## JSC Express Technologies

Consolidated IFRS Financial statements

For the year ended 31 December 2018 With Independent Auditor's Report

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#### INDEPENDENT AUDITOR'S REPORT

To the Shareholders and the Management of JSC Express Technologies

#### **Opinion**

We have audited the consolidated financial statements of JSC Express Technologies (the "Company") and its subsidiaries (together – "the Group"), which comprise the consolidated statement of financial position as at 31 December 2018, and consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at 31 December 2018, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRS").

#### 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 Consolidated Financial Statements* section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (the "IESBA Code") together with the ethical requirements that are relevant to our audit of the financial statements in Georgia, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the "IESBA Code".

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Emphasis of Matter - Transactions with Related Parties

We draw attention to Note 19 to the financial statements, which describes a significant concentration of the Group's transactions with related parties. Our opinion is not modified in respect of this matter.

#### Other Matters

The preliminary consolidated financial statements of the Group for the year ended 31 December 2017 were audited by another auditor who expressed unmodified opinion on those statements on 18 September 2018.

#### Other Information included in the Group's Management Report

Management is responsible for the other information. Other information comprises the information included in the Group's Management Report other than the consolidated financial statements and our auditor's report thereon. Our opinion on the consolidated financial statements does not cover the other information.

In connection with our audit of the consolidated 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 consolidated financial statements or does not materially comply with the requirements of the respective regulatory normative acts, or otherwise appears to be materially misstated based on our knowledge obtained in the audit. If, based on the work we have performed on the other information, we conclude that there is a material misstatement of the management report, we are required to report that fact. We have nothing to report in this regard.

In our opinion, based on the work performed in the course of our audit, the information given in the Management Report, in all material respects:

- ▶ Is consistent with the consolidated financial statements for the year ended 31 December 2018; and
- ▶ Includes the information required by the Law of Georgia on Accounting, Reporting and Auditing and complies with respective regulatory normative acts.

## Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRS, and for such internal control as management determines is necessary to enable

the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

- ▶ In preparing the consolidated financial statements, management is responsible for assessing 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 management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.
- ▶ Those charged with governance are responsible for overseeing the Group's financial reporting process.

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

Our objectives are to obtain reasonable assurance about whether the consolidated 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 consolidated financial statements.

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 consolidated 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 Group's internal control.
- ▶ Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- ▶ Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the 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 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.

We communicate with those charged with governance 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.

The engagement partner responsible for the audit resulting in this independent auditor's report is Gela Mghebrishvili.

On behalf of Nexia TA LLC

19 September, 2019



#### Member of Nexia International

#### INDEPENDENT AUDITOR'S REPORT

To the Shareholders and the Management of JSC Express Technologies

#### Opinion

We have audited the consolidated financial statements of JSC Express Technologies (the "Company") and its subsidiaries (together – "the Group"), which comprise the consolidated statement of financial position as at 31 December 2018, and consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at 31 December 2018, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRS").

#### 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 Consolidated Financial Statements* section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (the "IESBA Code") together with the ethical requirements that are relevant to our audit of the financial statements in Georgia, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the "IESBA Code".

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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We draw attention to Note 19 to the financial statements, which describes a significant concentration of the Group's transactions with related parties. Our opinion is not modified in respect of this matter.

#### Other Matters

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#### Other Information included in the Group's Management Report

Management is responsible for the other information. Other information comprises the information included in the Group's Management Report other than the consolidated financial statements and our auditor's report thereon. Our opinion on the consolidated financial statements does not cover the other information.

In connection with our audit of the consolidated 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 consolidated financial statements or does not materially comply with the requirements of the respective regulatory normative acts, or otherwise appears to be materially misstated based on our knowledge obtained in the audit. If, based on the work we have performed on the other information, we conclude that there is a material misstatement of the management report, we are required to report that fact. We have nothing to report in this regard.

In our opinion, based on the work performed in the course of our audit, the information given in the Management Report, in all material respects:

- ▶ Is consistent with the consolidated financial statements for the year ended 31 December 2018; and
- ▶ Includes the information required by the Law of Georgia on Accounting, Reporting and Auditing and complies with respective regulatory normative acts.

## Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

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

## Closer to you



### Member of Nexia International

- ▶ In preparing the consolidated financial statements, management is responsible for assessing 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 management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.
- ▶ Those charged with governance are responsible for overseeing the Group's financial reporting process.

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

Our objectives are to obtain reasonable assurance about whether the consolidated 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 consolidated financial statements.

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 consolidated 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 Group's internal control.
- ▶ Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- ► Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the 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 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.

We communicate with those charged with governance 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.

The engagement partner responsible for the audit resulting in this independent auditor's report is Gela Mghebrishvili.

On behalf of Nexia TA LLC

19 September, 2019



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED 31 DECEMBER 2018

(Thousands of Georgian Lari)

	Notes	31-Dec-2018	31-Dec-2017
Assets			
Non-current assets			
Property and equipment	5	26,324	17,276
Intangible assets	6	6,349	4,938
Prepayments for property, equipment and intangible assets	8	2,193	308
		34,866	22,522
Current assets			
Inventories	7	3,710	2,002
Prepayments and other current assets	8	1,415	1,576
Current income tax asset		27	31
Accounts receivable	9	1,903	1,670
Amounts due from credit institutions	10	1,037	1,572
Cash and cash equivalents	11	33,156	43,534
		41,248	50,385
Total assets		76,114	72,907
			:
Equity			
Share capital	12	23,316	23,316
Share premium	12	4,257	4,257
Retained earnings		9,256	4,682
Total equity attributable to shareholder of the Group		36,829	32,255
Non-controlling interests		145	136
Total Equity		36,974	32,391
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Non-current liabilities			
Advances received		4,450	-
		4,450	-
Current liabilities			
Accounts payable	13	30,270	39,800
Advances received		4,372	662
Dividends payable		33	33
Current income tax liabilities		15	21
		34,690	40,516
Total liabilities		39,140	40,516
Total equity and liabilities		76,114	72,907
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The consolidated financial statements on pages 1 to 23 were approved by the management of JSC Express Technologies on 19 September and signed on its behalf by:

Irakli Kodua

Chief Executive Officer

19 September 2019

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED 31 DECEMBER 2018

(Thousands of Georgian Lari)

	Notes	31-Dec-2018	31-Dec-2017
Assets			
Non-current assets			
Property and equipment	5	26,324	17,276
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The consolidated financial statements on pages 1 to 23 were approved by the management of JSC Express Technologies on 19 September and signed on its behalf by:

Irakli Kodua Chief Executive Officer

19 September 2019

# CONSOLIDATED STATEMENT OF COMREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2018

(Thousands of Georgian Lari)

	Notes	2018	2017
Revenue from transaction processing		24,537	18,574
Revenue from maintenance services		1,246	1,382
Fees from sale and initiation of transport cards		677	430
Revenue from fleet management		492	-
Revenue from personalisation services		482	554
Total revenues	14	27,434	20,940
Other operating income	15	2,152	2,696
Salaries and other employee benefits	16	(10,481)	(8,808)
Rent		(2,086)	(1,715)
Depreciation and amortisation	5, 6	(4,353)	(3,768)
Other operating expenses	15	(7,547)	(6,790)
Operating profit	_	5,119	2,555
Interest income		63	52
Interest expense		(525)	(9)
Foreign exchange loss		`(74)	192
Profit before income tax expense	_	4,583	2,790
Income tax expense	17	-	_
Total comprehensive income for the year	_	4,583	2,790
Attributable to:			
Equity holders of the parent		4,574	2,781
Non-controlling interests		9	9
Basic and diluted earnings per share in GEL	12	0.20	0.12
Other comprehensive (loss)/income to be reclassified to profit or loss in subsequent periods			
- (Loss) / gain from currency translation differences		-	(50)
Net other comprehensive (loss)/income		-	(50)
Total comprehensive income for the year		4,583	2,740
Total comprehensive income attributable to:			
Equity holders of the parent		4,574	2,731
Non-controlling interests		9	9

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2018

(Thousands of Georgian Lari)

	Share capital	Share premium	Other reserves	Retained earnings	Non- controlling interests	Total
1 January 2017	23,316	4,257	50	1,901	130	29,654
Profit for the period		_	_	2,781	9	2,790
Other comprehensive loss	_	_	(50)	_	_	(50)
Acquisition of shares in existing subsidiaries	_	-	_	_	(3)	(3)
31 December 2017	23,316	4,257	-	4,682	136	32,391
Profit for the period	_	-	-	4,574	9	4,583
31 December 2018	23,316	4,257	-	9,256	145	36,974

# CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2018

(Thousands of Georgian Lari)

	Notes	2018	2017
Cash flows from operating activities			
Profit/(loss) before tax		4,583	2,790
Adjustments to reconcile profit before tax to net cash flows:			
Depreciation and amortisation		4,353	3,768
Net loss on disposal of property and equipment	15	(438)	15
Net gain from sale of refurbishement services and equipment	15	-	(182)
Working capital adjustments:			
Decrease in inventories		(1,708)	226
Decrease in prepayments and other current assets		161	106
(Increase)/decrease in accounts receivable		(233)	(295)
Increase in accounts payable and other liabilities	_	(1,366)	11,149
Net cash flows from operating activities before income tax		5,352	17,577
Interest paid		-	(9)
Income tax paid	_	(6)	(51)
Net cash flows from operating activities	_	5,346	17,517
Cash flows used in investing activities			
Purchase of property and equipment and intangible assets		(17,948)	(6,099)
Proceeds from sale of property and equipment		ì 1,689	Ì 1,591
(Placement)/withdrawal of amounts due from credit institutions		535	(1,042)
Net cash used in investing activities		(15,724)	(5,550)
Cash flows used in financing activities			
Dividends paid		_	(1)
Net cash used in financing activities	_	<del></del> -	(1)
Net increase in cash and cash equivalents	_	(10,378)	11,966
Net foreign exchange difference		(10,376)	(51)
Cash and cash equivalents, beginning	11	43,534	31,619
	11 -		43,534
Cash and cash equivalents, end	'' =	33,156	43,534

(Thousands of Georgian Lari unless otherwise stated)

### 1. Background

JSC Express Technologies (the "Company") is a joint stock company incorporated on 29 October 2007 in accordance with Georgian legislation with legal address at 106 Beliashvili Street, Tbilisi, Georgia. The consolidated financial statements comprise the Company and its subsidiaries (together reffered as "the Group"). The Group principal activities include self service terminal network operations, maintenance and transactions processing, operation and maintenance of fare collection system throughout the public transportation network and personalisation services.

As at 31 December 2018 and 31 December 2017, the Company was wholly owned by JSC BG Financial. The members of the supervisiory board of the Group hold no shares of the Group.

As at 31 December 2018 the Company's ultimate controlling party is Bank of Georgia Group PLC, a UK based entity listed on the London Stock Exchange. As at 31 December 2017 the Company's ultimate controlling party was BGEO Group PLC, a UK based entity listed on the London Stock Exchange.

These consolidated financial statements have not yet been approved by the shareholders. The shareholders have the power and authority to amend the consolidated financial statements after issue.

#### Subsidiaries

The consolidated financial statements as of 31 December 2018 and 31 December 2017 include the following subsidiaries with the following effective ownership interests:

Subsidiary	2018	2017	Country	Industry
JSC Georgian Card	99.46%	99.46%	Georgia	Processing and personalisation services
LLC Direct Debit Georgia	99.46%	99.46%	Georgia	Self service terminal network operations, maintenance and transactions processing
LLC Metro Service Plus	100.00%	100.00%	Georgia	Operation and maintenance of fare collection system throughout the public transportation network
LLC Didi Digomi Research Center	100.00%	100.00%	Georgia	Data exchange using its fiber optic cable throughout Tbilisi Metro, software development

In April 2016, the Group approved a decision to liquidate its 100% owned subsidiary in Hungary, LLC Express Technologies CEE, which was officially closed in October 2017.

#### 2. Basis of preparation

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the periods presented, unless otherwise stated. The financial statements have been prepared on a historical cost basis.

These financial statements have been presented in thousands of Georgian Lari (GEL), unless otherwise stated.

## Going concern

The Management of the Company has made an assessment of the Group's ability to continue as a going concern and is satisfied that it has the resources to continue in business for a period of at least 12 months from the date of approval of the Consolidated Financial Statements. Furthermore, management is not aware of any material uncertainties that may cast significant doubt upon the Group's ability to continue as a going concern for the foreseeable future. Therefore, the financial statements continue to be prepared on the going concern basis.

## Basis of consolidation

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries (together – "the Group") as at 31 December 2018. Control is achieved when the Group 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.

Specifically, the Group controls an investee if and only if the Group has:

- Power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities
  of the investee):
- Exposure, or rights, to variable returns from its involvement with the investee; and
- The ability to use its power over the investee to affect its returns.

(Thousands of Georgian Lari unless otherwise stated)

## 2. Basis of preparation (continued)

### Basis of consolidation (continued)

When the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement with the other vote holders of the investee;
- Rights arising from other contractual arrangements;
- The Group's voting rights and potential voting rights.

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiaries begins when the Group obtains control over the subsidiaries and ceases when the Group loses control of the subsidiaries. Assets, liabilities, income and expenses of a subsidiaries acquired or disposed of during the year are included in the consolidated statement of comprehensive income from the date the Group gains control until the date the Group ceases to control the subsidiaries.

The financial statements of the subsidiaries is prepared for the same reporting period as the parent company, using consistent accounting policies. All intra-Group balances, transactions, unrealized gains and losses resulting from intra-Group transactions and dividends are eliminated in full.

Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the parent of the Group and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies. All intra-Group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

A change in the ownership interest of a subsidiaries, without a loss of control, is accounted for as an equity transaction. If the Group loses control over a subsidiaries, it:

- Derecognises the assets (including goodwill) and liabilities of the subsidiaries;
- Derecognises the carrying amount of any non-controlling interest;
- Derecognises the cumulative translation differences recorded in equity;
- Recognises the fair value of the consideration received;
- Recognises the fair value of any investment retained;
- Recognises any surplus or deficit in profit or loss;
- Reclassifies the parent's share of components previously recognised in other comprehensive income
  to profit or loss or retained earnings, as appropriate.

#### 3. Summary of significant accounting policies

#### **Current versus non-current classification**

The Group presents assets and liabilities in the statement of financial position based on current/non-current classification. An asset is current when it is:

- Expected to be realised or intended to be sold or consumed in the normal operating cycle
- Held primarily for the purpose of trading
- Expected to be realised within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- It is expected to be settled in the normal operating cycle
- It is held primarily for the purpose of trading
- It is due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

The Group classifies all other liabilities as non-current. Deferred tax assets and liabilities are classified as non-current assets and liabilities.

(Thousands of Georgian Lari unless otherwise stated)

#### 3. Summary of significant accounting policies (continued)

### Intangible assets

Intangible assets include licenses. Intangible assets are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses. Intangible assets are amortised over the useful economic lives of such assets of between 5 to 10 years and assessed for impairment whenever there is an indication that the intangible asset may be impaired. Amortisation periods for intangible assets with finite useful lives are reviewed at least at each financial year-end.

#### Property and equipment

Property and equipment are carried at cost less accumulated depreciation and accumulated impairment losses, if any. Such cost includes the cost of replacing part of equipment when that cost is incurred if the recognition criteria are met.

The carrying values of property and equipment are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable. Impairment losses are recognised in the profit or loss within other operating expense. Costs related to repairs and renewals are charged when incurred and included other operating expenses unless they qualify for capitalisation.

Depreciation of an asset commences when it is available for use. Depreciation is calculated on a straight-line basis over the following estimated useful lives:

	Years
Self service terminals and spare parts	10
Buildings	100
Furniture and fixtures	10
Computers and office equipment	5
Motor vehicles	5
Leashold improvements	5
Other equipment	5

Self service terminals and spare parts may include uninstalled major spare parts. These assets are depreciated since they are installed to self service terminals.

An item of property and equipment is derecognised upon disposal or when no further future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognising of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the profit or loss in the period the asset is derecognised.

#### **Inventories**

Inventories comprise spare parts and other items and are valued at the lower of cost and net realisable value. The cost of inventory is determined on a weighted average basis and includes expenditure incurred in acquiring inventory and bringing it to its existing location and condition.

## Financial instruments – initial recognition and subsequent measurement

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

IFRS 9 Financial Instruments replaces IAS 39 Financial Instruments: Recognition and Measurement for annual periods beginning on or after 1 January 2018, bringing together all three aspects of the accounting for financial instruments: classification and measurement; impairment; and hedge accounting.

The Company and the Group applied IFRS 9 retrospectively, with an initial application date of 1 January 2018. Adoption of the new standard did not have effect on the Company's and the Group's financial statements as at 31 December 2018.

#### **Financial assets**

#### Initial recognition and measurement

Financial assets are classified, at initial recognition, as subsequently measured at amortised cost, fair value through other comprehensive income (OCI), and fair value through profit or loss.

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Company's and the Group's business model for managing them. With the exception of trade receivables that do not contain a significant financing component or for which the Company and the Group has applied the practical expedient, the Company and the Group initially measures

(Thousands of Georgian Lari unless otherwise stated)

#### 3. Summary of significant accounting policies (continued)

#### Financial assets (continued)

a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs.

Trade receivables that do not contain a significant financing component or for which the Company and the Group has applied the practical expedient are measured at the transaction price determined under IFRS 15.

In order for a financial asset to be classified and measured at amortised cost or fair value through OCI, it needs to give rise to cash flows that are 'solely payments of principal and interest (SPPI)' on the principal amount outstanding. This assessment is referred to as the SPPI test and is performed at an instrument level.

The Group's business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both. Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognized on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

#### Subsequent measurement

For purposes of subsequent measurement, financial assets are classified in four categories:

- Financial assets at amortised cost (debt instruments)
- Financial assets at fair value through OCI with recycling of cumulative gains and losses (debt instruments)
- Financial assets designated at fair value through OCI with no recycling of cumulative gains and losses upon derecognition (equity instruments)
- Financial assets at fair value through profit or loss.

Financial assets at amortised cost (debt instruments)

This category is the most relevant to the Group . The Group measures financial assets at amortised cost if both of the following conditions are met:

- The financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows; And
- The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets at amortised cost are subsequently measured using the effective interest (EIR) method and are subject to impairment. Gains and losses are recognized in profit or loss when the asset is derecognized, modified or impaired. The Group's financial assets at amortised cost includes trade receivables.

Trade receivables are amounts due from customers for provision of service or delivery of goods in the ordinary course of business. If collection is expected in one year or less (or in the normal operating cycle of the business if longer), they are classified as current assets. If not, they are presented as noncurrent assets.

#### Derecognition of financial assets

A financial asset (or, where applicable, a part of a financial asset or part of a Group of similar financial assets) is primarily derecognized (i.e., removed from the Group's consolidated statement of financial position) when:

- The rights to receive cash flows from the asset have expired; Or
- The Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

#### Impairment of financial assets

The Group recognizes an allowance for expected credit losses (ECLs) for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Group expects to receive, discounted at an

(Thousands of Georgian Lari unless otherwise stated)

#### 3. Summary of significant accounting policies (continued)

#### Financial assets (continued)

approximation of the original effective interest rate. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms.

ECLs are recognized in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

For trade receivables and contract assets, the Group applies a simplified approach in calculating ECLs. Therefore, the Group does not track changes in credit risk, but instead recognizes a loss allowance based on lifetime ECLs at each reporting date. The Group has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

#### **Financial liabilities**

#### Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognized initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs.

The Group's financial liabilities include trade and other payables, loans and borrowings including bank overdrafts.

#### Subsequent measurement

The measurement of financial liabilities depends on their classification, as described below:

#### Loans and borrowings

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the EIR method. Gains and losses are recognized in profit or loss when the liabilities are derecognized as well as through the EIR amortisation process. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included as finance costs in the statement of profit or loss. This category generally applies to interest-bearing loans and borrowings.

#### Derecognition

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognized in the statement of profit or loss.

#### Investment in subsidiaries

Investment in subsidiaries are stated at cost less allowance for impairment in the statement of financial position. The Group evaluates recoverability of investment in subsidiaries whenever indicators of impairment are present. Indicators of impairment may include declines in revenues, earnings or cash flows or material adverse changes in the economic or political situation in a country of operations, which may indicate that the carrying amount of investment is not recoverable. If facts and circumstances indicate that investment in subsidiaries may be impaired, the estimated future undiscounted cash flows associated with the respective investment are compared to their carrying amounts to determine if a write-down to recoverable amount is necessary.

## Cash and cash equivalents

Cash and cash equivalents consist of cash in transit, cash at banks, cash on hand and short-term depositis that mature within three months from the date of origination, that are readily convertible to known amounts of cash, are subject to insignificant risk of changes in value and are free from contractual encumbrances.

(Thousands of Georgian Lari unless otherwise stated)

#### 3. Summary of significant accounting policies (continued)

### Cash and cash equivalents (continued)

Cash and cash equivalents include settlement-related cash-in-transit and cash at bank. Settlement-related cash balances represent cash amounts paid by an individual and placed either in self service terminals or cash desks or transferred to the Group's bank account from such self service terminals or cash desks. Simultaneously with payment made by an individual using self service terminal or cash desk, a related party bank transfers funds to a merchant, resulting in a settlement-related payables recognition.

Settlement-related cash in transit are initially placed at the Group's bank account opened in the related party bank and then are used in settlement of processing obligations to the related party bank the following three days.

#### **Taxation**

The annual profit earned by entities other than banks, insurance companies and microfinance organisations is not taxed in Georgia starting from 1 January 2017 (Note 17). Corporate income tax is paid on dividends is levied on profit distributed as dividends to the shareholders that are individuals or non-residents of Georgia at the rate of 15/85 of net distribution.

The corporate income tax arising from the payment of dividends is accounted for as a liability and expense in the period in which dividends are declared, regardless of the actual payment date or the period for which the dividends are paid. In certain circumstances, deductions from income tax charge payable are available that are accounted as reduction of income tax expense related to respective distribution. Due to the nature of the Georgian taxation system, no deferred tax assets and liabilities arise for the entities registered in Georgia. Withholding tax payable in respect of dividend distribution to the shareholders of the Group is recognised as deduction from equity in the statement of changes in equity. Georgian tax legislation also provides for charging corporate income tax on certain transactions that are considered deemed profit distributions (for example, transactions at non-market prices, non-business related expenses or supply of goods and services free of charge). Taxation of such transactions is accounted similar to operating taxes and is reported within other operating expenses.

## **Provisions and contingencies**

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of obligation can be made.

Contingent liabilities are not recognised in the statement of financial position but are disclosed unless the possibility of any outflow in settlement is remote. A contingent asset is not recognised in the statement of financial position but disclosed when an inflow of economic benefits is probable.

#### Share capital

Ordinary shares are classified as equity. Any excess of the fair value of consideration received over the par value of shares issued is recognised as share premium.

#### **Dividends**

Dividends are recorded as a liability and deducted from equity in the period in which they are declared and approved.

#### Revenue recognition

Revenue is measured based on the consideration specified in a contract with a customer and excludes amounts collected on behalf of third parties. The Group recognises revenue when it transfers control over a product or service to a customer.

For multiple-element arrangements, the Group accounts for individual services separately if they are distinct. The consideration is allocated between separate services on their stand-alone selling prices. The stand-alone selling prices are determined based on the list prices at which the Group sells its transactions processing and maintenance services.

The Company and the Group early adopted IFRS 15 Revenue from Contracts with Customers starting from 1 January 2016.

The following specific recognition criteria must also be met before revenues are recognised:

(Thousands of Georgian Lari unless otherwise stated)

#### 3. Summary of significant accounting policies (continued)

#### Revenue recognition (continued)

Revenue from transaction processing

The Group provides transaction processing services that include receipt of cash amounts from an individual either via self service terminal or cash desk for service(s) provided by a mechant and further transfer of such cash amounts to the related party bank which funds mechants simoultaneously with completion of payment transaction at self service terminal or cash desk.

Revenue from transaction processing is generated by services priced as a percentage of transaction value or a specified fee per transaction. Such revenue is recognised upon satisfaction of performance obligation on completion of the underlying transaction.

Revenue from personalisation services

The Group's revenue from personalization services comprises of issuance and personalization of plastic cards for financial and non-financial institutions.

Revenue from maintenance services

The Group provides maintenance services to the related party bank operating its own self service terminals. The Group undertakes to repair specified equipment after a malfunction for a montly fixed fee per self service terminal. Accordingly, revenue from maintenance services is earned as a result of standing ready to provide services during a stipulated time period, not as a result of actually providing the maintenance services. Stand ready obligations are satisfied and revenue is recognised based on the passage of time over the term of the contract.

Fees from sale and initiation of transport cards

The Group sells and performs initiation of not personalised transport cards to individuals at a fixed price approved by municipal authorities. Revenue from sale and initiation of transport cards is recognised at the time of sale of these cards, as the Group does not have any performance obligations except for sale and initiation of a transport card to the public transport payment system. Fees from sale and initiation of transport cards represent respective revenue net of related cost of plastic cards as the Group assesses it acts as agent in such transactions (see also Note 15).

#### Interest income

For all financial instruments measured at amortised cost classified as accounts receivable, interest income is recorded using the effective interest rate (EIR). The EIR is the rate that exactly discounts the estimated future cash receipts over the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset. Interest income is included in the profit or loss.

## Foreign currency translation

The Group's functional currency is GEL. Transactions in foreign currencies are initially recorded in the functional currency, converted at the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into GEL at official exchange rates declared by the National Bank of Georgia ("NBG") and effective as at the reporting date. Gains and losses resulting from the translation of foreign currency transactions are recognised in the profit or loss within foreign exchange loss, net.

Differences between the contractual exchange rate of a transaction in a foreign currency and the NBG exchange rate on the date of the transaction are included in the profit or loss within foreign exchange loss, net. The official NBG exchange rates at 31 December 2018 and 2017 were 2.6766 and 2.5922 GEL to USD, respectively.

#### Standards issued but not yet effective

Up to the date of approval of the financial statements, certain new standards, interpretations and amendments to existing standards have been published that are not yet effective for the current reporting period and which the Group has not early adopted. Such standards that are expected to have an impact on the Group, or the impacts of which are currently being assessed, are as follows:

#### **IFRS 16 Leases**

IFRS 16 Leases was issued in January 2016 and it replaces IAS 17 Leases, IFRIC 4 Determining whether an Arrangement contains a Lease, SIC-15 Operating Leases-Incentives and SIC-27 Evaluating the Substance of Transactions Involving the Legal Form of a Lease. IFRS 16 sets out the principles for

(Thousands of Georgian Lari unless otherwise stated)

#### 3. Summary of significant accounting policies (continued)

Standards issued but not yet effective (continued)

#### IFRS 16 Leases (continued)Transition to IFRS 16

the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under IAS 17. The standard includes two recognition exemptions for lessees – leases of 'low-value' assets (e.g., personal computers) and short-term leases (i.e., leases with a lease term of 12 months or less). At the commencement date of a lease, a lessee will recognise a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e., the right-of-use asset).

Lessees will be required to separately recognise the interest expense on the lease liability and the depreciation expense on the right-of-use asset. Lessees will be also required to remeasure the lease liability upon the occurrence of certain events (e.g., a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). The lessee will generally recognise the amount of the remeasurement of the lease liability as an adjustment to the right-of-use asset. Lessor accounting under IFRS 16 is substantially unchanged from today's accounting under IAS 17. Lessors will continue to classify all leases using the same classification principle as in IAS 17 and distinguish between two types of leases: operating and finance leases.

IFRS 16 also requires lessees and lessors to make more extensive disclosures than under IAS 17.

The Group plans to adopt IFRS 16 using a modified retrospective approach with the date of initial application of 1 January 2019. The Group will recognize cumulative catch-up adjustment on opening balance sheet without the restatement of prior period comparatives. At transition the Group will recognise a lease liability for leases previously classified as an operating lease applying IAS 17. Lease liability will be measured at the present value of the remaining lease payments, discounted using the incremental borrowing rate at the date of initial application. The Group will also recognise a right-of-use asset for such leases at an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognised in the statement of financial position immediately before the date of initial application. The Group applies the following practical expedients:

- ▶ The Group applies a single discount rate to a portfolio of leases with reasonably similar characteristics.
- The Group relies on its assessment of whether leases are onerous applying IAS 37 Provisions, Contingent Liabilities and Contingent Assets immediately before the date of initial application as an alternative to performing an impairment review.
- The Group excludes initial direct costs from the measurement of the right-of-use asset at the date of initial application.

The Group will elect to use the exemptions proposed by the standard on lease contracts for which the lease terms ends within 12 months for leased assets and lease contracts for which the underlying asset is of low value.

During 2018, the Group has performed a detailed impact assessment for IFRS 16. The impact of IFRS 16 adoption is expected to be not significant.

#### 4. Significant accounting judgments, estimates and assumptions

The preparation of the consolidated financial statements necessitates the use of estimates, assumptions and judgments. These estimates and assumptions affect the reported amounts of assets and liabilities and contingent liabilities at the reporting date as well as affecting the reported income and expenses for the period. Although the estimates are based on management's best knowledge and judgment of current facts as at the reporting date, the actual outcome may differ from these estimates.

In the process of applying the Group's accounting policies, management has made the following judgement, which has the most significant effect on the amounts recognised in the financial statements:

Recognition and presentation of fees from sale and inititation of transport cards

The Group sells and performs initiation of not personalised transport cards to individuals at a fixed price approved by municipal authorities. Transport card itself represent more convenient way to pay for public transport services only.

(Thousands of Georgian Lari unless otherwise stated)

## 4. Significant accounting judgments, estimates and assumptions

The Group assesses it is facilitating the sale and initiation of transport cards and therefore considers its performance obligation is to arrange the sale and initiation of transport cards to individuals and accordingly satisfies it at a point of time. The Group transfers the right to its customers to pay future public transport services using a transport card and is not primarily responsible for fulfilling the promise to provide transport services. In addition, the Group has no discretion in establishing the price for transport cards as it sells them at a fixed price approved by municipal authorities. The Group has only inventory risk limited to the cost of plastic cards.

Taking into consideration the above discussed indicators, the Group assesses it acts as agent in such transactions recognising revenues from sale and initiation of transport cards at a point in time net of related cost of plastic cards accordingly.

#### 5. Property and equipment

The movements in the Group's property and equipment were as follows:

	Self service terminals and non- current spare parts	Land and buldings	Furniture and fixtures	Computers and office equipment	Motor vehicles	Leashold improve- ments	Other equip- ment	Total
Cost								
31 December 2016	16,972	918	544	4,210	345	579	141	23,709
Additions	2,963	11	57	775	116	113	302	4,337
Disposals	(494)	-	(54)	(935)	(125)	-	(12)	(1,620)
31 December 2017	19,441	929	547	4,050	336	692	431	26,426
Additions	1,165	13	167	2,170	121	76	9,740	13,452
Disposals	(1,772)	-	(47)	(611)	(94)	(3)	(369)	(2,896)
31 December 2018	18,834	942	667	5,609	363	765	9,802	36,982
Accumulated depred	iation and imp	airment						
31 December 2016	4,468	14	299	2,237	177	125	62	7,382
Depreciation charge	1,910	9	58	789	54	86	20	2,926
Disposals	(82)	-	(54)	(932)	(78)	-	(12)	(1,158)
31 December 2017	6,296	23	303	2,094	153	211	70	9,150
Depreciation charge	2,020	9	66	869	70	100	19	3,153
Disposals	(867)	-	(46)	(602)	(82)	(3)	(45)	(1,645)
31 December 2018	7,449	32	323	2,361	141	308	44	10,658
Net book value:								
31 December 2017	13,145	906	244	1,956	183	481	361	17,276
31 December 2018	11,385	910	344	3,248	222	457	9,758	26,324

#### 6. Intangible assets

	Cost	Amortisation charge	Net book value
31 December 2016	5,931	(1,612)	4,319
Additions / (Amortisation charge)	1,463	(842)	
Disposals	(218)	215	
Effect of translation to presentation currency	ì í	_	
31 December 2017	7,177	(2,239)	4,938
Additions / (Amortisation charge)	2,611	(1,200)	
Disposals	(294)	294	
31 December 2018	9,494	(3,145)	6,349

#### 7. Inventories

	31-Dec-2018	31-Dec-2017
Spare parts	2,851	1,252
Plastic transport cards	133	236
Other	726	514
Total inventories	3,710	2,002

(Thousands of Georgian Lari unless otherwise stated)

#### 8. Prepayments and other current assets

	31-Dec-2018	31-Dec-2017
Operating taxes receivable	1,053	1,068
Prepayments for services	135	219
Prepayments for inventories	181	214
Prepayments ro related parties (Note 19)	-	12
Others	46	63
Total prepayments and other current assets	1,415	1,576

#### 9. Accounts receivable

	31-Dec-2018	31-Dec-2017
Receivables from related parties (Note 19)	1,388	1,267
Other receivables	680	429
	2,068	1,696
Less – Allowance for impairment	(165)_	(26)
Total accounts receivable, net	1,903	1,670

As at 31 December 2018 and 31 December 2017, the carrying amounts disclosed above reasonably approximate their fair values. Payment terms are in range between 5 to 30 calendar days.

As at 31 December 2018, 31 December 2017, Group's accounts receivable with an initial carrying value of GEL 139 thousand and GEL 21 thousand, respectively, were impaired and fully provided for, which is included in other operating expenses line in consolidated statement of comprehensive income.

#### 10. Amounts due from credit institutions

As at 31 December 2018, 31 Decemer 2017, amounts due from credit institutions were represented by short-term placements with banks with original maturity from 6 to 12 months. In 2018 and 2017, the Group earned interest income of GEL 63 and GEL 18, respectively.

#### 11. Cash and cash equivalents

	31-Dec-2018	31-Dec-2017
Settlement-related cash in transit	24,048	15,561
Settlement-related cash on a related party bank account (Note 19)	2,596	22,076
Cash on a related bank account	5,217	4,396
Cash on a non-related bank account	197	42
Cash on hand	1,098	1,459
Total cash and cash equivalents	33,156	43,534

Settlement-related cash in transit represents cash received from individuals before its deposit on the servicing related party bank's account.

Balances with Related Parties are disclosed in Note 19.

Cash on bank accounts earns interest at floating rates based on daily bank deposit rates. The Group management does not expect any losses from non-performance by the bank holding cash and cash equivalents, and there are no material differences between their book and fair values.

## 12. Equity

As at 31 December 2018 and 31 December 2017 issued and paid up share capital comprised 23,316,420 ordinary shares with a par value of one Georgian Lari and share premium of GEL 4,257.

## Earnings per share

Basic earnings per share amounts are calculated by dividing net profit for the year attributable to ordinary equity holders of the Group by the weighted average number of ordinary shares outstanding during the year. The Group's diluted earnings per share equal basic earnings per share as there are no dilutive potential ordinary shares.

The following reflects the profit and share data used in the basic earnings per share computations:

	2018	2017
Net profit attributable to ordinary equity holders	4,583	2,790
Weighted average number of ordinary shares	23,316,420	23,316,420
Basic and diluted earnings per share in GEL	0.20	0.12

(Thousands of Georgian Lari unless otherwise stated)

#### 13. Accounts payable

	31-Dec-2018	31-Dec-2017
Payables to related parties (Note 17)	25,086	34,761
Settlement-related payables	3,188	3,748
Accruals for employee compensation	870	648
Operating taxes payable	447	332
Payables for property and equipment and intangible assets	341	3
Other payables	338	308
Total accounts payable	30,270	39,800
Current	30,270	39,800
Non-current		

As at 31 December 2018 and 31 December 2017, the carrying amounts disclosed above reasonably approximate their fair values.

#### 14. Revenues from contracts with customers

The Group provides services on network operation and maintenance as well as transaction processing and personalization services to its customers, i.e. JSC Bank of Georgia through network of self service terminals and other customers via cash desks. The Group has assessed that the services are satisfied over time given that the customer simultaneously receives and consumes the benefits provided by the Group.

One of the Group's subsidiary, LLC Metro service plus, initially signed contract on transaction processing services with LLC Tbilisi Transport Company in 2006 for ten years. Between March 2016 and July 2017, LLC Metro Service Plus signed several additional agreements to extend the contract period until October 2018. According to these additional agreements, LLC Metro Service Plus was treated as sub-contractor and started to receive fees for transaction processing from its servicing related party bank, Bank of Georgia. In addition, LLC Metro service plus was obliged to transfer specified assets to Tbilisi City Hall free of charge. Accordingly, LLC Metro service plus recognised cost of these assets within other operating expenses in 2017 (see also Note 15).

On 15 September 2017, the Group's servicing related party bank, JSC Bank of Georgia, signed an agreement with Tbilisi City Hall for the exclusive right to operate the public transport payment system in Tbilisi. In accordance with the agreement, JSC Bank of Georgia will continue as the sole provider of payment support services to the public transportation network, and operate retail branches in Tbilisi metro stations for the next ten years. JSC Bank of Georgia will implement a modern payments system for public transport network in Tbilisi, including payment processing using Visa and MasterCard cards, and create a digital platform for ticket reservations and purchases through mobile applications.

In February 2018, JSC Bank of Georgia and LLC Metro service plus signed an agreement according to which the Group will be a sub-contractor and operate the public transport payment system in Tbilisi for a new ten year period starting from October 2018.

Contract assets and liabilities

The Group has recognised the following revenue-related contract assets and liabilities:

	2018	2017
Accounts receivable	1,838	1,032
Advances received	8,822	301

Accounts receivable are recognised when the right to consideration becomes unconditional.

The Group applies practical expedient mentioned in IFRS 15.121 and does not disclose information about the aggregate amount of the transaction price allocated to the performance obligations that are unsatisfied, as the Group has a right to consideration from a customer in an amount that corresponds directly with the value to the customer of the Group's performance completed to date.

(Thousands of Georgian Lari unless otherwise stated)

#### 15. Other operating income and expense

	2018	2017
Net gain from sale of refurbishement services and equipment	437	182
Income from installation of ticket validators	-	849
Rent income	953	822
Revenue from sale of software	206	310
Interconnection fees	321	266
Other operating income	235	267
Total other operating income	2,152	2,696
Cost of assets transferred to Tbilisi City Hall (Note 14)	(409)	(1,301)
Repair and maintenance	(1,758)	(1,585)
Cost of inventory used	(1,355)	(792)
Communication networking	(792)	(655)
Operating taxes	(615)	(479)
Cash collection	(360)	(350)
Commission fees	(362)	(279)
Electricity, water, gas and other utilities	(215)	(272)
Professional services (Audit)	(115)	(209)
Professional services (Other)	(178)	(209)
Stolen and damaged banknotes	(170)	(187)
Net loss from disposal of property and equipment	· -	(15)
Allowance for receivables	(114)	-
Other operating expenses	(1,104)	(666)
Total other operating expense	(7,547)	(6,790)
16. Salaries and other employee benefits		
	2018	2017
Salaries and other benefits	9,600	8,054
Cash bonuses	881	754
Total salaries and other employee benefits	10,481	8,808

#### 17. Taxation

In June 2016, amendments to the Georgian tax law in respect of corporate income tax became enacted. The amendments became effective from 1 January 2017 for all Georgian companies except the banks, insurance companies and microfinance organization, for which the effective date is 1 January 2019. Under the new regulation, corporate income tax is levied on profit distributed as dividends to the shareholders that are individuals or non-residents of Georgia, rather than on profit earned. The amount of tax payable on a dividend distribution is calculated as 15/85 of the amount of net distribution. The companies are able to offset corporate income tax liability arising from dividend distributions out of profits earned in 2008-2016 by the amount of corporate income tax paid for the respective period under the current regulation. Dividends distributions between Georgian resident companies is not subject to corporate income tax.

Following the enactment of the amendments, as at 31 December 2016, the Group reversed in full its deferred tax liability based on IAS 12 *Income Taxes* requirement to measure deferred taxes at 0% tax rate applicable for undistributed profits starting from 1 January 2017. In 2018 and 2017, the Group had no distributed profits (dividends). Management believes the Group is in substantial compliance with the tax laws affecting its operations. However, the risk remains that relevant authorities could take differing positions with regard to interpretative issues.

## 18. Risk arising from financial instruments

In the course of its ordinary activities, the Group is exposed to credit risk, liquidity risk and market risk.

#### Credit risk

Credit risk is the risk that the Group will incur a loss because its customers, clients or counterparties fail to discharge their contractual obligations. As at 31 December 2018 and 31 December 2017, the Group has no other significant financial assets subject to credit risk except for:

Cash at banks and amounts due from credit institutions

As at 31 December 2018, 31 December 2017, the Group placed GEL 7,813 thousand and GEL 26,472 thousand with the related party bank respectively, having ratings of *BB-/B* from Standard & Poor's, *B1/NP (FC)* & *Ba3/NP (LC)* from Moody's and *BB-/B* from Fitch Ratings.

(Thousands of Georgian Lari unless otherwise stated)

## 18. Risk arising from financial instruments (Continued)

## Credit risk (Continued)

#### Accounts receivable

Accounts receivable of the Group and the Company are mostly denominated in GEL and due within 3 months from the reporting date. No significant accounts receivable are either past due or impaired as at 31 December 2018 and 31 December 2017.

## Liquidity risk

Liquidity risk is the risk that the Group will be unable to meet all its payment obligations when they fall due under normal or stress circumstances. The Group's liquidity risk is analysed and managed by management.

As at 31 December 2018 and 31 December 2017, the Group's all financial liabilities are due within 3 months and contractual undiscounted repayment obligations are equal to their carrying values.

#### Market risk

Market risk is the risk that the value of financial instruments will fluctuate due to changes in market variables such as interest rates and foreign exchange rates. The Group has no significant exposure to currency risk.

## 19. Related party transactions

In accordance with IAS 24 *Related Party Disclosures*, parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operational decisions or if parties are subsidiaries of the same Group . In considering each possible related party relationship, attention is directed to the substance of the relationship, not merely the legal form.

Related parties may enter into transactions which unrelated parties might not, and transactions between related parties may not be effected on the same terms, conditions and amounts as transactions between unrelated parties. All transactions with related parties have been conducted on an arm's length basis.

The volumes of related party transactions and outstanding balances of the Group were as follows as at 31 December:

	31-De	c-2018	31-Dec	:-2017
	Parent*	Entities under common control	Parent*	Entities under common control
Assets				
Cash and cash equivalents	_	7,813	_	26,514
Amounts due from credit institutions	_	1,037	_	1,572
Accounts receivables	_	1,388	_	1,267
Prepayments and other current assets	_	-	_	12
	_	10,238	_	29,365
Liabilities				
Accounts payable	_	25,086	_	34,761
Advances received	_	4,450	_	654
	_	29,536	_	35,415

(Thousands of Georgian Lari unless otherwise stated)

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

The following table provides the total amount of the Group's transactions that have been entered into with related parties:

	2018		2017	
	Parent*	Entities under common control	Parent*	Entities under common control
Sales				
Revenue from transaction processing	_	10,107	_	16,174
Revenue from maintenance services	_	454	_	1,017
Revenue from personalisation services		422		529
	_	10,983	_	17,720
Other operating income				
Income from sale of property and equipment (a)	_	7	_	72
Other operating income	_	4,626	_	2,873
, -	_	4,633	_	2,945
Purchases and expenses				
Rent	_	313	_	(478)
Purchase of inventory	_	_	_	(444)
Other operating expenses	_	420	_	(939)
	_	733	_	(1,861)
Other items				
Interest income	_	_	_	52
Interest expense		23		(9)

- (a) Income from sale of property and equipment is included in net gain from sale of property and equipment within other operating income.
- (b) Income from sale of inventory is included in net gain from sale of inventory within other operating income.

In 2018 and 2017, compensation of the Group's key management personnel totalled GEL 441 thousand and GEL 509 thousand respectively.

## 20. Events after the reporting date

On 6 April 2019 the Group purchased seven new vehicles (with the value of GEL 35 thousand each) equipped with armored cabins and special permissions to change cash collection method in Tbilisi. This method replaces the old method, according to which whole process is performed through cars without any special types of equipment and they are owned by Cash collectors.

On 8 April 2019 the Group took new loan with amount of GEL 300 thousand from Related Party Company. Loan term is 36 months and interest rate is 10.7%.



JSC Express Technologies

The Group's Management Report

2018

## The Group's Management Report

## Introduction

This document incorporates the essential components related to the JSC Express Technologies ("the Company") and its subsidiaries (together referred to as "the Group"), such as the review of the activities, achievements based on factual indicators, development outlooks, vision and future plans. It also describes the established standards of corporate ethics and the business risks that might impact the Group's performance.

#### **CEO's Statement**

I am pleased to present the Group's management report. The purpose of the report is to demonstrate the range of our activities and our will to expand the existing business while ensuring the quality and efficiency.

Our resources are focused on the establishment of innovations, cost efficiency and safety. I am proud that within the Group and its affiliates we have a well-formed mission, the vision, which is based on high values, and corporate social responsibility.

Thank you for your interest; we are ready to deal with any challenge in order to gain our customers', partners' and employees' trust and respect.

## **Business Overview**

#### About Us

JSC Express Technologies was established under the Georgian legislation in 2007 and incorporates the subsidiary companies operating in the electronic payments industry.

The aim of creating the Group was to establish the advanced standards of revolutionary solutions and information technologies in the Georgian payment system. Our services enable clients to use modern payment systems, reduce operating costs, and improve risk management. Along with a customer-friendly approach, our advantage is the effective protection of the customers' personal data and their property.

The companies incorporated in the Group have been providing services to financial institutions, government agencies, telecommunications companies, SMEs and individuals since 2006.

The companies incorporated in the Group:

JSC Georgian Card - <a href="www.GeorgianCard.ge">www.GeorgianCard.ge</a>
Direct Debit Georgia LLC - <a href="www.DDG.ge">www.DDG.ge</a>
Metro Service + LLC - <a href="www.MS+.ge">www.MS+.ge</a>
Didi Dighomi Research Center LLC

The Group constantly introduces innovative services for clients and not only for them. The public widely uses services, such as software and banking applications for smartphones.

#### What We Do

#### ATM and POS terminal network management

The JSC Georgian Card services include systemic support and management of ATMs and POS terminals, including local networks and wireless units. The team of technicians is monitoring the operations of all the ATMs and POS terminals within the system in real time and ensures continuity and unity.

#### Transport fare collection automated systems

The Metro Service + LLC's transport fare collection system in municipal transport reduces operating expenses, optimises the revenue received from transport fare, increases profitability and travel comfort. The transport fare collection system, through the centralised clearing center can process all payments electronically making use of cash unnecessary, thus removes the need of daily encashment and need for passengers to stand in queue for paper ticket.

#### Customer-friendly software

We are focused on customer's awareness; provide consultations on the design and infrastructure of a new software product, as well as further support and communication. The customer support group is available 24/7.

Our team of engineers can create specifically tailored, stand-alone or integrated programs to solve the unique challenges of each client, including:

- E-commerce solutions;
- Mobile banking applications;
- Payment, information distribution and mailing apps for smartphones;
- Creation of internet-based platforms;
- Other payments, transport fee collection solutions.

#### Network status management

The Network Status Management Program created within the Group is a universal network monitoring system that monitors in real time the operational status of all ATMs and terminals within the customers, systems. For financial institutions, corporations, payments providers and payment network operators, the network status management is the best way to efficiently and economically manage the system monitoring, their data centers and information technology infrastructure, providing many benefits:

- Possibility to monitor payment devices;
- Real time monitoring of network devices;
- Quick and pro-active response to shutdowns and other technical faults.

#### **Transaction Processing**

The basic function of JSC Georgian Card as the processing center is to provide secure interconnections with affiliates and card holding merchants and other service providers, with an approach that is not only flexible and rapid, but also increases the value of functionality and comfort for the service provider and the individual card holder.

Our solution of the card transactions includes:

- Processing of operations;
- Management of ATM/POS terminal network;
- Purchase, supply and support of devices;
- Three-dimensional (3-D) safe operations;
- Fraud protection system;
- Trade facilities and card processing services.

A wide range of processing devices operate on Visa, MasterCard, American Express, UPI and Diner's Club debit and credit cards (including contactless), in particular, magnetic and chip card applications.

#### What We Do (continued)

#### Card personalisation

Within the Group we can print any quantity of personalised design cards. Through our multi-platform infrastructure and international partners, we offer our clients a convenient combination of innovative technologies and proactive services.

To ensure the customer post-sale support, we provide project management and consulting services, by means of which we can manage all processes related to the international payments with partners, card certification and licensing, select the equipment and supplier, issue cards, plan market maintenance and support of the card programs.

#### Multifunctional self-service terminals

The company "Direct Debit Georgia" incorporated in the Group ensures the search for locations of self-service terminals, their technical support and maintenance as well as accumulates the amounts paid by the user in terminals.

The self-service terminals available almost anywhere in Georgia, are tailored to demands of modern people and allow the access to any type of payable service cost in a short time and with small efforts. Payment services are provided for the following categories of service providers as well as for many others:

- Utility and cable TV providers;
- Mobile, telephone and internet operators;
- Taxes included in the state budget;
- Parking and transportation cost;
- Banking services such as deposits, credit and other payments;
- Charitable donations;
- Tickets for cinema, theater and other events.

This is just an incomplete list multifunctional services are updated frequently.

In 2016, Direct Debit Georgia LLC. won the competition announced by the Public Service Hall, which included placement of self-service terminals at the Public Service Halls all over Georgia. Since 2018 our cashier-operators serve customers at the Customs Clearance Zone. In addition, for many years now we have been supporting the City Hall/municipality transport fee payment services, which includes the receipt of the payments determined for the passengers through the self-service terminals.

The company also supports the self-service terminal network of JSC Bank of Georgia.

#### Specialised self-service terminals

Since 2017, Direct Debit Georgia LLC. has implemented a new project, which includes the specialised self-service terminals. Those terminals are intended for the companies that have high daily turnover in a form of cash payment. By depositing cash into the specialised self-service terminals at the end of the day, companies may avoid a long procedure of collection of money and its depositing on the accounts, save human resources and, most importantly, instantly carry the turnover of the day on their bank accounts.

At present, the specialised terminals are used by big petrol and liquefied gas filling stations in Georgia, such as:

- Gulf Georgia;
- SOCAR Georgia Petroleum;
- Neogas;
- Rompetrol NV.

#### What We Do (continued)

#### Cashier-Operators

Direct Debit Georgia LLC. has created a "one-stop" principle for providing the quality and fast service, which implies placement of cashier-operators at the Public Service Halls, Service Development Agencies, medical establishments, the offices of the KazTransGas Tbilisi LLC and Batumi Customs Clearance Zone.

One of these projects is the receipt of all state service payments at the Public Registry. This project started in 2006 and successfully continues up to now.

In 2011, the cash-desks of Direct Debit Georgia LLC. were placed at various medical institutions throughout the regions. The company is already operating at all clinics of the JSC Medical Corporation Evex. The project aims the expansion of the the cash-desks together with the network.

From March 2011 up to now, customs duty and other payment services are provided by Direct Debit Georgia LLC. at Batumi International Container Terminal LLC.

From 2011 up to now, Direct Debit Georgia LLC. has provided the payment services through its cashiers to the customers at KazTransGas Tbilisi LLC offices.

Our services are always in demand because we offer our customers the following:

- payment services to more than 300 providers;
- easy access to those providers through terminals and other payment channels;
- convenient and easy to use interface;
- affordable rent and installation costs;
- 24/7 customer support and assistance;
- continuous monitoring of the payment channels network

#### Our Experience

In 2006, Metro Service+ LLC. and Tbilisi Metro signed the contract that aims to provide transport fee collection and administration. Within the framework of the project Metro Service+ carried out modernisation of Tbilisi Metro services and infrastructure, including the system of card payments.

In 2009, Metro Service+ LLC. signed the contract with Tbilisi Bus, in frames of which 1400 cash machines and GPS/GPRS modules were installed in 700 buses, parallel data transmission system was introduced. The project provides transmission of the GPS coordinates of a bus to the transport company server.

Since 2009 the card refilling network system (TOP UP) has been developed based on the innovative top-up system in express payment machines. The 1500 terminals are located in Tbilisi and 1300 in the regions.

In 2009, Metro Service+ LLC. together with Magticom LLC implemented the first social transport project for students (Bali Card).

In 2011, the 10-year exclusive contract was signed with Tbilisi minibus management companies, in frames of which the card system was launched in up to 2000 minibuses.

In 2011, together with the Tbilisi City Hall and the transport company, the passenger voucherisation project was implemented, in frames of which 5 GEL for municipal transport fee payment were credited on the transport cards of up to 1.5 million passengers.

#### What We Do (continued)

#### Our Experience (continued)

In 2011 JSC Bank of Georgia released a universal card Express Card with the transport fee payment function. The holder of this card no longer needs to top up the transport card; the transport fee is already deducted from the bank account where the salary or other income is transferred. In addition, the owner of the Express Card can use bonus points for transport, which he or she has collected with various merchants.

In 2012 the card system was introduced at Rike-Narikala cable lift and in 2016 at the restored Vake-Turtle Lake cable lift.

In 2016, the modern card validators were installed in 143 new MAN buses and 130 old cash machines were replaced with new in Bogdan buses.

In 2016, the universal banking card, School Card, was issued with a transport function. In the same year, the universal bank stickers with the transport function were released.

Since January 2017, Batumi municipal transport has moved to the new card system, in particular, modern card validators have been installed in 150 buses. For control of payments, special devices were provided to the bus controllers and conductors. The modern equipped service center is arranged where standard passenger cards "Batumi Card", as well as personalised cards are issued, on which the holder's photo is applied. The payment system created in frames of MS+ transport project undergoes constant changes, updates and adaptations. Since 2006, up to 150 upgrades and changes have been made, including major changes to the tariff scheme:

- Launching the departure-based discounted system;
- Launching the travel-based discount system;
- Launching the time-based discount system.

Supporting up to 20 different types of cards has been implemented in Metro Service+ for various categories of passengers through the emission of bank cards as well as ordinary transport cards. The company has the highly qualified technical team, which in the shortest time ensures technical services of payment machines in Tbilisi and Batumi municipal buses and quickly responds to the faults. Metro Service+ is continually implementing procedures related to improving quality of service.

In 2017 JSC Bank of Georgia won the tender announced by Tbilisi City Hall for the modernisation of the public transport fee payment system. Within the framework of the project, the transport fee payment system of all types of Georgian and foreign cards will be launched on Tbilisi Metro, buses and cable lifts. We equipped the municipal transport with new cash machines and card reader validators, special mobile applications are being tested for travel planning and tickets purchasing functions. Metro Service +, as the subcontractor of the Bank is responsible for the fulfillment of the tender terms and further operation. However, other group members - JSC Georgian Card and Direct Debit Georgia LLC- provide the support within the project. By the joint efforts of the Group all international bank cards are accepted in the public transport fee payment system; the purchase passenger cards and top-up of the limit of transport cards are possible almost all over Georgia.

Starting October 2018, fare payment system by means of all types of Georgian and foreign cards will be activated in Tbilisi metro, buses and cableways.

#### **Financial Overview**

The Group is within the Bank of Georgia Group PLC, which is listed on the London Stock Exchange. Consequently, according to the founder's demand, the accounting policy of the Group has been compliant with the IFRS since its establishment. In 2018 the first audited financial statements in accordance with the IFRS were published and audit service was performed by EY Georgia LLC. In December 2018 the Group changed provider of audit service to LLC NEXIA TA. The published report includes the financial standing for the years 2018-2017. The short financial information of the Group is given below:

What We Do (continued)

Financial Overview (continued)

Consolidated Statement of Financial Position	<u>2018</u>	<u>2017</u>
Total assets	76,114	72,907
Total equity attributable to shareholder of the Group	36,829	32,255
Non-controlling interests	145	136
Total equity	36,974	32,391
Total liabilities	39,140	40,516
Total equity and liabilities	76,114	72,907
Consolidated Statement of Comprehensive Income	<u>2018</u>	<u>2017</u>
Total revenues	29,586	23,636
Total operating expenses	(24,467)	(21,081)
Operating profit/(loss)	5,119	2,555
Other financial items	(536)	235
Profit/ (loss) before income tax expense	4,583	2,790
Income tax benefit	-	-
Profit/(loss) for the year	4,583	2,790
Other comprehensive (loss)/income to be reclassified to the profit or loss in subsequent		
periods		
- (Loss)/gain from currency translation differences	-	(50)
Total comprehensive income for the year	4,583	2,740
Attributable to:		
- Equity holders of the parent	4,574	2,731
- Non-controlling interests	9	9

According to the data of 2018, the equity of JSC Express Technologies Group has increased by GEL 4.5 million (2017 - GEL 2.7 million), and the total revenue has increased by GEL 5.9 million (2017 - GEL 3.1 million).

#### Compliance with international standards

JSC Georgian Card is certified with MasterCard, VISA, AmEx, Diners Club and Union Pay International payment systems.

In order to protect customers and improve the payment security, as well as to minimise the probability of fraud, Georgian Card obtains the EMV standard for both contact and contactless cards. The standard is an additional security measure, which reduces the expenses, related to bank fraud, for its member banks.

JSC Georgian Card is one of the first processing centers in Georgia, which complies with the Payment Card Industry Data Security Standards (PCI DSS). From 2010 to date, it has been successfully passing the Global Payment Security Standards compliance audit. The regular and consistent compliance with the PCI DSS policy and procedures facilitates JSC Georgian Card to be a reliable partner for the member organisations, to ensure performance of safe transactions and to protect cardholders from unreasonable use of their data.

JSC Georgian Card is also a member of the VISA PIN Security Program, the audit of which ensures the confidentiality of the cardholder's identification number (PIN) cryptography/ encryption keys and other personal data while performing card operations. VISA PIN Security Certificate confirms that the infrastructure and the operation of the equipment connected in the system meets the international standards.

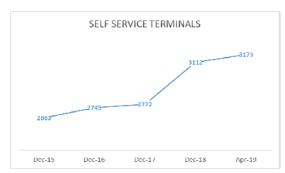
Our payment system functions properly and ensures the continuity of the operational processes with complete compliance with the security standards and procedures. Remoteness of servers and the system/data duplication/storage procedures are in full compliance with the payment system standards as well as the recommendations of the world's leading technological and information companies.

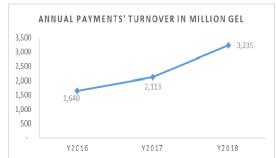
#### What We Do (continued)

#### **Future Plans**

Direct Debit Georgia LLC has been actively increasing the number of service channels since 2006. In the future, it is planned to increase the service area across Georgia to provide all territorial entities with services that are inseparable from everyday life and guarantee a safe and fast payment service for the majority of the population.

Over the past five years, the number of payment channels increased by about 19%. Moreover, the annual payments' turnover has doubled in last three years. Our goal is to maintain the current indicators in terms of business development, along with the increase in quality and efficiency.





JSC Georgian Card is continually updating services and introducing innovations. Our goal is to protect to the maximum extent all the entities involved in our system and to provide them with simple and comprehensive service. To fulfill this goal very year we undergo the security and other audits. We are ready to face new challenges and to introduce higher standards every new period.

In the future, the company intends to make the list of services offered to clients more diverse, as well as to expand our clientele and do our best endeavors to target all businesses with our innovative projects.

## Risk Factors

Market risk is the risk of change of the value of financial instruments as a result of market factors, such as the fluctuations in interest rates and foreign currency exchange rates. The Group has a minor currency risk.

Liquidity risk means that the Group will not be able to timely cover all its financial liabilities originated in normal or stressful conditions. The liquidity risk of the Group is analysed and managed by the management. As of 31 December 2017 and December 31 2016, all financial liabilities of the Group were to be covered within 3 months, while the non-discounted repayment obligations provided by the contract were equal to their book value.

The Group has been always fulfilling its contractual obligations and has never experienced a default. The Group will fulfill the contractual obligations in the future.

#### Fraud prevention

Along with the development of information technology, the types of crime have become more diverse. The damage to property may be caused as a result of fraud and unscrupulous behavior of consumers.

#### What We Do (continued)

### Information security

In the 21st century, a significant threat to all businesses is the increased cyber and phishing attacks. The financial sector is the priority target for the criminals, so we are aware of the ongoing attack attempts and introduce the highest standards of information security throughout the Group. The protection mechanisms include the cutting-edge and well-known products that are designed to protect internal network from external impacts, as well as the leak of sensitive information within the network.

For the purpose of monitoring existing devices, appropriate software is used to control each event generated in the Group's devices and consumer's PCs. Besides, the staff awareness raising training is often carried out in order to provide information security, and all employees have been provided with the strictly defined instructions on how to behave in any suspicious situation

## Anti-money laundering practice

All the companies incorporated within the Group are trying to comply with international ethics standards and exclude any money laundering and terrorism funding.

The top priority of cooperation with us is to investigate partners' business, reputation and essential details, to prevent the turnover of illicit activity and in any suspicious case we appeal to the competent authorities for instructions thereof and adequate response.

The Group considers all requirements and recommendations of the National Bank and the Financial Monitoring Service of Georgia, actively cooperates with them and tries to contribute to the prevention of illicit income and the fight against terrorism. In this regard, we have not identified any illegal cases that have ever been carried out through our payment channels or our activities.

## Corporate Management Report

The structure of the Group is maximally tailored to facilitating and making effective business activities. The companies are independent legal entities with independent managing bodies, but in case of necessity they join their activities for the implementation of important projects and missions. The person responsible for the Group's management is the CEO.

## Information about the CEO

Irakli Kodua's career in the Group commenced in 2006. He also holds the position of the General Director at JSC Georgian Card and Director at Direct Debit Georgia LLC since 2016.

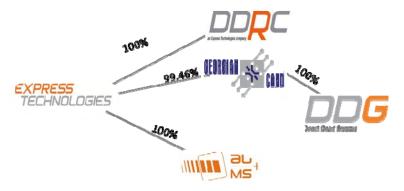
In 2011-2016 he was Deputy Director of JSC Georgian Card and in 2014-2016 Deputy Director of Direct Debit Georgia LLC. He has many years of experience in financial field.

Irakli Kodua holds the diploma of IT engineer and lawyer.

## The Group Structure

The Group's main purpose is to invest and develop companies engaged in electronic payments platform in Georgia. For this purpose, four companies are incorporated in the Group. The main purpose of the holding is to support these companies.

The ownership structure of the companies within the holding is as follows:



## The Group policies

In order to implement the corporate governance principles developed according to the international regulations and best practice, the Group has policies that determine the rules for the conduct of employees and for adequate response to any violation. The following policies are of particular importance:

#### Conflict of interest management policy

The purpose of this policy is to strengthen the rules of determining, managing and preventing the existing, potential and possible facts of the conflict of interest, to explain the issues related to the conflict of interest and to help the staff in its prevention and adequate response to it, namely as follows:

- to determine the situations in which conflict of interest may arise;
- to establish the procedures, mechanisms and systems for the detection, prevention and management of the conflict of interest;
- to protect the interests of the Group, its customers, employees, investors and suppliers by developing the respective measures to eliminate conflict;
- to ensure compliance with the regulations of the National Bank of Georgia.

## Corporate Management Report (continued)

## Conflict of interest management policy (continued)

The restrictions/prohibitions imposed for the prevention of the conflict of interest are as follows:

- activities outside the employer;
- kin relations between the employees;
- attitudes towards gambling;
- drug addiction;
- personal transactions.

## Personal Data Protection Policy

The purpose of this document is to introduce and describe necessary processes and regulations according to the Law of Georgia on Personal Data Protection and the international standards, also to impose necessary restrictions on the employees in this regard and, at the same time, to protect their personal data from illegal and unreasonable

#### Information Classification and Management Policy

In order to improve the preventive and detective control over the use of information resources, it is necessary to create an architectural infrastructure for information, which implies the classification of information with the approach based on the risk assessment; also, determination of the respective responsible persons, sorting of information and information resources according to the level of confidentiality, development of other rules for access and use.

According to this policy, information is divided into the following four categories of confidentiality: "public", "for internal use", "confidential" and "top secret". Information management is regulated according to those levels and includes the rules for labeling, moving, granting access to, storing and destroying the information.

#### **Notification Management Policy**

The purpose of the policy is to support the establishment of an environment in the Group, where any incompliance or violation is effectively identified and prevented. The people, employed at the organisation, are the eyewitnesses of the violations happening around them. According to the policy, the employing entity guarantees the anonymity of the applicant, whose application will be reviewed with full responsibility and by strict observance of confidentiality.

# Review of the rights of shareholders and of the general meeting of shareholders and the rules of their exercise

100% of shares of the JSC Express Technologies are held by JSC BG Financial. Partners' rights and obligations are regulated by the entity's Charter, which is a publicly published document.

The Shareholders' Meeting is the entity's higher governing body that can enforce control on its own or through representative.

## Non-financial Report

#### Business model overview

The Companies incorporated within the Group are registered under the National Bank of Georgia as payment system operators and payment service providers and, accordingly, are under its supervision. In this sector JSC Georgian Card is one of the leading processing centers in Transcaucasia, with only two payment system operators in Georgia.

Among the payment service providers Direct Debit Georgia LLC holds a leading position due to the scale of its activities. It should be noted that the services, offered by the company, are distinguished by their multi-functional and innovative character. Only the terminals of Direct Debit Georgia LLC allow making payments with the bank cards, also customers can refill the transportation card limits only through our kiosks and cashiers. As of 2018 the number of self-service terminals has reached 2500.

As for the tender announced for the modernisation of the public transport fee payment system won by Metro Service + LLC it has a 10-year actuality precondition.

Within the framework of the modern payment system, innovative reforms carried out by the Group are of systematic nature and the development of information technologies increases the range of performance, therefore, this is why JSC Express Technologies and the companies incorporated therein do not lose their relevance.

#### Our team

According to the 2018 data, about 700 persons are employed within the Group. Out of a lot of candidates we choose the most motivated and committed people. Human capital plays crucial role in success of the Group's activities, so we try to create optimal conditions for effective labor and career development. The basis for our employee oriented approach is fairness, which we try to observe by providing adequate compensation, additional bonuses and by respecting diversity, which is necessarily characteristic to any broader circle of people.

We understand and undertake our responsibility before our employees, but in return we require from them fair and reasonable attitude towards their work, which is clearly indicated in our internal regulations and Code of Ethics.

## Healthy work environment

It is noteworthy that since the beginning of our activities up to date, there were no cases of labor dispute filed against the Companies incorporated within the Group. We realise that our employees are the guarantee for our success, so we try to create equal development opportunities for everyone.

Our priority is to strictly protect the personal data of our employees and customers and the adequate risk protection mechanisms are subject to the periodic revision and update. The information on the personal data catalogs, kept in the Companies incorporated within the Group is available on official website of the Personal Data Protection staff.

#### Health and safety at the workplace

The legislation sets out minimum safety standards; we are trying to embrace internationally recognised best practices and to create a safe and healthy environment for our employees.

The Group's buildings are equipped with the fire protection infrastructure; also the trainings are delivered for the staff on the methods of prevention of accidents and on quick response during the natural disasters and unforeseen circumstances.

The business continuity management policy is created and the group of key personnel is determined, who are responsible for managing crisis situations.

## Non-financial Report (continued)

## Prevent corruption

Corruption and bribery, despite its form and type, are not allowed within the Group. We strictly evaluate any action and transaction that may be perceived as an unlawful influence on the decisions made in relation to the Group.

In order to regulate this area, the Group uses quite an extensive policy on "the management of the conflict of interest", while a specifically defined structural unit carries out control to ensure that any employee or any action performed by the Group or within the Group is in compliance with this policy.

## Persons responsible for the preparation and submission of reports

The CEO is the responsible person for submission of the Group's Financial Statements and management report.

## Non-financial Report (continued)

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