financial statements.

##### *Sensitivity analysis*

The group has used a sensitivity analysis technique that measures the change in cash flows of the group's bank borrowings, net of cash at bank and on hand, at the end of the reporting period for hypothetical changes in the relevant market risk variables. The sensitivity due to changes in the relevant risk variables is set out below.

The amounts generated from the sensitivity analysis are forward-looking estimates of market risk assuming certain market conditions. Actual results in the future may differ materially from those projected results due to the inherent uncertainty of global financial markets. The sensitivity analysis is for illustrative purposes only, as in practice market rates rarely change in isolation and are likely to be interdependent.

The estimated change in cash flows for changes in market interest rates are based on an instantaneous increase or decrease of 50 basis points at the end of the reporting period, with all other variables remaining constant.

The sensitivity of the relevant risk variables is as follows:

	<b>Group Profit or loss sensitivity</b>	
	<b>2017</b>	<b>2016</b>
	<b>€</b>	<b>€</b>
Market interest rates – cash flow	<b><u>+/-246,727</u></b>	<b><u>+/- 102,070</u></b>

The sensitivity on profit or loss in respect of market interest rates is mainly attributable to bank loans.

# Hili Properties p.l.c.

## Notes to the financial statements

31 December 2017

### 41. Financial risk management (continued)

#### *Liquidity risk*

The group monitors and manages its risk to a shortage of funds by maintaining sufficient cash, by matching the maturity of both its financial assets and financial liabilities and by monitoring the availability of raising funds to meet commitments associated with financial instruments.

The group is in a net current liability position of €4,166,913 (2016: €6,174,893). On 5 March 2018, the parent company injected cash amounting to €3,000,000 in the form of share capital. Additional funds are expected to be invested by the parent in the company during the 12 months following year end.

The following maturity analysis for financial liabilities shows the remaining contractual maturities using the contractual undiscounted cash flows on the basis of the earliest date on which the company can be required to pay. The analysis includes both interest and principal cash flows.

#### **Group**

	<b>On demand or within 1 year €</b>	<b>2 - 5 years €</b>	<b>5+ years €</b>	<b>Total €</b>
<b>2017</b>				
<i>Non-derivative financial liabilities</i>				
Non-interest bearing	3,181,537	32,031	735,210	3,948,778
Variable rate instruments	4,654,350	30,383,482	26,457,560	61,495,392
Fixed rate instruments	3,266,539	8,482,240	41,648,125	53,396,904
	<u>11,102,426</u>	<u>38,897,753</u>	<u>68,840,895</u>	<u>118,841,074</u>
<b>2016</b>				
<i>Non-derivative financial liabilities</i>				
Non-interest bearing	2,189,442	26,250	1,721,802	3,937,494
Variable rate instruments	5,314,207	5,655,213	9,632,424	20,601,844
Fixed rate instruments	1,665,000	6,660,000	44,978,125	53,303,125
	<u>9,168,649</u>	<u>12,341,463</u>	<u>56,332,351</u>	<u>77,842,463</u>

# Hili Properties p.l.c.

## Notes to the financial statements

31 December 2017

### 41. Financial risk management (continued)

#### *Liquidity risk (continued)*

#### **Holding company**

	On demand or within 1 year €	2 - 5 years €	5+ years €	Total €
<b>2017</b>				
<i>Non-derivative financial liabilities</i>				
Non-interest bearing	1,096,003	-	-	1,096,003
Fixed rate instruments	3,489,637	17,746,171	41,648,125	62,883,933
	<u>4,585,640</u>	<u>17,746,171</u>	<u>41,648,125</u>	<u>63,979,936</u>
<b>2016</b>				
<i>Non-derivative financial liabilities</i>				
Non-interest bearing	751,630	-	-	751,630
Fixed rate instruments	1,810,997	9,814,404	43,313,125	54,938,526
	<u>2,562,627</u>	<u>9,814,404</u>	<u>43,313,125</u>	<u>55,690,156</u>

#### *Currency risk*

Foreign currency transactions arise when the group buys or sells goods or services whose price is denominated in foreign currency, borrows or lends funds when the amounts payable or receivable are denominated in a foreign currency or acquires or disposes of assets, or incurs or settles liabilities, denominated in foreign currency.

The risk arising from foreign currency transactions is managed by regular monitoring of the relevant exchange rates and management's reaction to material movements thereto.

The functional currency of all the subsidiaries, except the Romanian entity, was the Euro both in the current year and in the prior year. The translation of Romania entity, which has the Romanian Lei as its functional currency, is recognised in the group's other comprehensive income in accordance with the group's accounting policies.

## Hili Properties p.l.c.

### Notes to the financial statements

31 December 2017

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#### 41. Financial risk management (continued)

##### *Capital risk management*

The group's and the company's objective when managing capital are to safeguard its ability to continue as a going concern and to maximise the return to stakeholders through the optimisation of the debt and equity balance.

The capital structure of the group and the company consists of debt, which includes the borrowings disclosed in notes 26, 27 and 28, cash and cash equivalents as disclosed in note 32 and of items presented within equity in the statement of financial position.

The group's directors manage the capital structure and make adjustments to it, in light of changes in economic conditions. The capital structure is reviewed on an ongoing basis. Based on recommendations of the directors, the group balances its overall capital structure through the payments of dividends, new share issues as well as the issue of new debt or the redemption of existing debt.

#### 42. Comparative figures

Other payables, included under current liabilities in the prior year, of €26,250 were reclassified to non-current liabilities. This represents security deposits repayable on the expiration of the lease term which is more than 12 months after the statement of financial position date.

Interest received from parent included under finance income of the group and the company in 2016, of €206,034 and €125,075 respectively was reclassified to investment income, in line with the nature of the underlying financial instrument.

## Independent auditor's report

to the members of  
**Hili Properties p.l.c.**

### *Report on the Audit of the Financial Statements*

#### **Opinion**

We have audited the individual financial statements of Hili Properties p.l.c. (the Company) and the consolidated financial statements of the Company and its subsidiaries (together, the Group), set out on pages 12 to 83, which comprise the statements of financial position of the Company and the Group as at 31 December 2017, and the statements of profit or loss and other comprehensive income, statements of changes in equity and statements of cash flows of the Company and the Group for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the Company and the Group as at 31 December 2017, and of the Company's and the Group's financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union and have been properly prepared in accordance with the requirements of the Companies Act (Cap. 386).

#### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company and the Group in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* (IESBA Code) together with the Accountancy profession (Code of Ethics for Warrant Holders) Directive (Maltese Code) that are relevant to our audit of the financial statements in Malta, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code and the Maltese Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion. In conducting our audit, we have remained independent of the Company and the Group and have not provided any of the non-audit services prohibited by article 18A(1) of the Accountancy Profession Act (Cap. 281).

#### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period and include the most significant assessed risks of material misstatement (whether or not due to fraud) that we identified. These matters are addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

The key audit matter described below pertains to the audit of both the consolidated and the individual financial statements.

#### **Valuation of investment property**

The Group and the Company account for investment properties at fair value. Accordingly, the establishment of the fair value of these commercial properties, situated both locally and overseas, is significant to our audit because the recognised fair value of investment properties held by the Group and the Company as at 31 December 2017 amounted to €104.03m and €3.98m respectively, and these amounts are material to the financial statements.

In addition the directors' assessment process of establishing fair value is highly judgemental. As explained in note 19 this was based on internal assessments made by the directors to reflect market conditions at the end of the reporting period and independent external valuations obtained by the directors for a selection of properties covering 19% in number and 13% in value, and is based on assumptions, such as growth rates, discount rates and fair market rents, which are affected by expected future market or economic conditions.

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## Independent auditor's report (continued)

to the members of  
**Hili Properties p.l.c.**

### Valuation of investment property (continued)

Our audit response in respect of the directors' valuation of investment properties included the following:

- Involving internal valuation specialists to review the directors' and the external valuers' assessments of fair value in order to determine if the directors' and external valuers' assessments fall within an acceptable range which included reviewing the appropriateness of key assumptions and factors used in the directors' and external valuers' assessments;
- Assessing the competency, capability and objectivity of the independent external valuation experts appointed by the directors for a selection of properties;
- Evaluating the adequacy of the Group's and the Company's disclosures about those assumptions to which the outcome of the valuations is most sensitive, that is, those that have the most significant effect on the determination of the fair value of the investment properties.

The Group's and the Company's disclosures about fair value are included in Note 19, which explains the basis on which the fair value of the investment properties was determined by the directors.

### Information Other than the Financial Statements and the Auditor's Report thereon

The directors are responsible for the other information. The other information comprises the Company information on pages 1 to 2, the directors' report on pages 3 to 6, the statement of directors' responsibilities on page 7 and the Corporate Governance Statement on pages 8 to 11, but does not include the individual and consolidated financial statements and our auditor's report thereon.

Except for our opinions on the directors' report in accordance with the Companies Act (Cap. 386) and on the Corporate Governance Statement in accordance with the Listing Rules issued by the Maltese Listing Authority, our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

With respect to the directors' report, we also considered whether the directors' report includes the disclosure requirements of article 177 of the Companies Act (Cap. 386), and the statement required by Listing Rule 5.62 on the Company's and the Group's ability to continue as a going concern.

In accordance with the requirements of sub-article 179(3) of the Companies Act (Cap. 386) in relation to the directors' report on pages 3 to 6, in our opinion, based on the work undertaken in the course of the audit:

- the information given in the directors' report for the financial year for which the individual and consolidated financial statements are prepared is consistent with those financial statements; and
- the directors' report has been prepared in accordance with applicable legal requirements.

In the light of the knowledge and understanding of the Company, the Group and their environment obtained in the course of the audit, we have not identified any material misstatements in the directors' report.

### Responsibilities of the Directors and the Audit Committee for the Financial Statements

As explained more fully in the statement of directors' responsibilities on page 7, the directors are responsible for the preparation of financial statements that give a true and fair view in accordance with IFRSs as adopted by the European Union and the requirements of the Companies Act (Cap. 386), and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## Independent auditor's report (continued)

to the members of  
**Hili Properties p.l.c.**

### **Responsibilities of the Directors and the Audit Committee for the Financial Statements (continued)**

In preparing the financial statements, the directors are responsible for assessing the Company's and the Group'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 directors either intend to liquidate the Company and the Group or to cease operations, or have no realistic alternative but to do so.

The directors have delegated the responsibility for overseeing the Company's and the Group's financial reporting process to the Audit Committee.

### **Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole 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 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 influence the economic decisions of users taken on the basis of these financial statements.

In terms of sub-article 179A(4) of the Companies Act (Cap. 386), the scope of our audit does not include assurance on the future viability of the audited entity or on the efficiency or effectiveness with which the directors have conducted or will conduct the affairs of the entity.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism 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 for one 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 and the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' 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 and the Group'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 or the Group 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.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.



## Independent auditor's report (continued)

to the members of  
**Hili Properties p.l.c.**

### **Responsibilities for the Audit of the Financial Statements (continued)**

We communicate with the Audit Committee regarding, 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.

We also provide the Audit Committee with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Audit Committee, we determine those matters that were of most significance in the audit of the individual and consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### **Report on Other Legal and Regulatory Requirements**

#### **Report on Corporate Governance Statement**

Pursuant to Listing Rule 5.94 issued by the Malta Financial Services Authority, in its capacity as the Listing Authority in Malta, the directors are required to include in the Company's annual financial report a Corporate Governance Statement explaining the extent to which they have adopted the Code of Principles of Good Corporate Governance set out in Appendix 5.1 to Chapter 5 of the Listing Rules, and the effective measures that they have taken to ensure compliance with those principles. The Corporate Governance Statement is to contain at least the information set out in Listing Rule 5.97.

Our responsibility is laid down by Listing Rule 5.98, which requires us to include a report to shareholders on the Corporate Governance Statement in the Company's annual financial report.

We read the Corporate Governance Statement and consider the implications for our report if we become aware of any information therein that is materially inconsistent with the financial statements or our knowledge obtained in the audit, or that otherwise appears to be materially misstated. We also review whether the Corporate Governance Statement contains at least the information set out in Listing Rule 5.97.

We are not required to, and we do not, consider whether the directors' statements on internal control cover all risks and controls, or form an opinion on the effectiveness of the company's corporate governance procedures or its risk and control procedures.

In our opinion, the Corporate Governance Statement set out on pages 8 to 11 has been properly prepared in accordance with the requirements of Listing Rules 5.94 and 5.97.

#### **Matters on which we are required to report by exception under the Companies Act**

Under the Companies Act (Cap. 386), we have responsibilities to report to you if in our opinion:

- proper accounting records have not been kept;
- proper returns adequate for our audit have not been received from branches not visited by us;
- the financial statements are not in agreement with the accounting records and returns; or
- we have been unable to obtain all the information and explanations which, to the best of our knowledge and belief, are necessary for the purpose of our audit.

We have nothing to report to you in respect of these responsibilities.

## Independent auditor's report (continued)

to the members of  
**Hili Properties p.l.c.**

### **Auditor tenure**

We were first appointed to act as statutory auditor of the Company and the Group, following the Company's debt listing in financial year ended 31 December 2015, by the members of the Company on 15 June 2016 for the financial year ended 31 December 2016, and were subsequently reappointed as statutory auditors by the members of the Company on an annual basis. The period of total uninterrupted engagement as statutory auditor since the Company became a public interest entity including previous reappointments of the firm is 2 financial years.

### **Consistency of the audit report with the additional report to the Audit Committee**

Our audit opinion is consistent with the additional report to the Audit Committee in accordance with the provisions of article 11 of the EU Audit Regulation No. 537/2014.



David Delicata as Director  
in the name and on behalf of  
**Deloitte Audit Limited**  
Registered auditor  
Mriehel, Malta

24 April 2018