

# ENEFI ENERGYEFFICIENCY PLC.

CONSOLIDATED FINANCIAL STATEMENTS
for the year ended December 31, 2018
Prepared in accordance with International Financial Reporting Standards
(IFRS) accepted by the European Union



Consolidated financial statements for the year ended December 31, 2018

General information

**Members of Board of Directors** 

Csaba Soós

Attila Pálffy Gagyi

László Bálint

**Member of Audit Committee** 

Gyula Bakacsi Dr.

Miklós Siska Dr.

Imre Kerekes

**Group Contacts** 

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**Auditor** 

dr. Csaba Adorján (Registration number: 001089)

UNIKONTO Számvitelkutatási Kft.

1092 Budapest, Fővám tér 8. 3. em. 317/3.

Company registration number: 001724

# ENEFI ENERGYEFFICIENCY PUBLIC LIMITED COMPANY Consolidated financial statements for the year ended December 31, 2018



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# **Independent Auditor's Report**

# To the Shareholders of the ENEFI Energiahatékonysági Nyilvánosan Működő Részvénytársaság

### **Opinion**

We have audited the consolidated financial statements of **ENEFI Energiahatékonysági Nyilvánosan Működő Részvénytársaság** (1134 Budapest, Klapka u. 11., Cg.: 01-10-045428) Company and its subsidiaries (the Group), which comprise the consolidated statement of financial position as at December 31, 2018 where the total assets is 1 759 317 tHUF, equity attributable to the shareholder of the parent company 1 362 211 tHUF, and the consolidated statement of comprehensive income – where the total comprehensive income is 52 375 losss, 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 financial statements give a true and fair view of the financial position of the Group as at December 31, 2018 and of its financial performance and its cash flows for the year then ended in accordance with the International Financial Reporting Standards as adopted by the European Union together with the additional requirements set out in the Accounting Act applicable for those preparing their separate financial statements under IFRSs.

### **Basis for Opinion**

We conducted our audit in accordance with the Hungarian National Standards on Audit and in accordance with the law and other regulation applicable in the Hungarian jurisdiction, including the Regulation of the EU Council 537/2014/EU on statutory audit for public interest entities (hereinafter: 537/2014 EU Regulation). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report.

We are independent of the Company in accordance with the ethical rules applicable in Hungary and in issues not regulated there in accordance with the Codex issued by the International Ethics Standards Board for Accountants (IESBA Codex) and we have fulfilled our other ethical responsibilities in accordance with these requirements.

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

### **Emphasis of matters**

 We draw your attention to Note 35 in the Notes to the financial statements, where the Group discloses a provision due to a legal issue. After the close of this legal issue there may be other effect on the financial position, financial performance and cash flows of the Company, which may

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Unikonto Számvitelkutatási Kft. Cím: H-1093 Budapest, Fővám tér 8. Kamarai nyilvántartási szám: 001724

not be included in these financial statements. Our opinion is not modified in respect of this matter.

### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. In addition to the matter described in the Basis for Opinion section, we have determined the matters described below to be the key audit matters to be communicated in our report.

| Key audit matter   | Audit procedures               |
|--|--------------------------------|
| The recoverable amount of the concession asset   | and the lease receivable       |
| The Group has rights that lead to concession income and also leases out various assets to customers. The correct treatment of these transactions needs complex estimations and requires complex calculation. | When carrying out our audit we |





### The measurement of the receivables of the company

The Parent Company provided the joint venture company a loan.

The loan granted to the joint venture of the Company is material in respect to this financial statements. The subsequent measurement of this receivable — also considering the material balance of this item — requires assumptions and several judgement from the management and the possible impact on the financial statements are big.

Therefore, we identified the measurement of this receivables a key audit matter.

In relation to receivables from the joint venture company and the joint venture we have investigated is sufficient free cash flow will be available to settle the debt and the interest.

We also investigated if the assumptions and estimations of the management was reasonable and prudent.

# Report on other Regulatory Requirements: The consolidated Business Report

The other regulatory requirements include the business report of the company for the year ending on 31 December, 2018. The management is responsible to prepare the business report in line with the Act of Accounting and other relevant legislation. Our opinion expressed in the "Opinion" section does not apply to the Business Report.

Our responsibility in relation of the Consolidated Business Report to read the report to assess if the Business Report contradicts the Financial Statements and to assess if based on our audit evidence obtained the Business Report contains a material misstatement.

Based on the Accounting Act it is our responsibility to asses if the Business Report meets the requirements of 95/B § (2) e) and f) in the Accounting Act. We also need to state if the information required by 95/B § (2) a-d) and g) are disclosed.

In our opinion the Consolidated Business Report of ENEFI Energiahatékonysági Nyilvánosan Működő Részvénytársaság for the year ended on December 31, 2018 is in consistent with the financial statement for the year then ending. The information required by 95/8 § (2) a-d) and g) of the Accounting Act is disclosed. We have nothing to report in this respect. In the separate business report we did not identify controversy or material misstatement, so we do not have to report on these issues.

Since other regulation does not require any other disclosure in the Consolidated Business Report we do not express an opinion required by 156 § (5) h of the Accounting Act.

Furthermore, we are required to report if we are aware of any incorrect communication (material misstatement) made before the date of this audit opinion based on our information





received from the Company. If yes, we need to identify the communication and report the nature of it. We do not have anything to report in this matter.

# Responsibilities of the Management for the Financial Statements

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

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

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

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Hungarian Standards on Audit 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 the users taken on the basis of the financial statements.

As a part of an audit an accordance with the Hungarian Standards on Audit, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

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

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the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to continue as a going concern.

Evaluate the overall presentation, structure and content of the financial statements, including
the disclosures, and whether the financial statements represent the underlying transactions
and events in a manner that achieves fair presentation.

We 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.

Furthermore, we notify those who are charged with governance – next to other issues – the planned scope and timing of the audit, the main findings of our audit, including the identified weaknesses of the internal control system of the Group, if any.

Furthermore, we declare that we met the independency requirement and the relevant ethical rules and communicate all other relation that may effect this independency, including the security measures we took.

We communicate to those charged with governance those issues that had great importance during the audit of the financial statements and they qualify for being key audit matters. We communicate these matters in our audit report unless the regulation prohibits it, or an extremely important interest suggests otherwise, since the benefits of the public communication are expected to be outweighed by the consequences.

# Report on the other legal or regulatory requirements

According to the Regulation 537/2014/EU we issue the following statements.

### The appointment of the auditor

The Annual General Meeting of the Parent appointed us as auditors on 27<sup>th</sup> February 2017 as the statutory auditor of the Group and our appointment was for the following three business years: 2016-2017-2018.

### Report to the Audit Committee

We confirm that this audit report is in line with the additional report issued to the Audit Committee of the Parent in accordance with Paragraph 11 of 537/2014/EU, which was issued on 26<sup>th</sup> March 2019.

### Non-audit services

We confirm that we did not provide any services – other than the statutory audit of the consolidated financial statements – to the firm, so we did not provide any service that would fall under 537/2014/EU, paragraph 5, point 1. We did not provide any services for entities controlled by this Group. We maintained our independence during the audit fully.



**Unikonto Számvitelkutatási Kft.** Cím: H-1093 Budapest, Fővám tér 8. Kamarai nyilvántartási szám: 001724

The engagement partner of the audit that resulted in this audit report is dr. Csaba Adojrán, who is in charge of the audit since 27<sup>th</sup> February 2017.

At Budapest; 26th March 2019.

dr. Adorján Csaba UNIKONTÓ Kft., 1093 Budapest, Fővám tér 8. Registration number: 001724

dr. Adorján Csaba Registered auditor Registration number: 001089.

### Disclaimer!

This is the translation of the Audit Report issued in Hungarian.

This is only for information purposes. In case of any discrepancy the Hungarian language document remains valid!

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Consolidated financial statements for the year ended December 31, 2018 Consolidated profit and loss account

All figures are in THUF unless otherwise indicated.

|  | Note     | 2017     | 2018     |
|--|----------|----------|----------|
| Revenue  |          |          |          |
| Cost of mediated services  | 5        | 671 928  | 472 169  |
| Gross Profit   | 6        | -300 571 | -197 412 |
| Material cost  |          | 371 357  | 274 757  |
| Personnel cost   | <b>6</b> | -11 657  | -5 434   |
| Expenditures of share-based benefits   | 7        | -145 517 | -114 103 |
| Service used   | 0        | -135 720 | 0        |
| Other revenue and expenditures, net  | 8        | -181 462 | -201 744 |
| Depreciation   | 9        | -191 571 | 313 166  |
| Net profit/loss from financial activities  | 13, 14   | -20 964  | -12 375  |
| Result of associated company granted for the group   | 10<br>15 | 41 329   | 27 797   |
| Profit before ta   | 10       | :0       | -2 045   |
| Income tax expense   | 11       | -274 205 | 280 019  |
| Profit for the year  |          | 211 138  | -332 462 |
|  |          | -63 067  | -52 443  |
| Discontinued operations  |          |          |          |
| Result from discontinued operations  | 12       | 206 024  |          |
| Profit for the year  |          | 142.957  | -52 443  |
| Attributable to:   |          |          | 102.440  |
| Owners of the Company  |          | 405 770  | ** ***   |
| Non-controlling interests  | 20       | 135 770  | -53 582  |
| The state of the s | 26       | 7 187    | 1 139    |
| Foreign currency translation differences   |          |          |          |
|  |          | 10 567   | 67       |
| Total other comprehensive income   |          | 10 567   | 67       |
| The state of the s |          |          |          |
| Total comprehensive income   |          | 153 524  | -52 376  |
| Attributable to:   |          |          |          |
| Owners of the Company  |          | 146 337  | -53 515  |
| Non-controlling Interests  |          | 7 187    | 1 139    |
| Earnings per share (HUF)   |          |          |          |
| Continued and discontinued operations Basic earnings per share   |          |          |          |
| Diluted earnings per share   | 30       | 15,55    | -6,29    |
| Diluted earnings per snare   | 30       | 15,55    | -6,29    |
| Continued operations   |          |          |          |
| Basic earnings per share   | 30       | 0.04     |          |
| Diluted earnings per share   | 30       | -8,04    | -6,29    |
| 2 Blog 1/1   | 30       | -8,04    | -6,29    |
| 18/1/14  |          |          |          |

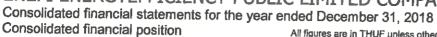
Representative of ENEFI ENERGYEFFICIENCY PLC.

26 March, 2019

ENERI Energiahatékonysági Nyrt. 1134 Budapest, Klapka utca 11. Adószám: 13719069-4-41

Csoporta in 17781846-5-41
Banksz.sz: 12001008-00123720-00100000 part of these consolidated financial statements.





All figures are in THUF unless otherwise indicated.

| Consolidated statement of financial<br>position - Assets | Note | 2017      | 2018      |
|--|------|-----------|-----------|
| Property, plant and equipment                            | 13   | 113 311   | 100 276   |
| Intangible assets  | 14   | 5 846     | 5 846     |
| investments in associated companies                      | 15   | 0         | 23 174    |
| Receivables from concession assets                       | 18   | 581 182   | 726 860   |
| Finance lease receivables                                | 17   | 276 871   | 0         |
| Other long term receivables                              | 18   | 0         | 343 310   |
| Deferred tax assets                                      | 11   | 286 718   | 0         |
| Total non-current assets                                 |      | 1 263 928 | 1 199 466 |
| nventories   |      | 59        | 11        |
| Frade receivables  | 19   | 135 882   | 199 593   |
| Other receivables due within a year                      | 20   | 146 682   | 95 282    |
| Accruais and prepaid expenses                            | 21   | 75 831    | 91 217    |
| Cash and cash equivalents                                | 22   | 416 588   | 172 748   |
| otal current assets                                      |      | 775 042   | 559 851   |
| otal assets  |      | 2 038 970 | 1 759 317 |

| Consolidated statement of financial position - Equity and liabilities |     | 2017        | 2018        |
|---|-----|-------------|-------------|
| Share capital   | 23  | 100 000     | 100 000     |
| Capital reserve   |     | 21 423 391  | 21 423 391  |
| Accumulated revaluation reserve                                       |     | 44 448      | 44 515      |
| Share-based benefit reserve   | 24  | 65 520      | 65 520      |
| Treasury shares   | 25  | -425 877    | -474 237    |
| Retained earnings   |     | -19 738 767 | -19 796 978 |
| Equity attributable to owners of the Company                          |     | 1 468 715   | 1 362 211   |
| Non-controlling interests   | 26  | 29 588      | 29 697      |
| Total equity  |     | 1 498 303   | 1 391 908   |
| Provisions  | 27  | 97 564      | 144 867     |
| Other long-term llabilities   | (*) | 0           | 3 135       |
| Total non-current liabilities   |     | 97 564      | 148 002     |
| Trade payables  | 28  | 66 453      | 46 423      |
| Accruals and deferred income  | 29  | 11 321      | 50 194      |
| Provisions (current)  | 27  | G           | 3 472       |
| Other liabilities   | 28  | 365 329     | 119 317     |
| Total current liabilities   |     | 443 103     | 219 406     |
| Total liabilitie  |     | 540 667     | 367 408     |
| fotal equity and limbilities  |     | 2 038 970   | 1 759 317   |

Representative of ENEFI ENERGYEFFICIENCY PLC. 26 March, 2019 ENEFI Energiahatékonysági Nyrt.

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Banksz.sz: 12001008-00123720-00100000





Consolidated financial statements for the year ended December 31, 2018
Consolidated statement of change in equity

All figures are in THUF unless otherwise indicated.

|   | Share<br>capital        | Share                         | Accumulated revaluation reserve | Share-<br>based<br>benefit | Treasury                 | Retained                        | Equity<br>attributable to<br>owners of the | Non-<br>controlling | Total                 |
|---|-------------------------|-------------------------------|---------------------------------|----------------------------|--------------------------|---------------------------------|--|---------------------|-----------------------|
| 1 January, 2017   | 271 726                 | 21 254 954                    | Necessia                        | Will state                 | Paradocal                |                                 | Company                                    | tea leaning         | Maria                 |
| Issue of employee shares  | 25,000                  | 100                           | 100.00                          | 230 516                    | -5 099 748               | 15 406 796                      | 1 284 533                                  | 22 459              | 1 306 992             |
| Repurchase of employee shares Issue of IFRS 2 option Derecognition of treasury shares Sale of treasury shares | 0<br>0<br>0<br>-196 726 | 273 716<br>-107 279<br>0<br>0 | 0000                            | -230 516<br>0<br>65 520    | 0<br>0<br>0<br>4 770 881 | 0<br>107 279<br>0<br>-4 575 020 | 70 200<br>0<br>65 520<br>-864              | 0000                | 70 200<br>0<br>65 520 |
| Comprehensive income<br>Other movement  |                         | 000                           | 10 567                          | 000                        | -97 010<br>0<br>0        | 135 770                         | -97 010<br>216 537                         | 7 189               | -97 010<br>223 724    |
| 31 December, 2617   | 100 000                 | 21 423 391                    | 44.448                          | 00.000                     | The same                 |                                 |  | -58                 | -58                   |
| Impact of transition to IFRS9   | 0                       | 0                             |                                 | 02.520                     | -425 877                 | -19 738 767                     | 1.458.715                                  | 29:588              | 1 498 303             |
| 1 January 2018, including the   |                         |                               | 0                               | 0                          | 0                        | -4 584                          | -4 684                                     | -1 030              | -5.714                |
| impact of transition to IFRS9   | 000 001                 | 21 423 391                    | 44 448                          | 65 520                     | -425 877                 | -19 743 451                     | 1 464 932                                  | 28 44.9             | 1 405 coh             |
| oare or reasury shares<br>Other movement<br>Total comprehensive income  | 000                     | 000                           | 0 0 0                           | 000                        | -48 360                  | 0 33                            | 48 360                                     | 00                  | -48.360               |
| 31 December, 2017   | 100 000                 | 21 423 384                    |                                 |                            |                          | 280 50-                         | -53 515                                    | 1 139               | -52 376               |
|   | SOUTH STATE OF          | 2                             | 846 919                         | 62 258                     | 474 237                  | -19 796 978                     | 1 362 211                                  | 20,607              | 4 204 000             |

\*As of 1 January 2018, the Group applies the IFRS 9 [International Financial Reporting Standards version 9] and the depreciations of expected credit losses calculated on the opening balance of the financial assets are recorded against the accumulated profit reserves.





Consolidated financial statements for the year ended December 31, 2018

All figures are in THUF unless otherwise indicated.

### **Cash flow statement**

| CHANGE OF THE PARTY OF THE PART | Note               | 2017                                   | 2018                                |
|--|--------------------|--|-------------------------------------|
| Cash flow from operations  |                    |  |                                     |
| Profit /loss for the period from continuing operations   |                    | 142 957                                | -52 341                             |
| Profit /loss for the period from discontinuing operations  | 12                 | -206 024                               | 02.071                              |
| Depreciation and amortization  | 13, 14             | 20 964                                 | 12 375                              |
| Impairment of asset  | 9                  | 271 070                                | -69 460                             |
| Share-based benefit recognised in profit and loss  | 24                 | 135 720                                | 0                                   |
| Gain on sale of fixed asset  | 9                  | 0                                      | 710                                 |
| Exchange difference  |                    | 10 567                                 | 0                                   |
| Unrealized foreign exchange gains/losses   |                    | 0                                      | 17                                  |
| Change in receivables from concession assets   | 16, 17             | 61 108                                 | 132 910                             |
| Other non-cash items   | 15                 | 0                                      | 2 045                               |
| Changes of provisions  | 27                 | -101 067                               | 50 775                              |
| income tax expense recognised in profit and loss   | 11                 | 11 145                                 | 53 844                              |
| Income tax paid  |                    | -10 030                                | -12 965                             |
| Interest income  | 18                 | 0                                      | -2 718                              |
| Change in deferred tax and liabilities   | 11                 | -216 837                               | 286 718                             |
| Adjusted profit/loss in the year concerned   |                    | 119 520                                | 401 910                             |
| Change in operating capital  Changes of receivables and other current assets  Changes of accruals  Changes of Inventories  Changes of Trade payables and other liabilities   | 19, 20<br>21<br>29 | 304 507<br>15 054<br>9 995<br>-273 145 | 49 407<br>-15 386<br>49<br>-268 045 |
| Net cash-flow from operating activity  |                    | 175 984                                | 167 935                             |
| Cash flows from investing activities Payments related to purchasing property, machines and   | 13, 14             | -4 246                                 | -577                                |
| equipment Revenue from the sale of property, machines, equipment and financial instrument  | 13                 | 3 197                                  | 527                                 |
| Acquire of shares in affiliates companies  |                    | 0                                      | -500                                |
| Discontinued operation's income (lease portfolio)  | 12                 | 230 451                                | 0                                   |
| Net cash flow from investing activity  |                    | 229 402                                | -550                                |
| Cash flows from financing activities   |                    |  |                                     |
| Sale - purchase of treasury shares   | 25                 | -97 874                                | -48 360                             |
| Change in loans (borrow-repayment)   |                    | 0                                      | 3 135                               |
| ong-term loan to affiliated company  | 18                 | 0                                      | -366 000                            |
| let cash flow from financial activities  |                    | -97 874                                | -411 225                            |
| Sash and cash equivalents at the beginning of the year   | 22                 | 400.070                                | 440 500                             |
| ash and cash equivalents at the end of the year  |                    | 109 078                                | 416 588                             |
| hange of cash and cash equivalents   | 22                 | 416 588                                | 172 748                             |
| mange or cash and cash equivalents   |                    | 307 510                                | 243 840                             |



Consolidated financial statements for the year ended December 31, 2018

All figures are in THUF unless otherwise Indicated.

### General background

### 1.1. The basis of preparation of financial statements

### Declaration on conformity with the IFRSs

The management declares that the consolidated financial statements were made in conformity with the International Financial Reporting Standards that were adopted by the European Union. The management made this declaration in the knowledge of its liability.

### The contents of the financial statements

These financial statements present the assets, the performance and the financial position of ENEFI Energy Efficiency Plc., as parent company and its enterprises involved in the consolidation (together: Group). The Group's financial statements are prepared, approved and announced by the Parent Company's management.

The basis of preparing the financial statements; the applied set of rules and the underlying presumptions, evaluation philosophy.

The financial statements have been completed based on the International Financial Reporting Standards (IFRS) created by the International Accounting Standard Board (IASB). The Group applied the IFRSs in the form as those were adopted by the European Union.

The Parent Company's management established that the going concern principle is fulfilled, i.e. there is no sign implying that the Group will terminate or significantly curtail its operations within the foreseeable future (at least within a year).

The Group generally evaluates its assets at historical cost, except for the situations where the given element must be evaluated at fair value, on the basis of the IFRSs. In the financial statements, the financial instruments serving commercial purposes had to be evaluated at fair value.

### 1.2. Introduction of the Group

ENEFI Energy Efficiency Plc. (formerly named: E-Star Alternative Plc., RFV Plc.) (called "ENEFI" or "Company"), which is the parent company of the group ("Group"), is registered in Hungary. Its registered head office is at 1134 Budapest, Klapka str. 11. The Company's legal predecessor was established on 29 June 2000 with the aim of implementing for its clients – primarily energy-related – investments, the cost of which are recouped from the savings they generate, and by operating these projects in the long term, efficiently supplying energy to its clients. As of the balance sheet date, the Company's owners were as follows:

| Owner   | December 31, 2017           | December 31, 2018 |  |
|---|-----------------------------|-------------------|--|
|   | Percentage of ownership (%) |                   |  |
| Treasury Shares                                   | 56.61                       | 9.41              |  |
| Shares of the parent company held by subsidiaries | 12.02                       | 12.02             |  |
| Imre Kerekes                                      | 1.84                        | 5.47              |  |
| Csaba Soós  | 5.05                        | 14.97             |  |
| Free Float  | 24.84                       | 58.13             |  |
| Tota  | 100%                        | 100%              |  |

Initially, the Company implemented heat supply, public lighting and kitchen technology investments in Hungary, mostly in the municipal sphere. Owing to the changing economic and social expectations in our region, the demand for the solutions offered by our Company kept increasing, which permitted the Company, which was gaining strength and acquiring references in Hungary, to expand regionally as well.

At present the Company is an actual stock exchange-listed ESCO (an Energy Service Company that implements energy savings) in Hungary. The Company developed individual solutions for each of its projects, independent of any technology or service provider. It implemented projects as a main contractor while securing the appropriate financing.



Consolidated financial statements for the year ended December 31, 2018

All figures are in THUF unless otherwise indicated.

When preparing projects, ENEFI Energyefficiency PIc. first examined/examines the possibilities of streamlining its customers' energy consumption points, then realises investments that help achieve considerable savings. An added business value of the projects is that, after the investments are completed, ENEFI Energyefficiency PIc. provides innovative energy services, as well as operates and maintains the energy systems of its partners over the long run.

The Group's business activities are following a narrowing trend, which is shown by the sale of the former Polish operation and the lower Romanian activities.

### Major economic events and evaluation of the year 2017

ENEFI presented the main economic events of 2017 in its announcements for the reference year, and these events are also pointed out below:

- The Company Group continued its share repurchase programme adopted by the shareholders also in 2017.
- In the reference year, the Company issued 2,500,000 employee shares based on the general meeting's authorization therefore the Company's equity capital grew by HUF 25,000,000.
- In the reference year the company authorized by the general meeting decided to reduce the equity capital to HUF 100.000.000 by withdrawing own equity shares. The capital reduction was entered into the trade registry in the reference year, the shares were deleted in 2018.
- The Company sold to Enerin Kft. the public lighting projects purchased from them earlier with the originally calculated return expectation. As a result of the successful transaction, ENEFI's public lighting business was fully terminated.
- The Company Group continues to actively proceed to enforce its claims in Romania, and regularly informed its investors
  about these activities in its announcements. The group is planning to enforce its claim at an international court in the
  future.
- Note 35 provides information about the Company Group's lawsuits in progress.

### Major economic event and evalutaion of the year 2018

ENEFI presented the main economic events of 2017 in its announcements for the reference year, and these events are also pointed out below:

- The Company Group continued its share repurchase programme adopted by the shareholders also in 2018.
- Litigation related to the operation in Romania continues (for more details, see the Additional Notes, Item 35)
- The Group acquired stakes in Pannon Fuel Kft. with the aim to participate in the implementation of 2 EUsupported projects. The Group provides proprietary, professional and financial assistance for the successful completion of projects (for more details, see the Additional Notes, Item 15).

### 1.3. The Basis for Preparing the Consolidated Financial Statements

The consolidated annual financial statements have been prepared in accordance with the International Financial Reporting Standards ("IFRS"), also adopted by the EU. The International Financial Reporting Standards ("IFRS") contain the standards approved by the Commission of the European Communities and issued by the International Accounting Standards Board ("IASB") as well as the International Accounting Standards ("IAS") issued by the International Accounting Standards Committee ("IASC"). They include further the interpretations of the International Financial Reporting Standards Interpretation Committee ("IFRS IC") and the Standing Interpretations Committee ("SIC") approved by the European Commission

### The basis of the consolidation

The consolidated financial statements cover the financial statements (assets) of the Group and the entities (Group's subsidiaries) controlled by the Group. From the business year starting on 1 January 2014, the term of control is defined in the IFRS 10 standard. Accordingly, the investor has control over the investee if it is entitled to the changing, positive returns (earnings) produced by the investee and bears the consequences of negative returns and is able to control operations through its decisions (power) and thus to influence these returns. Thus, the management ability and the control derive from rights.



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Control can be mainly gained through an ownership share, an agreement with other owners or a special market position (e.g. monopoly). Regarding the enterprises covered by this financial statement, the parent company gained control through ownership share, without any exceptions.

Earlier, control was defined differently in the IFRSs (see former IAS 27). As the audits before the entry into force of the IFRS 10 standard also showed, the management concluded that the regulation did not change regarding the group structure transformation, as the existence of the rights originating control and the majority of the voting rights are concurrent, thus the voting right continues to be the guiding indicator. The revenues and the expenditures of subsidiaries purchased and sold through the year are covered in the comprehensive consolidated P/L account, from the actual date of acquisition until the actual date of sale. The total, comprehensive result of the subsidiaries is due to the owners of the Group and the non-controlling shares. The amount of the comprehensive result must also be assigned to the non-controlling unit if it is negative.

If needed, the subsidiaries' financial statements are modified so that their accounting policies conform with the accounting policies applied by other Group members.

At the date of consolidation, the transactions, balances, revenues and expenditures are fully filtered out even if the produced result appears in form of an asset value.

The revenues and the expenditures of affiliated companies purchased and sold through the year are covered in the comprehensive consolidated P/L account, from the actual date of acquisition until the actual date of sale. The total, comprehensive income of affiliated enterprises is due to the owners of the Company and the non-controlling shares even if in this manner the balance of non-controlling shares will be negative.

The companies pertaining to the Company Group apply a uniform accounting policy.

The transactions, balances, revenues and expenditures within the Group are fully filtered out upon the consolidation.

### Companies involved in the consolidation:

ENEFI Energy Efficiency Plc. is the direct parent company, and it prepares the consolidated financial statements under the IFRS. The following Companies are involved in the course of the consolidation:

|  |                             | 2                  | 017          | 2018               |              |
|--|-----------------------------|--------------------|--------------|--------------------|--------------|
| Name   | Country of<br>incorporation | Share<br>ownership | Voting power | Share<br>ownership | Voting power |
| EETEK Limited  | Cyprus                      | 100%               | 100%         | 100%               | 100%         |
| RFV Józsefváros Kft.                                     | Hungary                     | 49,00%             | 70,00%       | 49%                | 70%          |
| E-Star Management Zrt. (korábban RFV<br>Management Kft.) | Hungary                     | 100,00%            | 100,00%      | 100%               | 100%         |
| ENEFI Projekttársaság Kft.                               | Hungary                     | 100,00%            | 100,00%      | 100%               | 100%         |
| E-Star Centrul de Dezvoltare Regionala<br>SRL            | Romania                     | 100,00%            | 100,00%      | 100%               | 100%         |
| Termoenergy SRL  | Romania                     | 99,50%             | 99,50%       | 99,5%              | 99.5%        |
| SC Faapritek SA  | Romania                     | 99,99%             | 99,99%       | 99.99%             | 99.99%       |
| E-Star Alternative Energy SA                             | Romania                     | 99,99%             | 99.99%       | 99.99%             | 99.99%       |
| E-Star Energy Generation SA                              | Romania                     | 99,99%             | 99,99%       | 99.99%             | 99.99%       |



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Group companies under liquidation that were not drawn into consolidation:

|  | A                           | 2017            |              | 2018            |              |
|--|-----------------------------|-----------------|--------------|-----------------|--------------|
| Name   | Country of<br>incorporation | Share ownership | Voting power | Share ownership | Voting power |
| E-STAR ZA Distriterm SRL<br>"felszámolás alatt"      | Romania                     | 51,00%          | 51,00%       | 51%             | 51%          |
| E-Star Mures Energy SA "felszárnolás alatt"          | Romania                     | 99,99%          | 99,99%       | 99.99%          | 99.99%       |
| E-STAR Investment Management SRL "felszámolás alatt" | Romania                     | 99,93%          | 99,93%       | 99,93%          | 99,93%       |

### Affiliated companies

|                  |                             | 2017            |              | 2018            | -            |
|------------------|-----------------------------|-----------------|--------------|-----------------|--------------|
| Name             | Country of<br>incorporation | Share ownership | Voting power | Share ownership | Voting power |
| Pannon Fuel Kft. | Hungary                     | 0,00%           | 0,00%        | 20,00%          | 20,00%       |

# 1.4. New and modified International Financial Reporting Standards

The Group voluntarily did not change its accounting policies applied in 2017 for 2018.

Below we cover the impact on the Group's financial statements by the changes in the IFRSs and IFRICs entering into effect after the balance sheet date. We do not analyse in details the expected impact of the changes in IFRSs and IFRICs that are in progress and known at the balance sheet date because they do not influence the financial statements significantly, and disregarding them does not affect the decisions of those using the report.

New and modified standards and interpretations entering into force from this reporting period, announced by IASB and adopted by the EU:

IFRS 9 "Financial instruments" standard - approved by the European Union on 22 November 2016 (entered into force on 1 January 2018 and in the later reporting periods).

IFRS 15 "Revenue from Contracts with Customers" standard - approved by the European Union on 22 November 2016 (entered into force on 1 January 2018 and in the later reporting periods).

Modifications to the IFRS 2 "Share-based payments" standard – Classification and evaluation of share-based payments – approved by the European Union on 26 February 2018 (entered into force on 1 January 2018 and in the later started reporting periods)

Modifications to the IFRS 4 "Insurance contracts" - Joint application of the IFRS 9 Financial instruments and IFRS 4 Insurance contracts - approved by the European Union on 3 November 2017 (entered into force on 1 January 2018 and in the later reporting periods or from the date of first applying IFRS 9).

Modifications to the IFRS 15 "Revenue from contracts with customers" standard – Explanations to the IFRS 15 "Revenue from contracts with customers" standard - approved by the European Union on 31 October 2017 (entered into force on 1 January 2018 and in the later reporting periods).

Modifications to the IAS 40 "Investment property" standard – Reclassification of properties for investment purposes (published on 8 December 2016, entered into force on 1 January 2018 and in the later started reporting periods)

Modification to the IFRS 1 and IAS 28 standards – "Extended IFRS development (in the years 2014-2016)" – As a result of the IFRS Development Project, there were modifications to some standards (IFRS 1, IFRS 12 and IAS 28), primarily in order to terminate inconsistencies and to clarify explanations - adopted by the EU on 7 February 2018 (for the IFRS 1 and IAS 28 standards the modifications shall apply from 1 January 2018 and in the later reporting periods).



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IFRIC 22 interpretation "Foreign currency transactions and advance consideration" – approved by the European Union on 28 March 2018 (entered into force on 1 January 2018 and in the later reporting periods).

New and amended standards and interpretations issued by the IASB and adopted by the EU, but still not in force

At the time of approval of these financial statements, the following standards, as well as amendments to existing standards and interpretations issued by the IASB and adopted by the EU, were published without entry into force:

IFRS 16 "Leasings" standard – approved by the European Union on 31 October 2017 (entered into force on 1 January 2019 and in the later reporting periods).

Amendments to IFRS 9 "Financial Instruments" standard - Prepayment features with negative compensation - adopted by the EU on 22 March 2018 (entered into force on 1 January 2019 and in the later reporting periods).

IFRIC 23 "Uncertainty over Income Tax Treatments" - approved by the EU on 23 October 2018 (entered into force on 1 January 2019 and in the later reporting periods).

The Group does not apply these new standards and amendments to existing standards before their effective dates. The Group believes that the approve of these standards and the amendment of existing standards will not have a significant impact on the Group's financial statements in the period of initial application.

### Standards and interpretations issued by the IASB and not approved by the European Union

IFRSs adopted by the EU currently do not significantly differ from those approved by the International Accounting Standards Board (IASB), with the exception of the following new standards, amendments to existing standards and new interpretations that have not yet been approved in the EU until the publication date of our financial statements:

**!FRS 14 "Regulatory Deferral Accounts" standard** (shall apply from 1 January 2016 and in the later reporting periods) - the European Commission decided not to apply the approval process for the current interim standard but to wait for the final standard.

IFRS 17 "Insurance contracts" (will enter into force on 1 January 2021 and in the later reporting periods).

**Modifications to the IFRS 3 "Business Combinations" standard** — Definition of business activity (effective for the business combination, where the date of the acquisition is on 1 January 2020 or in the later reporting periods, and for the assets purchased at the beginning of the given period or in the later period).

Modifications to the IFRS 10 "Consolidated financial statements" and IAS 28 "Investments in associates and joint ventures" standards – Selling or transferring assets between the investor and its associate or joint venture (the date of entry into force has been postponed for an uncertain period of time, until the research project arrives at a conclusion with regard to the capital method).

Amendments to IAS 1 "Presentation of Financial Statements" and IAS 8 "Accounting Policies, Changes in Accounting Estimates and Errors" - Definition of materiality (will enter into force on 1 January 2020 and in the later started reporting periods).

Modifications to the IAS 19 "Employee benefits" standard — Plan modification, limitation or accounting (entered into force on 1 January 2019 and in the later reporting periods).

Modifications to the IAS 28 "Investments in associates and joint ventures" standard – Long-term interests in associated enterprises (entered into force on 1 January 2019 and in the later reporting periods).

Modifications to certain standards "Extended development of IFRS (in the years 2015-2017)" – As a result of the IFRS Development Project, there were modifications to some standards (IFRS 3, IFRS 11, IAS 12 and IAS 23), primarily in order to terminate inconsistencies and to clarify explanations (entered into force on 1 January 2019 and in the later reporting periods).

Amendments to References to the Conceptual Framework in IFRS (will enter into force on 1 January 2020 and in the later started reporting periods).



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Hedge accounting regarding the portfolio of financial instruments and financial obligations has not been regulated yet, as the EU has not adopted the regulation yet.

As the Group does not apply hedge accounting at all, the above rules do not impact the Group's financial statements.

The implementation of these modifications, new standards and interpretations would not influence significantly the Group's financial statements.

### 2. Significant accounting policies

### a. The basic principles of making statements

The consolidated financial statements were made based on the cost value principle, except for financial instruments that were evaluated in a revaluated amount or at fair value, just as explained in the below accounting policies. The cost value is usually based on the fair value of the consideration (counter-value) delivered in exchange for the assets.

# b. Changes in the owner interests in the Group's current affiliated enterprises

Changes in the shares held by the Group in affiliated enterprises that do not result in the termination of control are accounted as capital transaction. The Group corrects the registration value of its own shares and non-controlling shares in a manner that the values should reflect the distribution of the relative shares in the individual affiliated enterprises, with the proviso that certain priority shares may lead to deviations in the NCI value. The deviations between the amount of correction affecting non-controlling shares and the fair value of paid or received consideration (counter-value) are accounted directly in the equity capital and are assigned to the Company's owners.

If the Group's controlling right over an affiliated enterprise ceases to exist, the result of sale (i) is the amount of the fair value of the received consideration (counter-value) and the fair value of the kept share, as well as (ii) the difference between the fair value of the affiliated enterprise's assets (including goodwill) and liabilities and between the amount of non-controlling shares, with the proviso that evidently correction is needed with the formerly filtered out balances. If the assets of affiliated enterprises are registered at a revaluated value or fair value and the amount of the connected accumulated profit or loss was accounted in the other overall result and accumulated in the equity capital, accounting is made as if the Group had sold directly the relevant assets (i.e. they are reclassified into the result or directly into the accumulated result according to the relevant IFRSs). The fair value of the share maintained in the earlier affiliated enterprise and prevailing on the day of termination of control is the fair value of initial presentation stated in the course of the later evaluation under the IFRS 9 Financial instruments standard, or, if applicable, the cost value of investments in affiliated enterprises or common organizations incurring at the initial presentation.

### c. <u>Business combinations</u>

Business combination is the situation where the Group gains control over a new company, and the purpose of the acquisition was to acquire the business activity of the purchased entity and not only to acquire the assets of the purchased business entity. The control shall be regarded as acquired from the day when any situation required for qualification as a subsidiary was fulfilled.

The purchaser is the entity that gains control over the purchased entity. If it is not clear which party is the purchased entity, it must be determined on the basis of the following features:

- In the course of a business combination that is primarily established by delivering cash instruments or other assets or by assuming liabilities, the purchaser is usually the entity that delivers the cash instruments or other assets or assumes the liabilities.
- In the course of a business combination that is primarily implemented through the exchange of capital shares, the purchaser is generally the entity issuing the capital shares. In the course of business combinations called reverse acquisition, the purchased entity is the issuing entity. Some other relevant facts and circumstances must also be considered for identifying the purchaser, like relative voting rights, existing minority share, composition of the controlling body, composition of the top management and the conditions on capital share exchange.



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- The purchaser is usually the merging entity whose relative size (e.g. measured in assets, revenues or result) is much higher than that of the other merging entity or entities.
- In the course of a business combination affecting more than two entities, the definition of the purchaser must also consider, among other things, which of the merging entities initiated the combination, and what is the relative size of the merging entities.

Acquisitions of businesses are accounted for using the acquisition method. The consideration transferred in a business combination is measured at fair value, which is calculated as the sum of the acquisition-date fair values of the assets transferred by the Group, liabilities incurred by the Group to the former owners of the acquiree and the equity interests issued by the Group in exchange for control of the acquiree. Acquisition-related costs are generally recognised in profit or loss as incurred.

At the acquisition date, the identifiable assets acquired and the liabilities assumed are recognised at their fair value.

If the first accounting of a business combination was not closed at the end of the reporting period when the business combination took place, the Group will account transitional estimated amounts for the items that were not accounted yet. The Group corrects these estimated amounts through the accounting period (see above), or accounts for further assets or liabilities so that the amounts also reflect the new information obtained about the facts and circumstances prevailing on the day of acquisition, which – if they had been known - would have influenced the amounts accounted on the day of acquisition. Such modifications do not qualify as an error.

Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree, and the fair value of the acquirer's previously held equity interest in the acquiree (if any) over the net of the acquisition-date amounts of the identifiable assets acquired and the liabilities assumed. If, after reassessment, the net of the acquisition-date amounts of the identifiable assets acquired and liabilities assumed exceeds the sum of the consideration transferred, the amount of any non-controlling interests in the acquiree and the fair value of the acquirer's previously held interest in the acquiree (if any), the excess is recognised immediately in profit or loss as a bargain purchase gain. In this case the calculation need to be done twice).

The non-controlling interest, which represent a share of ownership, and its owner shall grant the right of the net assets of the economic entity in proportion to the event of the liquidation, proportional part of either fair value or the acquiree's identifiable net assets recognized in the amount of is repeating non-controlling interests can be assessed. The Group doesn't apply the recognition of NCI at fair value.

If the initial accounting of a business combination is not full at the end of the reporting period when the combination took place, the purchaser must indicate temporary amounts in its own financial statements for the items where the accounting is not full. Through the evaluation period the purchaser must retroactively modify – with regard to the date of acquisition – the indicated temporary amounts in order to reflect new information on facts and circumstances prevailing at the date of acquisition which – if they had been known - would have influenced the evaluation of the amounts presented at that date. Through the evaluation period the purchaser must also indicate further assets or liabilities if it obtained new information on facts and circumstances prevailing at the date of acquisition which – if they had been known - would have resulted the presentation of assets and liabilities at that date.

The evaluation period is over when the purchaser receives the information that it searched about the facts and circumstances prevailing at the date of acquisition, or it learns that no further information can be obtained. At the same time, the evaluation period may not exceed one year calculated from the date of acquisition.

The evaluation period is the period after the date of acquisition when the purchaser can modify the temporary amounts presented with regard to the business combination.

The subsequent accounting for changes in the fair value of the contingent consideration that do not qualify as measurement period adjustments depends on how the contingent consideration is classified. Contingent consideration that is classified as equity is not remeasured at subsequent reporting dates and its subsequent settlement is accounted for within equity. Contingent consideration that is classified as an asset or a liability is remeasured at subsequent reporting dates in accordance with IFRS 9, or IAS 37 Provisions, Contingent Liabilities and Contingent Assets, as appropriate, with the corresponding gain or loss being recognised in profit or loss.

When a business combination is achieved in stages, the Group's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date (i.e. the date when the Group obtains control) and the resulting gain or



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loss, if any, is recognised in profit or loss. Amounts arising from interests in the acquiree prior to the acquisition date that have previously been recognised in other comprehensive income are reclassified to profit or loss where such treatment would be appropriate if that interest were disposed of.

### d. Goodwill

The difference of the consideration (counter-value) given for the acquired subsidiary (cost of control) and the acquired net assets is presented as goodwill, which is an immaterial asset that cannot be depreciated. The Group assigns this goodwill to a cash generator unit (CGU) and tests it every year to determine whether the goodwill is impaired. When testing the goodwill impairment, the CGU's returns value (recoverable amount) must be compared to the CGU's book value. If the returns value is lower than the CGU's book value, the goodwill must be written off first, unless there is a clearly damaged asset. The goodwill must not be reversed / written back later. The CGU returns value is the higher of its usage value and the fair value reduced with the sales costs.

A cash-generating unit to which goodwill has been allocated is tested for impairment annually, or more frequently when there is indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than its carrying amount, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro rata based on the carrying amount of each asset in the unit. Any impairment loss for goodwill is recognised directly in profit or loss in the consolidated statement of comprehensive income. An impairment loss recognised for goodwill is not reversed in subsequent periods.

On disposal of the relevant cash-generating unit, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

For the Group accounting policy regarding the goodwill on aquisition of investment in affiliate see notes 3.6 below.

### e. <u>Investments in associates</u>

An associate is an entity over which the Group has significant influence and that is neither a subsidiary nor an interest in a joint venture. Authoritative/standard control is if the vote for decisions regarding the investee's financial and operating policy directly or indirectly exceeds 20%.

The results and assets and liabilities of associates are incorporated in these consolidated financial statements using the equity method of accounting, except when the investment is classified as held for sale, in which case it is accounted for in accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations. Under the equity method, an investment in an associate is initially recognised in the consolidated statement of financial position at cost and adjusted thereafter to recognise the Group's share of the profit or loss and other comprehensive income of the associate. When the Group's share of losses of an associate exceeds the Group's interest in that associate (which includes any long-term interests that, in substance, form part of the Group's net investment in the associate), the Group discontinues recognising its share of further losses. Additional losses are recognised only to the extent that the Group has incurred legal or constructive obligations or made payments on behalf of the associate.

Any excess of the cost of acquisition over the Group's share of the net fair value of the identifiable assets, liabilities and contingent liabilities of an associate recognised at the date of acquisition is recognised as goodwill, which is included within the carrying amount of the investment. Any excess of the Group's share of the net fair value of the identifiable assets, liabilities and contingent liabilities over the cost of acquisition, after reassessment, is recognised immediately in profit or loss.

Changes in fair value are made by the management within 12 months from the date of recognition. The spill-over effect of changes in fair value shall be included in the consolidated financial statements through appropriate amendments.

The requirements of IAS 36 are applied to determine whether it is necessary to recognise any impairment loss with respect to the Group's investment in an associate. When necessary, the entire carrying amount of the investment (including goodwill) is tested for impairment in accordance with IAS 36 Impairment of Assets as a single asset by comparing its recoverable amount (higher of value in use and fair value less costs to sell) with its carrying amount, Any impairment loss recognised forms part of the carrying amount of the investment. Any reversal of that impairment loss is recognised in accordance with IAS 36 to the extent that the recoverable amount, but the goodwill can't be reversed.



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Upon disposal of an associate that results in the Group losing significant influence over that associate, any retained investment is measured at fair value at that date and the fair value is regarded as its fair value on initial recognition as a financial asset in accordance with IFRS 9. The difference between the previous carrying amount of the associate attributable to the retained interest and its fair value is included in the determination of the gain or loss on disposal of the associate. In addition, the Group accounts for all amounts previously recognised in other comprehensive income in relation to that associate on the same basis as would be required if that associate had directly disposed of the related assets or liabilities. Therefore, if a gain or loss previously recognised in other comprehensive income by that associate would be reclassified to profit or loss on the disposal of the related assets or liabilities, the Group reclassifies the gain or loss from equity to profit or loss (as a reclassification adjustment) when it loses significant influence over that associate.

When a group entity transacts with its associate, profits and losses resulting from the transactions with the associate are recognised in the Group' consolidated financial statements only to the extent of interests in the associate that are not related to the Group. Claims and liabilities are not filtered out. If the investor grants a credit to the affiliated enterprise that is to be repaid only in a specific situation (in the far future), it is presented together with the value of investments, and the difference is recorded in the other comprehensive result in the course of the revaluation.

### f. Leases

Whether a transaction is a leasing transaction or if it contains such component depends on its content at the time of its conclusion. If the performance of the agreement depends on the use of a specific asset or if it assigns the right to use the asset, it must be considered to contain a leasing component and is therefore accounted for accordingly.

Financial leasing in the context of which the majority of the risk and rewards related to the ownership right to the leased asset is transferred to the Company is capitalised at the start of the lease at the fair value of the leased asset or at the present value of the minimum lease payments if it is lower.

A contract is qualified as financial leasing if it fulfils one of the following qualifications:

- specified and fixed term
- each element of ownership goes to the lessee during the term of the contract
- the lessee gets a purchase option right where the trade price is much lower than the market price known when exercising the option
- the term of lease reaches 75% of the asset's economic obsolescence period (most part of the leasing object's economical lifecycle)
- the present value of leasing fee payments exceeds 90% of the asset's purchase value (market value)

The leasing payments are divided between the financial expenditure and the reduction of the prevailing liability in a manner that it results in a permanent interest rate with regard to the existing stock of the liability. The financial expenditures are accounted directly against the result, as leasing fees. The activated leased asset is depreciated during the shorter of the estimated useful lifecycle or the leasing period, except where the lessee acquires ownership of the asset at the end of the leasing. The initial costs incurring when concluding the financial leasing contract increase the cost value of the leased asset, and are considered during the leasing period, similarly to the leasing revenues.

The leasing whereby the lessor keeps most of the risk and profit involved in the ownership of the leased asset (i.e. it cannot qualify as financial leasing) is presented as operative leasing.

Operating lease payments are recognised as an expense on a straight-line basis over the lease term.

Although the concession contracts behave as leasing in many respects, they must be accounted under IFRIC 12.

### g. Revenue recognition

IFRS 15, Revenue from Contracts with Customers - (issued in May 2014; approved by the IASB and entered into force on 1 January, 2018 or in the later reporting periods. The EU has adopted this standard). The new standard introduced the basic directive that any revenue shall be recorded in the books when the goods or services in question are delivered to the buyer at the agreed price. All itemisable tying products or services shall be separately accounted and all discounts shall be allocated to the corresponding elements of the contract. After the counter value has changed, the minimum value can be recorded when the probability of reimbursement does not involve significant risks. Costs



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incurred with acquiring customer contracts shall be capitalized and amortised over the term of the contract as the related benefits are acquired by the Group.

As of 1 January 2018, the Group applies IFRS 15 in its financial statements. The introduction of the new standard has no impact on the accounting of the Group's sales revenue, since contract elements can be clearly distinguished and individually identified at the time of contract signing. Consequently, the numerical data are the same.

The Group's revenues are recorded after the deliveries have been performed in accordance with the contracts and the financial settlement of receivables (when recording the revenue) is probable.

In the sales revenue, the Group only includes direct returns from its main activity. The Group records the counter value of ad hoc activities among Other items.

The Group's core business is heat energy production and sale. The items related to sales revenues are invoiced and accounted on a monthly basis. Apart from heat energy, the Group has significant revenues from service fees related to individual contracts, accounted on the basis of IFRIC 12. In addition, the sales revenues also cover other rental fees and engineering services.

From 2018 onwards, dividends and interest income are recorded by the Group in accordance with the general rules of IFRS 9.

### h. Foreign currencies

Presentation currency:

The financial statement was made in "Forint".

In preparing the financial statements of each individual group entity, transactions in currencies other than the entity's functional currency (foreign currencies) are recognised at the rates of exchange prevailing at the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items carried at fair value that are denominated in foreign currencies are retranslated at the rates prevailing at the date when the fair value was determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

Exchange differences on monetary items are recognised in profit or loss in the period in which they arise except for:

- an exchange differences on foreign currency borrowings relating to assets under construction for future productive use, which are included in the cost of those assets when they are regarded as an adjustment to interest costs on those foreign currency borrowings;
- exchange differences on transactions entered into in order to hedge certain foreign currency risks; and
- exchange differences on monetary items receivable from or payable to a foreign operation for which settlement is neither planned nor likely to occur (therefore forming part of the net investment in the foreign operation), which are recognised initially in other comprehensive income and reclassified from equity to profit or loss on repayment of the monetary items.

For the purposes of presenting consolidated financial statements, the assets and liabilities of the Group's foreign operations are translated into Currency Units using exchange rates prevailing at the end of each reporting period. Income and expense items are translated at the average exchange rates for the period, unless exchange rates fluctuate significantly during that period, in which case the exchange rates at the dates of the transactions are used. Exchange differences arising, if any, are recognised in other comprehensive income and accumulated in equity (attributed to non-controlling interests as appropriate).

On the disposal of a foreign operation (i.e. a disposal of the Group's entire interest in a foreign operation, or a disposal involving loss of control over a subsidiary that includes a foreign operation, a disposal involving loss of joint control over a jointly controlled entity that includes a foreign operation, or a disposal involving loss of significant influence over an associate that includes a foreign operation), all of the exchange differences accumulated in equity in respect of that operation attributable to the owners of the Company are reclassified to profit or loss.



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In addition, in relation to a partial disposal of a subsidiary that does not result in the Group losing control over the subsidiary, the proportionate share of accumulated exchange differences is re-attributed to non-controlling interests and are not recognised in profit or loss. For all other partial disposals, the proportionate share of the accumulated exchange differences is reclassified to profit or loss.

Goodwill and fair value adjustments on identifiable assets and liabilities acquired arising on the acquisition of a foreign operation are treated as assets and liabilities of the foreign operation and translated at the rate of exchange prevailing at the end of each reporting period. Exchange differences arising are recognised in equity.

### Functional currency:

The functional currency of the subsidiaries is identical with the currency of the relevant countries because most of the sales revenues of the subsidiaries are invoiced in the currency of their own country.

### i. Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until the assets are substantially ready for their intended use or sale.

Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation.

All other borrowing costs are recognised in profit or loss in the period in which they are incurred.

### j. Share-based payments

Should the Company provide its employees or elected officials with shares or benefits related to their price with regard to their activities, it shall be accounted as a share-based benefit,

Currently the Company only has share-based benefit made in equity instrument. The real value of the benefits must be determined and if a vesting condition is attached to it, it must be accounted against the profit in proportion with the fulfilment of the vesting condition, by simultaneously indicating a separated reserve among the equity capital elements (IFRS 2 reserve).

If no condition is attached to the benefit (e.g. further period to be spent at work, profit target), it must be presented as a prompt expenditure, without division between the periods.

The separately indicated reserve (IFRS 2 reserve) must be terminated when the shares were issued or - if the benefit covered an option -- it expired, ran out.

The Company works out no accounting policy for other share-based benefit programmes, as it does not have any.

### k. Government grants

Government grants are not recognised until there is reasonable assurance that the Group will comply with the conditions attaching to them and that the grants will be received.

Government grants are recognised in profit or loss on a systematic basis over the periods in which the Group recognises as expenses the related costs for which the grants are intended to compensate. Specifically, government grants whose primary condition is that the Group should purchase, construct or otherwise acquire non-current assets are recognised as deferred revenue in the consolidated statement of financial position and transferred to profit or loss on a systematic and rational basis over the useful lives of the related assets.

Government grants that are receivable as compensation for expenses or losses already incurred or for the purpose of giving immediate financial support to the Group with no future related costs are recognised in profit or loss in the period in which they become receivable.

### Retirement benefit costs



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### Defined contribution plan

One subsidiary of the Company operates a defined contribution pension plan for employees. Pension costs are charged against profit or loss as the related service is provided.

### m. <u>Taxation</u>

Income tax expense represents the sum of the tax currently payable and deferred tax.

### Current tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the consolidated statement of comprehensive income because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted by the end of the reporting period. The Group apply 9% income tax for the Hungarian entities and 16% for Romanian entities.

### Deferred tax

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the consolidated financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries and associates, and interests in joint ventures, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments and interests are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilise the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax liabilities and assets are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

### Current and deferred tax for the year

Current and deferred tax are recognized in profit or loss, except when they relate to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognised in other comprehensive income or directly in equity respectively. Where current tax or deferred tax arises from the initial accounting for a business combination, the tax effect is included in the accounting for the business combination.

### n. Property, plant and equipment

Land and buildings held for use in the production or supply of goods or services, or for administrative purposes, are stated in the consolidated statement of financial position at their carrying amounts, less any subsequent accumulated depreciation and subsequent accumulated impairment losses.

Properties in the course of construction for production, supply or administrative purposes are carried at cost, less any recognised impairment loss. Cost includes professional fees and, for qualifying assets, borrowing costs capitalised in



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accordance with the Group's accounting policy. Such properties are classified to the appropriate categories of property, plant and equipment when completed and ready for intended use. Depreciation of these assets, on the same basis as other property assets, commences when the assets are ready for their intended use.

Fixtures and equipment are stated at cost less accumulated depreciation and accumulated impairment losses.

Depreciation is recognized as to write off the cost or valuation of assets (other than freehold land and properties under construction) less their residual values over their useful lives, using the straight-line method. The estimated useful lives, residual values and depreciation method are reviewed at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis.

An item of property, plant and equipment is derecognized upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of property, plant and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in profit or loss.

The estimated useful lives for the current and comparative periods are as follows:

| Buildings           | 50 years  |
|---------------------|-----------|
| Structures          | 10 years  |
| Plant and equipment | 3-5 years |
| Vehicles            | 5 years   |

### o. Intangible assets

Intangible assets acquired separately

Intangible assets with finite useful lives that are acquired separately are carried at cost less accumulated amortisation and accumulated impairment losses. Amortisation is recognised on a straight-line basis over their estimated useful lives. The estimated useful life and amortisation method are reviewed at the end of each reporting period, with the effect of any changes in estimate being accounted for on a prospective basis. Intangible assets with indefinite useful lives that are acquired separately are carried at cost less accumulated impairment losses.

Intangible assets acquired in business combination

Intangible assets acquired in a business combination and recognised separately from goodwill are initially recognised at their fair value at the acquisition date (which is regarded as their cost).

Subsequent to initial recognition, intangible assets acquired in a business combination are reported at cost less accumulated amortisation and accumulated impairment losses, on the same basis as intangible assets that are acquired separately.

Derecognition of intangible assets

An intangible asset is derecognised on disposal, or when no future economic benefits are expected from use or disposal. Gains or losses arising from derecognition of an intangible asset, measured as the difference between the net disposal proceeds and the carrying amount of the asset, are recognised in profit or loss when the asset is derecognised.

### p. <u>Impairment of tangible and intangible assets other than goodwill</u>

The Group tests its assets from the viewpoint of impairment every year. The test has two steps. First, it is checked whether there are any signs suggesting that the given assets are impaired. The following signs can indicate impaired assets:

- damage;
- falling revenues:
- unfavourable change in market relations, decline of demand;
- rising market interest rates



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If there is a sign of impaired assets, a calculation must be made to establish the returns value (recoverable amount) of the asset (second step). The returns value is the higher of the fair value of the asset reduced with the sales costs and the present value of cash flow deriving from regular use. In lack of more accurate estimates, the sales costs must be established at 10%. If the usage value of an asset group cannot be established because it does not produce cash flow on its own (cannot be utilized), the test must be accounted for a CGU, If the usage value could only be established for a CGU and impairment had to be accounted, the impairment has to be divided as follows:

- first the damaged assets must be reduced:
- then the goodwill must be reduced:
- in the third step the remaining impairment must be divided for the tangible assets (PPE) and the immaterial assets, in proportion to their book value prior to the impairment.

No asset value can be reduced below the fair value reduced with the individual sales costs. The immaterial goods that have no defined useful lifecycle and cannot be used yet are reviewed at least every year in the case of signs of impairment.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

When an impairment loss subsequently reverses, the carrying amount of the asset (or a cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

### q. <u>Inventories</u>

Inventories are stated at the lower of cost and net realisable value. Costs of inventories are determined on a first-in-first-out ("FIFO") basis. Net realisable value represents the estimated selling price for inventories less all estimated costs of completion and costs necessary to make the sale.

### r. Provisions

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that the Group will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation. When a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows (when the effect of the time value of money is material).

When some or all of the economic benefits required to settle a provision is expected to be recovered from a third party, a receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

### Financial instruments

IFRS 9 "Financial Instruments" (issued in July 2014; enterd into force on 1 January 2018 and in the later reporting periods).



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The main features of the new accounting standard are the following:

- Financial assets are classified into three evaluation categories immediately after initial recognition: measured at amortised cost, measured at fair value through other comprehensive income (FVOCI) and/or measured at fair value through profit or loss (FVPL).
- IFRS 9 introduces a new model for amortisation, i.e. the expected credit loss (ECL) model. It uses a three-stages approach, based on changes in the credit quality of financial instruments after their first recognition. In practice, the new rules mean that immediately after the first recognition of a financial instrument not affected by any other amortisation the economic entity shall record a loss equivalent to a 12-months' ECL. (in the case of trade receivables the entire ECL shall be recorded). If the credit risk has significantly increased, the impairment is determined using the full lifetime ECL rather than the 12-months ECL. The model also includes some operational simplifications for leases and receivables.
- Hedge accounting requirements have been amended to make accounting more consistent with companies' risk management. The Group does not apply hedge accounting rules.

As of 1 January 2018, the Group applies IFRS 9 in its financial statements. As a result of the introduction of the new standard, only the impairment loss recognized for trade receivables changed, but this had no significant impact on the financial statements.



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### Financial assets

### Classification

The Group classifies its financial assets in the following categories in accordance with the related changes effective as of 1 January 2018:

- · recorded at fair value (incl. other consolidated income [OCI] or through profit or loss), and
- assets measured at amortised value of recognition (amortised cost).

The acquired capital instruments, if they are not for trading, are included by the Group in the category of other assets measured at fair value through profit or loss (FVPL). As for financial liabilities, the valuation method chosen is determined by the business model of the specific company and shall be based on the management of financial assets and related cash flows.

The only financial instruments of the Group are monetary assets, receivables and loans. All financial assets are measured at amortised cost, there are no financial instruments measured at fair value.

### Recognition and measurement

The purchase or sale of a financial asset is recorded on the date of completion of the transaction, i.e. on the date on which the Group commits to purchase or sell the asset. Investments are initially recognized at fair value plus transaction costs for all financial assets that are not recorded at fair value through profit or loss. Financial assets are derecognized when the Group's rights to the cash flows related to that item have expired or are transferred and the Group has transferred the significant risks and rewards of ownership as well.

### Netting of financial instruments

Financial assets and liabilities are netted and recognized in the balance sheet as net amounts if the net settlement of the amounts recognized is legally permitted and the Group intends to settle the amounts on a net basis or intends to simultaneously recognize the asset and settle the liability.

### Impairment of financial assets

Assets measured and recorded at amortised cost

IFRS 9 introduces a three-stage impairment model that binds impairment to changes in the quality of a receivable:

- 12-months expected credit loss: Normal performance (initial recognition)
- Lifetime expected credit loss: Low performance (Significant deterioration in credit quality since initial recognition)
- Lifetime expected credit loss: Non-performance (actual loss of credit occurred)

Based on the Standard, the "credit loss" is the difference between the present value of contractual cash flows and expected cash flows. (discounted by the original effective interest rate). The "expected credit loss" is the weighted average of expected losses. When estimating the expected loss, the Group considers all available information, whether it is within the Group, or external or past experience or a forward-looking statement.

In estimating the credit risk, the Group applies in its internal risk analysis policy the definition of default event and determines the probability of payment and non-payment as well as the expected timing of cash flows.



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The Group benefits from the practical benefits of IFRS 9. These are the following:

- Instead of a 12-month expected credit loss on customer receivables and contractual assets that do not have a significant financing component, the Group recognizes the lifetime expected credit loss.
- In the case of trade receivables, contractual assets and leasing receivables that include a significant funding component, the Group will also recognize the lifetime expected credit loss.

In case of receivables with the same risk, the above estimate is made by the Group for entire groups of receivables.

The expected credit losses and thus the accumulated impairment losses are not significant for the Group. The reason for this is that retail or online customers can make immediate payment or prepayment, and after-sale claims will only appear with wholesale partners.

### Derecognition of financial assets

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Group neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Group recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Group retains substantially all the risks and rewards of ownership of a transferred financial asset, the Group continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

On derecognition of a financial asset in its entirety, the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognised in other comprehensive income and accumulated in equity is recognised in profit or loss.

### Financial liabilities and equity instruments

### Classification as debt or equity

Debt and equity instruments issued by a group entity are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument.

### Equity instruments

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

Repurchase of the Company's own equity instruments is recognised and deducted directly in equity. No gain or loss is recognised in profit or loss on the purchase, sale, issue or cancellation of the Company's own equity instruments.

### Financial liabilities

Financial liabilities are classified as either financial liabilities at FVTPL or other financial liabilities.

Financial liabilities are classified as at FVTPL when the financial liability is either held for trading or it is designated as at FVTPL.

A financial liability other than a financial liability held for trading may be designated as at FVTPL upon initial recognition if:

- such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise; or
- the financial liability forms part of a group of financial assets or financial liabilities or both, which is managed
  and its performance is evaluated on a fair value basis, in accordance with the Group's documented risk
  management or investment strategy, and information about the grouping is provided internally on that basis;
  or



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it forms part of a contract containing one or more embedded derivatives, and IFRS 9 Financial Instruments: Recognition and Measurement permits the entire combined contract (asset or liability) to be designated as at FVTPL.

Financial liabilities at FVTPL are stated at fair value, with any gains or losses arising on remeasurement recognised in profit or loss.

### Other financial liabilities

Other financial liabilities (including borrowings and trade and other payables) are subsequently measured at amortised cost using the effective interest method.

### Derecognition of financial liabilities

The Group derecognises financial liabilities when, and only when, the Group's obligations are discharged, cancelled or they expire. The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable is recognised in profit or loss.

### t. Earnings per share (EPS)

The Group presents basic and diluted earnings per share ("EPS") data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the period. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares.

### u. Service Concession Agreements (IFRIC 12)

In accounting for public-to-private service concession agreements, the Group applies the following principles.

The provisions in interpretation 12 of the IFRIC are applied if the following conditions are met in case of a public-to-private service concession agreement: (a) the concession grantor has control over or can regulate what services, to whom and at what price are to be provided by the operator using the infrastructure; and (b) at the end of the agreement, the concession grantor will control, through ownership, beneficiary rights or otherwise, all the major residual assets relating to the infrastructure.

According to the terms of such agreements, the operator works as a service provider. The operator builds or develops the infrastructure used for providing public services (construction or development services), and operates and maintains the infrastructure for a definite period of time (operating services).

If certain contracts made with public authorities meet the above conditions then the infrastructure covered by such a contract will not be recognized in the Group's accounts as real estate property, machinery or equipment.

In the case of such contracts, the construction or development services provided by the Group will be presented at the actual value set out in the contract, whether received or receivable. The consideration set out in the contract will be accounted for as a financial asset or intangible asset.

Construction or development services provided by the Group will be presented as financial assets if, on the basis of the contract, the Group has an unconditional contractual right to receive funds from the concession grantor (local municipality) or at the latter's instruction in return for the construction or development services; and the concession grantor has no or hardly any chance for avoiding payment because the contract is lawfully enforceable. The Group is entitled to receive funds if the concession grantor provides a contractual guarantee that it will pay a fixed or calculable amount to the Group or pay the difference between the amounts received from the users of the public service and the fixed or calculable amount set out in the contract.

Construction or development services provided by the Group will be presented as intangible assets if, on the basis of the contract, the Group acquires the right (licence) to charge a fee on the users of the public service. In this case the costs of raising loans for the agreement will be capitalized during the construction or implementation phase of the agreement. If the construction or development services provided by the Group are paid partly in cash and partly by intangible assets then the respective parts of the consideration so received will be accounted for separately.



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The Group has such concession rights that are defined as financial assets.

If the Group has any liabilities arise from the contract regarding maintenance or restoration of built or received infrastructure, than these liabilities get presented in the financial statements based on the estimated value at balance sheet date as mentioned in IAS 37.

The capacity increase recognised based on IFRS 15 standard rules.

### v. Operating segments

An operating segment is a component of the business entity:

- (a) which conducts business activities involving revenues and expenditures (including revenues and expenditures related to transactions that are conducted with other components of the same business entity)
- (b) the operating results of which are regularly reviewed by the key operating decision maker of the business entity to be able to make a decision regarding the funds to be allocated to the segment and to evaluate its performance, and
- (c) in respect of which separate financial information is available.

Based on the foregoing, the Group defined and presents its operational segments. The management concluded that the Group's operational segments can be defined on a geographical basis, and activity-based segmentation cannot be carried out sensibly.

### w. Own share transactions

The Group made several own share transactions, repurchases. These items are shown in the consolidated financial statements as equity capital reducing elements. The Group indicates this as an equity capital component and reduces the capital at cost.

### 4. Critical accounting judgements and key sources of estimation uncertainty

With respect to the application of the Group's accounting policies, the management has to make decision, estimates and assumption as to the registration value of the assets and liabilities that cannot be clearly determined from other sources. The estimates and related assumptions are based on past experience and other factors that are considered relevant. The actual results may be different than these estimates.

The estimates and the assumptions on which they are based must be reviewed continuously. The modifications of accounting estimates must be recognised in the period when the modification was made if the modification only affects this period, or in the period when the modification was made and the periods after that if the modification affects the period under review as well as the future.

The following describes the critical decisions - with the exception of those that contain estimates - that the Group made in the context of the application of its accounting policies and which made the biggest impact on the amounts presented in the financial statements.

### 4.1. Provisions

Provision is recognized and measured based on IAS 37 Provisions, Contingent Liabilities and Contingent Assets. The entities of the Group are involved in several ongoing legal disputes. Based upon historical experience and expert reports, the Group assesses the developments in these cases, and the likelihood and the amount of potential financial losses which are appropriately provided for.

A provision is recognized by the Group when it has a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

### 4.2. Concession rights valuation



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The Group is recognized the value of the project at Gyergyószentmiklós according to the standard of IFRIC 12 Service Concession Agreements. During the calculation the Company estimated the future net income of the project and determined the realisable value less cost to sell. During the determination of the fair value the Company calculated with discounted future cash flows. These future cash flows represent the management's best estimation. The details of the concession contract are disclosed in the Note 15.

Further uncertainty was caused about the evaluation of the above project due to the fact that the Group is in dispute in connection with the project, and they had to make assumptions about the evaluation.

The company measured all components of the Hungarian portfolio both in terms of assets and contracts, that is, on the basis of the net present value calculations. These assets are presented between financial assets in the statement of financial position.

# 4.3. Useful lives of property, plant and equipment

The Group reviews the estimated useful lives of property, plant and equipment at the end of each reporting period. During the current year, the management determined that the useful lives of the properties, plants and equipments remained as in the previous years.

## 4.4. Impairment of property, plant and equipment and intangible assets

Impairment on property, plant and equipment or on intangible assets is determined based on estimations concerning the recoverable amount of those assets. Changes in accounting estimates relating to asset impairment (estimates of the asset's fair value less cost to sell and value in use, the free cash flow estimate, considerations regarding the discount rate, etc.) could have a material impact on the results of the Group.

In respect of tangible and intangible assets, the recovery on the business entity's assets is tested in the context of an impairment test. The corrections that appear necessary on the basis of the impairment test are presented by the Group in these consolidated financial statements.

# 4.5. Generating profit to create enough tax base to apply the deferred tax method

A deferred tax asset shall be recognised for all deductible temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary difference can be utilised. The Group currently does not display deferred tax assets and any such existing amounts have been written down. If such items are recorded later, the return will affect the operating profit of that time



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### 5. Revenue

The revenue per activities are the following:

|                       | 2017    | 2018    |
|-----------------------|---------|---------|
| Heat sales            | 416 419 | 331 483 |
| Other revenue         | 146 182 | 128 852 |
| Lease interest income | 109 327 | 11 834  |
| Total                 | 671 928 | 472 169 |

The sales revenues exclusively cover the returns that can be connected to the Company's core business.

The Group's primary revenues come from heat sales and returns from assets operated for other entities. The Group produces heat for sale on its own.

Invoicing could be followed upon sales revenue accounting – except accounting for accruals – as the type of services does not require further correction between periods. As for assets operated for other entities, the Group determined the revenues with the implicit interest rate method, by starting out from future cash flows. These assets are within the scope of IFRIC 12.

At the beginning of 2018, contracts classified as leases in previous years have been amended, and consequently these transactions have been reclassified and are being recorded in accordance with IFRIC 12.

### 6. Cost of sales

| Direct costs              | 2017    | 2018    |
|---------------------------|---------|---------|
| Cost of mediated services | 300 571 | 197.412 |
| Tota                      | 300.571 | 197 412 |
| Material costs            | 2017    | 2018    |
| Material costs            | 11 657  | 5 434   |
| Tota                      | 11 657  | 5 434   |
|                           |         |         |

The direct costs cover those costs that can be directly related to the sales revenues. The Group registers the passedon public utility fees among the direct costs.

The material costs cover expenditures deriving from heating materials.

The rate of direct costs decreased by 35,03% compared to the previous year, the decrease is in accordance with the decrease of the income.



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### 7. Personal costs

|                               | 2017    | 2018    |
|-------------------------------|---------|---------|
| Wages and salaries            | 116 534 | 98 732  |
| Social security contributions | 27 143  | 13 589  |
| Other employee benefits       | 1 840   | 1 781   |
| Tota                          | 145 517 | 114 103 |

The above table shows the trend in personal expenditures. The table goes to show that the rate of personal expenditures reduced as against the previous year.

The Group's average staff number was 21 employees in 2017 and 16 employees in 2018 (employed 5 person in the Romanian operation).

### 8. Service used

|                       | 2017    | 2018    |
|-----------------------|---------|---------|
| Legal fees            | 23 149  | 27 480  |
| Operation costs       | 29 594  | 28 105  |
| Rental fees           | 31 869  | 38 778  |
| Advisory fees         | 44 410  | 40 967  |
| Bank charges          | 5 916   | 3 559   |
| Insurance fees        | 1 196   | 1 060   |
| Office, communication | 3 416   | 3 133   |
| Maintenance costs     | 0       | 27 022  |
| Other costs           | 41 912  | 31 639  |
| Tota                  | 181 462 | 201 744 |
|                       |         |         |

The above table shows the value of the Group's services used, which has been increased compared to the previous year. The increase was caused by the increase of rental fees and maintenance costs.

### 9. Other revenue and expenditure

|   | 2017    | 2018    |
|---|---------|---------|
| Other revenue                                       |         |         |
| Reversal of provisions                              | 6 060   | 0       |
| Reversal of impairment of assets                    | 187 210 | 201 461 |
| Derecognition of lapsed liabilities                 | 123 594 | 200 301 |
| Net profit on sale of plant, property and equipment | 384     | 0       |
| Other revenues                                      | 3 690   | 7 286   |
| Income related to concession right                  | 38 869  | 38 869  |
| Received penalty, income                            | 0       | 57 832  |
| Redemption fee                                      | 0       | 7 154   |
| Total   | 359 806 | 474 034 |

Other expenditure



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| Notes to the consolidate | ed financial statements | All figures are in THUF unless otherwise indicated | d. |
|--------------------------|-------------------------|--|----|

| Impairment of assets                                | -455 269 | -13 434  |
|---|----------|----------|
| Provision made during the year                      | -483     | -46 935  |
| Fines   | -8 686   | -3 228   |
| Other taxes   | -52 409  | -5 195   |
| Other expenditures                                  | -34 530  | -2 131   |
| Subvention-related default interest                 | 0        | -89 235  |
| Net profit on sale of plant, property and equipment | 0        | -710     |
| Total   | -542 777 | -160 868 |
| Other income and expenses (net                      | -191 571 | 313 166  |

Impairment write back can be linked to two companies: THUF 81,276 amortisation written back by Enefi for trade receivables as agreed, THUF 120,185 written back amortisation linked to a Romanian company. The latter can be linked to the written back amortisation (THUF 89,235) due to default interest claims for previous years and related to the legal proceedings closed, as well as to the written back amortisation due to receivables related to [public utility] distant heating services.

The liability barred by the statute of limitations is entirely related to the derecognition of the E-Star share obligations settled by an arrangement with creditors regarding Enefi Projekttársaság Kft.'s liabilities.

### 10. Net profit/loss from financial activities

|   | 2017    | 2018   |
|---|---------|--------|
| Interest income                           | 64 331  | 9 227  |
| Interest income from concession assets    | 35 204  | 32 672 |
| Other finance income                      | 55      | 0      |
| Net foreign currency gain / loss          | -44 750 | -5 751 |
| Realized foreign currency gain / loss     | o       | 232    |
| Interest expense                          | -9 162  | 23     |
| Expected credit loss                      | 0       | -5 738 |
| Other finance cost                        | -4 349  | -2 867 |
| Net profit/loss from financial activities | 41 329  | 27 797 |

### 11. Income tax

|                                       | 2017    | 2018     |
|---------------------------------------|---------|----------|
| Corporate income tax                  | -919    | -45 121  |
| Local business tax                    | -10 226 | -8 763   |
| Deferred tax loss (-) / gain          | 222 283 | 0        |
| Changes in impairment of deferred tax | 0       | -278 578 |
| Total income tax                      | 211 138 | -332 462 |

Applicable to profits of the consolidated entities as follows:

|                            | 2017  | 2018  |
|----------------------------|-------|-------|
| Hungary – income tax       | 9%    | 9%    |
| Hungary Local business tax | 2%    | 2%    |
| Romania – income tax       | 16%   | 16%   |
| Cyprus – income tax        | 12.5% | 12.5% |

Balance of the deferred tax assets and deferred tax liabilities:



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 Deferred Tax Assets
 2017
 2018

 Deferred Tax Liabilities
 0
 0

 286 718
 0
 0

 286 718
 0
 0

When calculating deferred taxes, the Group compares with the book value the value that can be considered for taxation as asset and liability. If the difference is reversing (i.e. the difference is balanced off within a foreseeable time), it takes deferred tax liability or asset according to its sign. The Group separately checked the returns when adopting the asset.

In both years, the Group's Hungarian companies calculated with 9%, the Romanian enterprises with 16% and the Cyprian companies with a 12.5% tax rate as the given assets and liabilities become actual taxes in periods when the tax rate is specified in the given percentage in the effective legal regulations.

The Group decided not to enter the deferred tax assets into the books for Hungarian companies because they are not likely to produce returns. The amount of taxable differences - thus also the value of non-stated deferred tax asset - is shown in the following table:

|                                     | Accounting value | Tax value     | Difference        |
|-------------------------------------|------------------|---------------|-------------------|
| Fixed assets                        | 100 276          | 351 715       | -251 439          |
| Investments in affiliated companies | 14 475 993       | 14 475 998    | 0                 |
| Investments in associated companies | 25 219           | 25 219        | 0                 |
| Other long-term receivables         | 343 311          | 374 379       | -31 068           |
| Financial assets (IFRC 12)          | 634 233          | 0             | 634 233           |
| Leases                              | C                | 0             | 0                 |
| Trade recelvables                   | 199 593          | 499 451       | -299 358          |
| Other receivables                   | 96 282           | 9 219 106     | -9 <b>122 824</b> |
| Accruais and prepaid expenses       | 91 217           | 91 217        | 0                 |
| Cash and cash equivalents           | 172 748          | 172 748       | o                 |
| Provisions                          | 148 339          | 48 467        | 99 872            |
| Long term loans                     | 3 135            | 3 135         | 9                 |
| Short term loans                    | 0                | 0             | 0                 |
| Trade payables                      | 46 423           | 48 423        | 0                 |
| Accruals and deferred income        | 50 194           | 50 194        | 0                 |
| Other long-term liabilities         | 116 961          | 116 961       | 0                 |
| Effect of interest rates and FX     | 0                | 0             | 0                 |
| Tex loss carry forward              | 0                | 10 856 598    | -10 856 598       |
| Total                               | 16 503 929       | 36 331 611    | -19 827 682       |
|                                     | Tot              | al difference | -19 827 682       |
| Companies in Hungary                |                  |               |                   |
| Difference                          |                  |               | -18 035 695       |
| Tax rate                            |                  |               | 9%                |
| Calculated deferred tax             |                  |               | 1 623 213         |
| Deferred tax asset                  |                  |               | C                 |
| Deferred tax liability              |                  |               | 9                 |
| Companies in Romania                |                  |               |                   |
| Difference                          |                  |               | -1 791 987        |
| Tax rate                            |                  |               | 16%               |
| Calculated deferred tax             |                  |               | -286 718          |



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Deferred tax asset

Deferred tax liability

As the return is unlikely, the Group has not included deferred tax assets in its books.

In the period under review, the Group derecognised deferred tax linked to the operation in Romania, as no tax strategy could be established in relation to its return. Later, if this tax loss is recovered, then it will increase the operating profit of those future years.

The table below shows the revenue tax figures broken down by countries:

|   | Hungary | Romania | Cyprus | Total   |
|---|---------|---------|--------|---------|
| Profit before tax                         | 482 088 | 21 835  | 95 339 |         |
| Current year tax (income, local business) | 19 492  | 29      | 16 142 | 35 663  |
| Deferred tax (temporary differences)      | 0       | 296 799 | 0      | 296 799 |
| Income tax value:                         | 19 492  | 296 828 | 16 142 | 332 462 |

#### 12. Discontinued operations

#### I. Sale of lease claims business

On 30.09.2017, the Company sold the leasing of public lighting lamps. The profit realized on the ceased activity was as follows:

|  | 2017     | 2018 |
|--|----------|------|
| Revenues from lease                                    | 14 814   | 0    |
| Sales value of the leasing claims business             | 215 637  | 0    |
| Value of leasing claims upon sale                      | -172 863 | 0    |
| Derecognition of trade receivables                     | -174 591 | 0    |
| Derecognition of default interest on trade receivables | 158 351  | 0    |
| Derecognition of customer impairment                   | 164 676  | 0    |
| Tota   | 206 024  | 0    |

In 2018, no activity was considered as discontinued activity.

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#### 13. Tangible assets

|                             | Land and buildings | Plant and<br>equipment | Other equipment | Asset under construction | Total    |
|-----------------------------|--------------------|------------------------|-----------------|--------------------------|----------|
| Costs or deemed costs       |                    |                        |                 |                          |          |
| 31 December 2016            | 250 350            | 836 792                | 85 277          | 41 081                   | 1 223 50 |
| Additions                   | .0                 | 3 309                  | 0               | 0                        | 3 309    |
| Disposals                   | -39 888            | -517 968               | -51 893         | 0                        | -609 749 |
| 31 December 2017            | 220 462            | 322 133                | 33 384          | 41 081                   | 617 061  |
| Additions                   | 0                  | 513                    | 64              | 0                        | 577      |
| Disposals                   | - 0                | -2 272                 | -1 269          | -38 467                  | -42 008  |
| 31 December 2018            | 220 462            | 320 374                | 32 179          | 2 514                    | 575 630  |
| December 201                | 46 531             | 786 090                | 72 394          | 39 162                   | 944 178  |
| Depreciation and impairment |                    |                        |                 |                          |          |
| Depreciation for the year   | 3 099              | 12 840                 | 4 658           | 0                        | 20 597   |
| Disposals                   | -39 888            | -517 207               | -50 593         | 0                        | -607 688 |
| impairment loss             | 146 663            | 0                      | 0               | 0                        | 146 663  |
| 1 December 2017             | 156 405            | 281 723                | 26 459          | 39 162                   | 503 750  |
| Depreciation for the year   | 1 368              | 9 930                  | 1 077           | 0                        | 12 375   |
| Disposals                   | 0                  | -590                   | -1 715          | -38 467                  | -40 772  |
| 1 December 2018             | 157.774            | 291 063                | 25 821          | 695                      | 475 353  |
| arrying amounts             |                    |                        |                 |                          |          |
| t December 31, 2016         | 213 819            | 50 702                 | 12 883          | 1 919                    | 279 322  |
| December 31, 2017           | 64 057             | 40 410                 | 6 925           | 1 919                    | 113 311  |
| t December 31, 2018         | 62 688             | 29 311                 | 6 358           | 1 919                    | 100 276  |

### 14.Intangible assets

| Concession rights | Software and<br>other  | Total   |
|-------------------|--|---|
|                   | The contracts  |   |
| 4 860 356         | 72 794   | 4 933 150   |
| -4 860 356        | -26 334  | -4 747 732  |
| 0                 | The same of the sa | 185 418   |
| 0                 | 0  | 0   |
| 0                 | 0  | 0   |
| 0                 | 46 460   | 185 418   |
|                   |  |   |
| 4 860 356         | 56 576   | 4 926 931   |
| 0                 | 367  | 367   |
| -4 860 356        | -26 328  | -4 747 726  |
| 0                 | 40 614   | 179 572   |
| 0                 | 0  | 0   |
| 0                 | 0  | 0   |
|                   | 10074  |   |
|                   | 4 860 356<br>-4 860 356<br>0<br>0<br>0<br>0<br>4 860 356<br>0<br>-4 860 356<br>0   | 4 850 356 72 794  -4 860 356 -26 334  0 46 460  0 0  0 0  0 46 450  4 860 356 576  0 367  -4 860 356 -26 328  0 40 614  0 0 |



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| Carrying amour | its  |
|----------------|------|
| At December 21 | 2016 |

| At December 31, 2016 | 0 | 6 219 | 6 219 |
|----------------------|---|-------|-------|
| At December 31, 2017 | 0 | 5 846 | 5 846 |
| At December 31, 2018 | 0 | 5 846 | 5 846 |

No impairment was accounted for software and other immaterial goods. The Company writes off the concession right in 25 years, and the Group accounts depreciation for other immaterial goods in a linear manner, during 3 years.

E-STAR Centrul de Dezvoltare Regionala SRL (hereinafter: CDR) provided district heating service in Gyergyószentmiklós. The concession contract related to this activity was already terminated earlier. On 8 March 2017 the infrastructure constituting the district heating system was delivered to the county-rank town of Gyergyószentmiklós, and from that time on the company has provided no such service. The infrastructure was delivered without remuneration, according to the local legal rules. Parallel with this, the gross value of concession rights stated in the books and the value of depreciation calculated until that time was derecognized in the books.

CDR has several ongoing lawsuits for damages in Romania. Some of them are related to the return of concession rights and to the compensation of damage deriving therefrom, and some others prevail for other reasons (these are explained in details in the chapter of Lawsuits, at the end of the Supplementary annex). A part of the claims that were written off now are expected to be recovered if the ongoing lawsuits are closed down with a positive result.

ENEFI provides continuous information on CDR at www.e-star.hu/www.enefi.hu, www.bet.hu, www.kozzetetelek.hu, detailing the background and the current standing of the legal dispute. The notices of the company are also available now at the above addresses.

### 15.Investments in associated companies

In the year under review, the Group acquired a 20% share — worth HUF 500,000 — in Pannon Fuel Kft. The financial data of Pannon Fuel Kft., as of the date of shares' acquisition, are shown in the following table. The management of the Group considered that the available balance sheet data of Pannon Fuel Kft. do not reflect the implementation risks of the projects it manages, or due to the existence of certain contingent liabilities the fair value of the net asset had to be adjusted (as required by IFRS 3). The net asset calculation is as follows:

|                                       | 16 October 2018 |
|---------------------------------------|-----------------|
| Non-current assets                    | 2 923 784       |
| Current assets                        | 6 924 314       |
| Short-term liabilities                | -8 190 863      |
| Long-term liabilities                 | -19 866         |
| Net equity on the date of acquisition | 1 637 370       |
| Acquired equity                       | 327 474         |
| Fair value correction                 | -326 974        |
| Fair value of acquired share          | 500             |
| Purchase price                        | 500             |
| Calculated goodwill/badwill           | 0               |
|                                       |                 |

Presentation of the associated company's periodic result:

|  | 2018    |
|--|---------|
| Periodic result of associated company                  | -10 227 |
| Periodic result granted for the group                  | -2 045  |
| Result of the associated company granted for the group | -2 045  |



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The value of the investments in associated company consist of the following:

|  | 2018   |
|--|--------|
| Purchase price                                       | 500    |
| Correction of initial cost due to interest free loan | 24 719 |
| Periodic result granted for the group                | -2 045 |
| Tota   | 23 174 |

The Group granted an interest-free loan to Pannon Fuel Kft. (see detailed information in Additional Notes, Item 18), and, at the time of loan granting, the fair value adjustment was recognized as an increase in the cost of the shares in the associated company, since the loan was granted in order to increase the influence in that affiliated undertaking.

### 16. Receivables from concession assets

Financial assets recognized under IFRIC 12

|  | 2017    | 2018    |
|--|---------|---------|
| Gross value of assets from service concession agreements | 581 182 | 728 577 |
| Expected credit loss                                     | 0       | -1 717  |
| Net value of assets from service concession agreements   | 581 182 | 726 860 |

### Assumptions used in determining the fair value of the balance sheet date:

In any case, the group at the time of the project, the existing internal discount rate (used in determining the fair value discount rates vary from 6% to 8% range) discounted future cash flows. (The table doesn't include the expected credit loss.)

| Partner    | Date       | Expiration  | 2017    | 2018    |
|------------|------------|-------------|---------|---------|
| Project 1  | 2007.04.24 | 2022.04.24  | 525 511 | 466 261 |
| Project 2  | 2005.10.06 | 2017.11.15  | 8 189   | 0       |
| Project 3  | 2005.06.13 | 2017.06.13  | 1 283   | 0       |
| Project 4  | 2006.11.30 | 2018.12.21  | 9 561   | 0       |
| Project 5  | 2005.06.21 | 2017.10.21  | 7 440   | 1 358   |
| Project 6  | 2006.01.17 | 2019.02.06  | 4 653   | 0       |
| Project 7  | 2006.03.23 | 2018.03.23  | 1 511   | 0       |
| Project 8  | 2006.12.04 | 2018.12.04  | 2 492   | 929     |
| Project 9  | 2007.01.01 | 2019.10.19  | 3 953   | 2 267   |
| Project 10 | 2008.07.16 | 2020.10.31  | 6 819   | 4 418   |
| Project 11 | 2008.05.20 | 2020.10.02  | 6 437   | 4 802   |
| Project 12 | 2008.05.20 | 2020.10.02  | 3 333   | 0       |
| Project 13 | 2015.11.01 | 2021.10.31  | 0       | 64 722  |
| Project 14 | 2015.11.01 | 2024.09.30  | 0       | 187 021 |
| Project 15 | 2015.11.01 | 2018.12.06. | 0       | -3 201  |
| Total      |            |             | 581 182 | 728 577 |



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#### 17 Financial lease receivables

|   | 2017    | 12018 |
|---|---------|-------|
| Long-term receivables from the rental fee of assets | 259 386 | 0     |
| Receivables from the rental fee of assets           | 17 485  | 0     |
| Összesen  | 276 871 | 0     |

The group was given the context of the financial lease assets Enerin Public Lighting Ltd., and E-Star ESCO for. The transfer of assets in January 2014, December 2015 and in October. The lease term varies by device, typically a 4-7 years lease contract with the partners. The equipment for heating, public lighting and related machines and equipment. The lessee of leased equipment can help meet the service specified in the concession contract. The award was assigned to service these devices lessor company. According to the tenant lease agreements found right in favour of the landlord, which includes the right to collect rents and penalty payments to be paid any outstanding future.

As of 31 January 2018, the Group restructured its leased assets. These assets were previously leased to Pannon Fuel Kft., which sub-leased these assets to three municipalities. As of 31 January 2018, the Group took over this contract from Pannon Fuel Kft., then after 31 January 2018 the Group started to directly invoice to the three municipalities the leasing fees of the said assets. As a result of the above restructuring, the Group's leasing activities have been discontinued, and after the above-mentioned date the assets have been recognized under IFRIC 12.

#### Presentation of the lease receivables

In any case, the deal is valid at the time of the project internal discount rate of future discounted cash flows.

|                                  | 31 Decer      | nber 2017                          | 31 Decem      | nber 2018                          |
|----------------------------------|---------------|------------------------------------|---------------|------------------------------------|
|                                  | Minimal lease | Discount<br>value of lease<br>fees | Minimal lease | Discount<br>value of lease<br>fees |
| Within 1 years                   | 144 144       | 17 485                             | 0             | 0                                  |
| Between 1 and 5 years            | 470 981       | 169 123                            | 0             | 0                                  |
| Over 5 years                     | 115 019       | 90 263                             | 0             | 0                                  |
| Total minimum leas               | 730 144       | 276 871                            | 0             | 0                                  |
| Financial expenses related lease | -453 273      | 0                                  | 0             | 0                                  |
| Lease payments present value     | 276 871       | 276 871                            | 0             | 0                                  |

The movement of lease receivables in the reference period are the following:

|   | 2017     | 2018     |
|---|----------|----------|
| Opening                                       | 499 102  | 276 871  |
| Instalment of leasing fees (without interest) | -49 368  | 70       |
| Derecognition due to leasing portfolio sale   | -172 863 |          |
| Re-rating of the leasing portfolio            | 0        | -276 871 |
| Closing balance                               | 276 871  | 0        |



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### 18. Other long-term receivables

The Group records a loan granted to Pannon Fuel Kft. among Other long-term receivables.

Main parameter of the loan contract:

| Credit line amount                  | 500 000    |
|-------------------------------------|------------|
| Date of credit line amount provided | 2018.07.30 |
| Expiry date                         | 2020.07.31 |
| Interest rate                       | 0%         |

The below table contains the changes in Other long-term receivables:

| 366 000          |
|------------------|
|                  |
| -24 718<br>2 718 |
|                  |
| -688             |
|                  |

#### 19. Trade receivables

|                               | 2017     | 2018     |
|-------------------------------|----------|----------|
| Trade receivables             | 135 882  | 199 593  |
|                               | 2017     | 2018     |
| Not past due                  | 87 265   | 65 057   |
| Past due 0-90 days            | 24 382   | 38 825   |
| Past due 91-180 days          | 5 457    | 2 362    |
| Past due 181-360 days         | 19 450   | 21 625   |
| More than one year            | 344 685  | 354 595  |
| Trade receivables gross total | 481 239  | 482 464  |
| mpairment                     | -345 357 | -273 823 |
| Expected credit loss          | 0        | -9 047   |
| Trade receivables tota        | 135 882  | 199 593  |

The expected credit loss is recorded in the Profit and Loss Statement among expenditures linked to the financial activity.

In respect of receivables that were overdue on the balance sheet day but in terms of the probability of their influence - in the opinion of the Company's management - they do not pose a risk (or are covered with other assets or liabilities), the Company did not recognise impairment.

| Non-impaired overdue raceivable | 2017   | 2018            |
|---------------------------------|--------|-----------------|
| Past due 0-90 days              | 29 492 | 537637.5        |
| Past due 91-180 days            | 5 457  | 38 825<br>2 362 |
| Past due 181-360 days           | 18 778 | 21 625          |
| More than one year              | 672    | 147             |



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54 399 62 959

When examining whether a given account receivable can be realised, the Group takes into account the changes, if any, in the quality of the receivable that occurred between the date of the loan provision and the end of the reporting period. The payment deadline of accounts receivable is always 8 days.

The balance sheet value of customers was reduced by the expected credit loss.

### 20.Other receivables

|                                     | 2017     | 2018     |
|-------------------------------------|----------|----------|
| Loans given                         | 44 723   | 45 948   |
| Other tax receivables               | 30 630   | 5 225    |
| VAT reclaimable                     | 63 472   | 14 668   |
| Advance Payments                    | 1 567    | 488      |
| Other receivables                   | 55 760   | 78 912   |
| Foreign VAT reclaimable             | 67 855   | 67 855   |
| Receivables of assignment           | 25 976   | 25 976   |
| Other receivables due within a year | 289 982  | 239 073  |
| mpairment                           | -145 645 | -145 414 |
| Fotal other receivables             | 144 337  | 93 659   |

|                                 | 2017  | 2018  |
|---------------------------------|-------|-------|
| Corporate income tax receivable | 2 345 | 2 623 |
| Total tax receivable            | 2 345 | 2 623 |

Impairment was recognized with regards to the following receivables:

|                           | Gross values | Impairment | Net value |
|---------------------------|--------------|------------|-----------|
| Loans given               | 45 948       | -33 960    | 11 988    |
| Receivables of assignment | 18 830       | -18 830    | 0         |
| Foreign VAT reclaimable   | 67 855       | -67 855    | o o       |
| Other receivables         | 86 058       | -24 769    | 61 289    |
| Total                     | 218 691      | -145 414   | 73 277    |

#### 21. Accruals

|   | NAME OF THE OWNER, WHITE OF THE OWNER, WHITE OF THE OWNER, WHITE OWNER, WHITE OWNER, WHITE OWNER, WHITE OWNER, | 2007-1-00 |
|---|--|-----------|
|   | 2017   | 2018      |
| Accrued expenses                            | 72 325   | 13 638    |
| Rental fee of property, plant and equipment | 0  | 55 754    |
| Accrued revenue                             | 3 506  | 1 087     |
| Revenue from heat sales                     | 0  | 20 738    |
| Total                                       | 75 831   | 91 217    |

### 22. Cash and cash equivalents

| 2017  | 2018 |
|-------|------|
| C-MAN | 2010 |



172 748

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|--|--|---------|--|
| Bank balances                                  | 410 153  | 171 225 |  |
| Call deposits                                  | 4 271  | 0       |  |
| Cash on hand                                   | 2 164  | 1 524   |  |
| Cash and cash equivalents                      | 416 588  | 172 749 |  |

Cash exclusively covers balances that can be turned into cash and used immediately.

A significant part of the bank accounts balance is given by the balances of accounts held at Equilor Befektetési Zrt. and Raiffeisen Bank, respectively.

416 588

#### 23. Subscribed capitals

The subscribed capital contains the face value of issued shares. The current face value is HUF 10/piece. The following table contains share movements in the reference period:

|   | 2017<br>piece           | 2018<br>piece |
|---|-------------------------|---------------|
| Issued pieces' shares (10 HUF par value/ shares)                      | 10 000 000              | 10 000 000    |
| Registered capital on par value                                       | 2017                    | 2018          |
| Balance at 1 January  | 271 726                 | 100 000       |
| Par value of the issued treasury shares during the<br>year            | 25 000                  | 0             |
| Par value of the cancelled treasury shares during the year            | -196 726                | 0             |
| Balance at 31 December  | 100 000                 | 100 000       |
| Movement of issued and fully paid shares                              | 2017                    | 2018          |
| Balance at 1 January  Number of the issued treasury shares during the | 27 172 579<br>2 500 000 | 10 000 000    |
| year Number of the cancelled treasury shares during the year          | -19 672 579             | 0             |
| Balance at 31 December  | 10 000 000              | 10 000 000    |

On 7 July 2017 the Group issued 2,500,000 employee shares, therefore the subscribed capital grew by THUF 25,000.

On 26 September 2017 the Group decreased the capital by withdrawing 19,672,579 own shares, therefore the subscribed capital went down by THUF 196,726.

#### 24. IFRS 2 reserves

#### Programme in the year 2017

Since the shares were issued in 2017 to the debit of the option, the share based option reserve formed in 2016 terminated on the day of the benefit and was replaced by employee shares (subscribed capital, capital reserve).

The share-based payments reserve includes the fair value of a share option acquired in an earlier period. The share option is for 630,000 shares. The exercising (call-off) period has not expired yet. During this period, as no performance obligation was linked to it, no call-off happened and the reserve value remained unchanged. The reserve could not be revalued to its current market value.

The exchange rate required before the call-off is HUF 330/share.



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### 25. Treasury shares

| 2017<br>piece | 2018<br>piece   |
|---------------|---|
|               | 2000  |
| 20 444 723    | 1 257 443   |
| 485 299       | 256 669   |
| -19 672 579   | 0   |
| 1 257 443     | 1 514 112   |
| 1 202 372     | 1 202 372   |
| 370 033       | 370 033   |
| 832 339       | 832 339   |
| 2017          | 2018  |
|               |   |
| 5 099 748     | 425 877   |
| 97 010        | 48 360  |
| -4 770 881    | 0   |
| 425 877       | 474 237   |
|               | 20 444 723<br>485 299<br>-19 672 579<br>1 257 443<br>1 202 372<br>370 033<br>832 339<br>2017<br>5 099 748<br>97 010<br>-4 770 881 |

### 26. Non-controlling interest

The Group faced no uncertainty and did not have to decide on any difficult question when considering how to manage its investments. All of its enterprises qualify as subsidiaries and the Group has 100% ownership with the exception of two companies. The Group has less than 100% ownership in RFV Józsefváros Kft. and Thermoenergy srl. It is clear about all subsidiaries (also including those not in 100% ownership) that they are controlled by the parent company as both the control, the daily operative tasks and the conditions on exposure to variable yields are fully and spectacularly fulfilled.

|                            | 2018<br>Józsefváros | 2018<br>Thermoenergy |
|----------------------------|---------------------|----------------------|
| Current assets             | 168 736             | 200 958              |
| Non-current assets         | 0                   | 6 777                |
| Liabilities                | -113 481            | -56 018              |
| Net assets                 | 55 255              | 151 717              |
| Non-controlling interest % | 51%                 | 1%                   |
| Non-controlling interest   | 28 180              | 1 517                |

|                            | 2018<br>Józsefváros | 2018<br>Thermoenergy |
|----------------------------|---------------------|----------------------|
| Revenue                    | 355 343             | 0                    |
| Profit before tax          | 3 700               | 195                  |
| Profit after tax           | 2 134               | 195                  |
| Other comprehensive income | 0                   | 0                    |



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Changes in non-controlling interest in previous and current year:

|  | 2017   | 2018   |
|--|--------|--------|
| Balance at beginning of the year                                     | 22 459 | 29 588 |
| Transition to IFRS 9   | 0      | -1 027 |
| Share of profit for the year   | 7 187  | 1 085  |
| Dividend paid to non-controlling interests                           | 0      | 0      |
| Disposal of the non-controlling interests related to sold subsidiary | -58    | 51_    |
| Balance at end of year   | 29 588 | 29 697 |

#### 27. Provisions

|                                       | Provisions<br>related to<br>supervisory<br>procedures | Provisions related to administrative procedures | Employment related provisions | Total   |
|---------------------------------------|---|---|-------------------------------|---------|
| 31 December, 2017                     | 0   | 49 164  | 48 400                        | 97 564  |
| Current portion of provisions         | 0   | 0   | 0                             | 0       |
| Non-current portion of provisions     | 0   | 49 164  | 48 400                        | 97 564  |
| Provisions recognized during the year | 44 995  | 3 472   | 0                             | 48 467  |
| Provisions reversed during the year   | 0   | 0   | 0                             | 0       |
| Correction during the year            | 0   | 2 308   | 0                             | 2 308   |
| 31 December, 2018                     | 44 995  | 54 944  | 48 400                        | 148 339 |
| Current portion of provisions (-)     | 0   | 3 472   | 0                             | 3 472   |
| Non-current portion of provisions     | 44 995  | 51 472  | 48 400                        | 144 867 |

In 2018, a provision was created for regulatory and supervisory procedures as well for the THUF 3,472 debt absorbed from E-Star Mures Energy.

### 28.Other short-term liabilities

|                                    | 2017    | 2018    |
|------------------------------------|---------|---------|
| Trade payables                     | 66 453  | 46 423  |
|                                    | 2017    | 2018    |
| Liabilities related to ESTAR share | 200 300 | 0       |
| Other taxes payable                | 103 093 | 112 224 |
| Wages and salaries                 | 5 160   | 4 754   |
| Social security                    | 1 299   | 1 958   |
| Other liabilities                  | 55 477  | 381     |
| Tota                               | 365 329 | 119 317 |



Consolidated financial statements for the year ended December 31, 2018

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### 29. Accruals and deferred income

|                        | 2017   | 2018   |
|------------------------|--------|--------|
| Deferred revenue       | 0      | 860    |
| Revenue from gas sales | 0      | 32 350 |
| Audit fee              | 0      | 9 750  |
| Accrued expenditures   | 11 321 | 7 234  |
| Tota                   | 11 321 | 50 194 |
|                        |        | 30 194 |

#### 30. Earnings per share

| Basic and diluted EPS  | 31 December, 2017 | 31 December, 2018 |
|--|-------------------|-------------------|
| Profit for the period attributable to ordinary shareholders from continuing operations | -70 254           | -53 582           |
| Profit for the period attributable to ordinary shares from discontinuing operations    | 206 024           | 0                 |
| Weighted average number of ordinary shares (shares)                                    | 8 732 633         | 8 522 258         |
| Basic EPS from continuing operations (THUF/pieces                                      | -8,04             | -6,29             |
| Basic EPS from discontinuing operations (THUF/pieces)                                  | 23,59             | 0.00              |
| Total basic EPS  | 15,55             | -6,29             |
| Diluted EPS from continuing operations(THUF/pieces)                                    | -8.04             | -6,29             |
| Diluted EPS from discontinuing operations(THUF/pieces)                                 | 23,59             | 0,00              |
| Total diluted EPS  | 15,55             | -6,29             |

Weighted average – used upon the calculation – of the earning used for calculating the basic value of the earning per share and the number of primary shares.

### 31. Transition to IFRS 9

As described in the accounting policy chapter, the Group has applied IFRS 9 from 1 January 2018. The Group has exercised the options provided for in paragraphs 7.2.1 and 7.2.15 of IFRS 9 and the comparative information have not been amended. Based on the requirements of IFRS 7, the effect of the change in accounting policy as of 1 January 2018 is presented below.

|                           | Book value |         | All Reviews |  |
|---------------------------|------------|---------|-------------|--|
|                           | IAS 39     | IFRS 9  | Difference  |  |
| Financial assets          | 581 182    | 581 182 |             |  |
| Lease receivables         | 276 871    | 276 871 | 0           |  |
| Trade receivables         | 135 882    | 130 169 | -5 713      |  |
| Other receivables         | 146 682    | 146 682 | 0.10        |  |
| Cash and cash equivalents | 416 588    | 416 588 | 0           |  |



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|                             | 31 December, 2017 |                         | 31 December, 2018 |                   | 18                   |           |
|-----------------------------|-------------------|-------------------------|-------------------|-------------------|----------------------|-----------|
|                             | Amortization cost | Expected<br>credit loss | Net value         | Amortization cost | Expected credit loss | Net value |
| Financial assets            | 581 182           | 0                       | 581 182           | 728 577           | -1 717               | 726 860   |
| Lease receivables           | 276 871           | 0                       | 276 871           | 0                 | 0                    | 0         |
| Other long-term receivables | 0                 | 0                       | 0                 | 242.000           |                      |           |
| Trade receivables           | 135 882           | -5 713                  |                   | 343 999           | -688                 | 343 311   |
| Other receivables           |                   |                         | 130 169           | 208 640           | -9 047               | 199 593   |
| Outor receivables           | 146 682           | 0                       | 146 682           | 96 282            | 0                    | 96 282    |
| Cash and cash equivalents   | 416 588           | 0                       | 416 588           | 172 748           | 0                    | 172 748   |
| Other long-term liabilities | 0                 | 0                       | 0                 | 3 135             | 0                    | 3 135     |
| Trade payables              | 66 453            | 0                       | 66 453            | 46 423            | 0                    | 46 423    |
| Other short-term payables   | 365 329           | 0                       | 365 329           | 119 317           | o                    | 119 317   |

Amortised cost includes impairment previously recognized for receivables.

### 32. Related party transactions

Affiliated parties outside the consolidation circle:

| Related party                     | Relationship                        | Reference |
|-----------------------------------|-------------------------------------|-----------|
| Csaba Soós<br>Attila Pálffy Gagyi | CEO<br>Member of Board of directors | Note 1    |
| László Bálint                     | Member of Board of directors        |           |

Balances from transactions with the above affiliated parties at the balance sheet day:

| liem liem   | 2017   | 2010   |
|---|--------|--------|
| Transactions in balance sheet accounts                    |        | 2016   |
| Loan to related party- Attila Pálffy Gagyi                | 10 000 | 10 000 |
| nterest receivables to related party- Attila Pálffy Gagyi | 763    | 1 271  |
| Total   | 10,763 | 11 271 |
| Fransactions in profit and loss accounts                  |        |        |
| nterest income from related parties                       | 512    | 508    |
| ota   | 512    | 508    |

The terms and conditions for transactions with associated parties are in line with market conditions.

The following table presents the remuneration of leading officials:

| 2017 | 2018 |
|------|------|
|------|------|



Consolidated financial statements for the year ended December 31, 2018

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| Gross honorarium     | 14 016 |         |
|----------------------|--------|---------|
| Commission fee       | 14 016 | 13 923  |
|                      | 7 008  | 6 962   |
| Share-based payments | 0      | 144 400 |
| Tota                 | 21 024 |         |
|                      | 21 029 | 165 285 |

The Company has conducted the following transactions with associated companies in 2018, and the following outstanding balances characterize the relationship (transactions priced on a market basis):

| Pannon Fuel Kf         |      |         |
|------------------------|------|---------|
| Balance Sheet position | 2017 | 2018    |
| Long-term given loan   | Ď.   | 342.244 |
| Tota                   |      | 343 311 |
|                        |      | 343 311 |

### 33. Segment information

As the Company is at the stock exchange, it is obliged to publish segment information.

The operating segment is an element of the economic unit:

- a) that carries out business activities involving revenues and expenditures (also including revenues and expenditures attached to transactions with other components of the same economic unit);
- b) whose operating results are regularly revised by the main operating decision-maker of the economic unit in order to decide on the sources to be allocated to the segment and to evaluate its performance; as well as
- c) that possesses the relevant financial information.

From the viewpoint of the Group's operations, strategic decisions are made by the members of the board of directors, thus - in order to determine the segments - the management considered the statements made for them as a basis when compiling this financial statement. The members of the board of directors established that the Company's operations are basically focused on one activity: The Company makes - primarily energetics - investments for its customers / future customers that have returns from savings and that provide the customers with energy effectively and with long-term operation. The Group's activities focus on Hungary, Romania and Cypress, thus the operating segments can be broken down according to geographical regions.

In the light of the above, the members of the Group's board of directors established that the Company - being entered to the stock exchange - it is obliged to publish information on its operating segments.

#### Figures of 2017:

|  | Hungarian | Romanian | Other   | Total    |
|--|-----------|----------|---------|----------|
| Revenue  | 477 028   | 194 900  | 0       | 671 928  |
|  | -187 430  | -113 141 | 0       | -300 571 |
| Gross Profit                                   | 289 598   | 81 759   | 0       | 371 357  |
| Material cost                                  | -4 352    | -7 305   | 0       | -11 657  |
| Personnel cost                                 | -78 023   | -67 494  | 0       | -145 517 |
| Share-based benefits                           | -135 720  | 0        | 0       | -135 720 |
| Service used                                   | -134 874  | -34 616  | -11 972 | -181 462 |
| Other revenue and expenditures, net            | -149 473  | -162 772 | 120 674 | -191 571 |
| Depreciation                                   | -14 270   | -6 694   | 0       | -20 964  |
| Net profit/loss from financial activities      | -40 765   | -30 387  | 112 481 | 41 329   |
| Profit before tax                              | -557 477  | -309 268 | 221 183 | -274 205 |
| Income tax expense                             | -11 114   | 222 252  | 0       | 211 138  |
| Profit for the year from continuing operations | -568 591  | -87 016  | 221 183 | -63 067  |
|  |           |          |         |          |



Consolidated financial statements for the year ended December 31, 2018

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#### Figures of 2018:

|  | Hungarian | Romanian | Other   | Total    |
|--|-----------|----------|---------|----------|
| Revenue  | 466 856   | 5 314    | 0       | 472 170  |
| Cost of mediated services                            | -197 463  | 51       | 0       | -197 412 |
| Gross Profi  | 269 393   | 5 365    | 0       | 274 758  |
| Material cost  | -3 629    | -1 805   | 0       | -5 434   |
| Personnel cost                                       | -74 461   | -39 642  | 0       | -114 103 |
| Share-based benefits                                 | 0         | 0        | 0       | 0        |
| Service used   | -177 252  | -19 498  | -4 994  | -201 744 |
| Other revenue and expenditures, net                  | 282 658   | 33 716   | -3 208  | 313 166  |
| Depreciation   | -9 716    | -2 659   | 0       | -12 375  |
| Net profit/loss from financial activities            | -74 095   | -1 547   | 103 541 | 27 797   |
| Result of associated company granted for<br>ne group | -2 045    | 0        | 0       | -2 045   |
| Profit before tax                                    | 210 853   | -26 070  | 95 339  | 280 122  |
| ncome tax expense                                    | -19 492   | -296 828 | -16 142 | -332 462 |
| rofit for the year from continuing<br>perations      | 191 361   | -322 898 | 79 197  | -52 443  |
|  |           |          |         |          |

### 34. Management of financial and market risks

The Group is exposed to risks relating to the changes of market and financial conditions. These changes may have an impact on the profit as well as on the value of the assets and liabilities. The purpose of financial risk management is to continuously diminish risks through operative and financing measures.

The Group is exposed to the following risks:

- Market risk
  - o Currency risk
  - o Interest risk
- Liquidity risk
- Credit risk

The following table shows the difference between the fair value of financial instruments and book value:

|                              | Book value | Fair value |
|------------------------------|------------|------------|
| Long-term lease receivables  | 343 310    | 343 310    |
| Trade receivables            | 199 593    | 199 593    |
| Other receivables            | 96 282     | 96 282     |
| Financial Asset              | 172 748    | 172 748    |
| Other long-term liabilities  | 3 135      | 3 135      |
| Trade payables               | 46 423     | 46 423     |
| Other short-term liabilities | 119 317    | 119 317    |

The Group's calculation of the fair value of financial instruments to an appropriate level triple.

For finance leases and the value of real differences in the values of the difference in the carrying number of assets leased arise.



Consolidated financial statements for the year ended December 31, 2018

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### 34.1. Market risk

The Group's operations are primarily exposed to the financial risk relating to the changes of exchange rates and interest rates. The Group does not purchase derivative financial instruments to cover its interest rate and exchange

#### 34.2. Currency risk

The Group makes transactions also in foreign currencies therefore it is exposed to exchange rate risk. The Group manages exchange rate risks by means of forward currency transactions in accordance with its relevant regulation.

The Group's selling prices are primarily determined in HUF and RON and payments are also received mostly in these currencies. The Group operates primarily in Hungary and in Romania.

The management periodically reviews contracts made in foreign currencies and considers the opportunity of managing the relevant risk by means of derivative transactions.

The Group's foreign currency denominated assets and liabilities were valued at the end of the reporting period as

| 31 December 2018 | RON     | EUR     | - Maria |
|------------------|---------|---------|---------|
| Receivables      |         | 180,472 | HUF     |
| Trade payables   | 5 774   | 45 232  | 244 869 |
| Net position     | -38 621 | -81 865 | -45 255 |
| ver position     | -32 847 | -36 633 | 199 614 |

### 34.3. Sensitivity analysis

Transactions are mostly made in RON or HUF, our exposure to exchange rates were evaluated on the basis of the fluctuation of the exchange rates of these three currencies.

The Company's exchange rate sensitivity for the year 31 December, 2018 presented in the table below:

|          | Change (%) of FX rate | FX<br>HUF/EUR | HUF/RON | Effect on profit |
|----------|-----------------------|---------------|---------|------------------|
| 97,50%   |                       | 313,4723      |         |                  |
|          |                       |               | 67,2848 | 1 737            |
|          |                       |               | 69,0100 | 916              |
| 100,00%  |                       |               | 70,7353 | 95               |
| 100,00%  | 00,00%                | 321,5100      |         |                  |
|          |                       |               | 67,2848 | 821              |
|          |                       |               | 69,0100 | 0                |
| 102,50%  |                       |               | 70,7353 | -821             |
| 102,0076 |                       | 329,5478      |         |                  |
|          |                       |               | 67,2848 | -95              |
|          |                       |               | 69,0100 | -916             |
|          |                       |               | 70,7353 | -1 737           |
|          |                       |               |         |                  |

### 34.4. Risk of changing interest rate

Interest rate risk is the risk that future cash-flows from certain financial assets and liabilities may fluctuate due to the changes in market interest rates.

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Consolidated financial statements for the year ended December 31, 2018

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#### 34.5. Sensitivity analysis

The change in the interest environment has no impact on the Group's performance.

### 34.6. Liquiditiy risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations. Liquidity risk must be managed eventually by the Board of Directors. The Group manages its liquidity risk by keeping a proper level of reserves, bank credit lines, reserve loan raising opportunities; and by continuously monitoring its planned and actual cash-flow data as well as by reconciling the expiry dates of financial assets and liabilities.

### 34.7. Liquiditiy and interest risk table

| 2017                       | IN THE REAL PROPERTY. |              | TO RESE      |        |             |          |
|----------------------------|-----------------------|--------------|--------------|--------|-------------|----------|
| In THUF                    | Wildlin 1<br>year     | 1 to 2 years | 2 to 5 years | Over 5 | Contractual | Carrying |
| Loans and borrowings       | 0                     | 0            | 0            | 0      | n           | 0        |
| Other long-term liability  | 0                     | 0            | 0            | 0      | 0           | -        |
| Trade and other payables   | 404 700               | •            | •            | U      | U           | U        |
|                            | 431 782               | 0            | 0            | 0      | 431 782     | 0        |
| Total financial liabilitie | 431 782               | 0            | 0            | 0      | 431 782     | 0        |

| 2018                        |                  |              | - 110        | 7            |             |          |
|-----------------------------|------------------|--------------|--------------|--------------|-------------|----------|
| In THUF                     | Within 1<br>year | 1 to 2 years | 2 to 5 years | Over 5 years | Contractual | Carrying |
| Loans and borrowings        | 0                | 0            | 0            | 0            | n           | oun ying |
| Other long-term liability   | 0                | 0            | 0            | 0            | 0           | 0        |
| Trade and other payables    | 165 741          | 0            | 0            | 0            | 165 741     | υ<br>0   |
| Total financial (iabilities | 165 741          | 0            | 0            | 0            | 165 741     | 0        |

#### 34.8. Credit risk

Credit risk is the risk that a debtor defaults on its contractual obligations which may cause a financial loss to the Group.

Most of the Group's customers are large multinational firms, local municipalities, or listed firms or subsidiaries of companies controlled by local municipalities.

Most of the Group's customers have been doing business with the Group for years and credit losses have been very rare. As a result of the current market environment, watching the creditworthiness of partners on a day-to-day basis became one of the most important tasks of the management.

#### Aged accounts receivable as follows:

|   | 2017     | 2018     |
|---|----------|----------|
| Not past due                            | 87 265   | 500 VAN  |
| Past due 0-90 days                      |          | 65 057   |
| Past due 91-180 days                    | 24 382   | 38 825   |
| Past due 181-360 days                   | 5 457    | 2 362    |
| •                                       | 19 450   | 21 625   |
| More than one year                      | 344 685  | 354 595  |
| Trade receivable gross tota             | 481 239  | 482 464  |
| mpairment                               | -345 357 | -273 823 |
| Expected credit loss                    | 0        |          |
| Trade receivable at the end of the year | 202000   | -9 047   |
| of the year                             | 135 882  | 199 3    |



Consolidated financial statements for the year ended December 31, 2018

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## 35. Fresentation or off-balance sheet items and their impact on financial statements

Hungarian lawsuits in progress when preparing the report:

### Romanian lawsuits in progress when preparing the report:

| No.    |              | Claima |        | Defendant                 | No. 101   |
|--------|--------------|--------|--------|---------------------------|---|
| 1.     | E-Star<br>SA | Mures  | Energy | 51 tulajd<br>társulás tag |   |
| 2.     | E-Star       | Mures  | Energy | tarsulas tag              |   |
|        | _SA          |        |        |                           | Case number: 168/1371/2013  |
| 3.     |              |        |        |                           | Filing bankruptcy protection request on 08/02/2013  |
|        |              |        |        |                           | 5456 Humber, 5104/102/2013  |
|        | E-Stor       | B.4    | _      |                           | Compensation for the breach of concession agreement,  |
|        | SA           | wures  | Energy | City of Târgu Mure        | district fleating subvention claim and payment of to a  |
|        | 0,,          |        |        | y v. raiga wait           | according to consumer contract Amount: PON  |
|        |              |        |        |                           | 124,040,531.19  |
|        |              |        |        |                           | The Town demanded within this lawsuit the qualification of the agreement by                       |
| 4.     | E-Star C     | DR SRL |        | 193 resider               | otial and the agreement by a counterclaim.  |
| 5.     | E-Star C     | DR SRI |        | consumers                 | payment of fees according to consumer contract  |
|        |              | OI\L   |        | Town of Gheorghe          | ni Case number: 905/96/2016   |
|        |              |        |        |                           | Establishing the termination of the access  |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           | handled by the same judge   |
|        |              |        |        |                           | The initial case number (905/96/2016) was inherited by the section on the notice of concentration |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           | instance court decision and injunction (the latter, among   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
| 6. E-  | Star CDR     | CD:    |        |                           | Appeal ordered retrial by the Court of Second Instance of Harghita County.                        |
| V. L7  | Ciai CDF     | OKL    | To     | wn of Gheorgheni          | Case number 2238/06/2017  |
|        |              |        |        |                           | The Court in file no 905/96/2016  |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           |   |
|        |              |        |        |                           | the trial until the final closing of case № 905/96/2016.  |
| 7. E-S | tar CDR      | SRL    | Tov    | wn of Gheorgheni          | Case number: 148/96/2018  |
|        |              |        |        | _                         | The subject of the case separated from the case   |
|        |              |        |        |                           | trial (905/96/2016) is a RON 447,454.13 plus default  |
|        |              |        |        |                           |   |
|        |              |        |        |                           | service prices, i.e. profit losses due to non-voting of the                                       |
|        |              |        |        |                           | and to non-voling of the  |
|        |              |        |        | 51                        |   |

# ENEFI ENERGYEFFICIENCY PUBLIC LIMITED COMPANY Consolidated financial statements for the year ended December 31, 2018 Notes to the consolidated financial statements



| Notes to the consolidated financial statements | ended December 31, 2018                      |        |
|--|--|--------|
| statements                                     | All figures are in THUF unless otherwise ind |        |
|  | ind white ind                                | licate |

|                                     | statements                      | All figures are in THUF unless otherwise indicated.  |
|-------------------------------------|---------------------------------|--|
|                                     |                                 | latter, calculated from March 2015 to February 2016.  Here the judge suspended the trial until the final closing of case № 905/96/2016   |
| 8. E-Star CDR SRL                   | Town of Gheorghe                | eni Case number: 261/96/2018<br>In case № 148/96/2018 separated for the case   |
|                                     |                                 | № 261/96/2018, which concerns compensation for projects included in the initial ("basic") action for   |
| 9. E-Star CDR SRL                   | Town 60                         | 905/96/2016. The that until the final closing of case №  |
|                                     | Town of Gheorghe                | ni File number: 324/96/2017 Contest of council resolution No: 243/13.12.2016 Here the judge suspended the trial until the final closing of case № 905/96/2016.   |
| 10. E-Star CDR SRL                  | Town of Gheorgher               |  |
|                                     | . em er eneorgner               | File number: 793/96/2017  Objection of council resolution No: 2/2017.01.16 amending council resolution No: 243/13.12.2016. The court dismissed the action. (first degree) Following the application for appeal submitted by our Company, the Court approved the suspension of the trial until the final closing of case № 905/96/2016.   |
| 11. ENEFI Energy                    | Mures Financial                 | File number: F0F0/0/024  |
| Efficiency Pic.                     | Authority                       | File number: 5058/2/2014 Complaint against the rejection of the complaint against the minutes taken by the Finance Dept. to establish the second tax-law insolvency status against the Company's tax-law business site. Claim by the Finance Dept.: Tax obligation of RON 7,602,324 The Court accepted our plain of Fig. 1.  |
| 12. ENEFI Energy                    | Process D                       | The Court accepted our claim at first instance. The Finance Dept. filed an appeal.   |
| Efficiency Plc.                     | Brasov Regional<br>Public Funds | File number: 9836/320/2017   |
| 13. ENEFI Energy                    | Directorate Brasov Regional     | Contest of notice and enforcement order about RON 7,602,338 dated 7 July, 2017   |
| Efficiency Plc.                     | Public Funds<br>Directorate     | Case number 2096/102/2018:  Application for judicial review in case № 12289/320/2017 (a separate action to establish that the Finance Dept. was deprived of the right to recover the amounts included in the enforcement order issued under the new Code of Civil Procedure, after not having enrolled in the bankruptcy proceeding closed), in which by a final decision issued on 5 July 2018 the regional court upheld the decision of the court of first instance, approving the decision of the   |
| 14. ENEFI Energy                    | Mures Financial                 | inadmissibility raised by the Finance Dept.  Case number: 15567/320/2017   |
| Efficiency Pic.                     | Authority                       | objection to bank account seizure ordered by Mures Financial Authority for 7.602.338 RON Here, the judge suspended the trial until the final closure of case № 9836/320/2017, i.e. objection against the enforcement order issued before the locking of the bank account.  |
|                                     |                                 |  |
| 15. ENEFI Energy<br>Efficiency Plc. |                                 | Case number: 4028/337/2017 (objection to land seizure protocol ordered by Zaläu Financial Authority against Zalau land – propriety of the case was supported at the case was s |
|                                     | -<br>(<br>(<br>s                | the case was suspended until the closing of case № 12289/320/2017.  our application for the suspension of the enforcement order was separately discussed and finally approved by the Court, so execution is suspended on the basis of the second seizure protocol issued for RON 7.6 million until the Court finally decides that the Finance Dept. was once and or all deprived of the right of debt recovery.  |

Consolidated financial statements for the year ended December 31, 2018 Notes to the consolidated financial statements

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|   | outerwise indicated.   |
|---|--|
| 16. ENEFI Energy Salaj<br>Efficiency Plc. Autho | - the Court suspended until the final closure of case № 9836/320/2017, i.e. objection against the enforcement order  Case number: 613/337/2019 and 842/337/2019 - annulment of the compulsory execution costs amounting to RON72 + RON105. |

### 36. Material events after the Reporting Period

ENEFI Energy Efficiency Plc. presented the main economic events of 2019 in its announcements for the reference year, and these events are also pointed out below:

- The Company has sued two municipalities asking for the payment of service fees and default interests. The final court decision was issued, and the municipalities shall settle their debts in installments. As a result, the Company has recovered receivables amounting to THUF 80,625 and recorded them in its Profit and Loss Statement. This was included among the profit and loss items of the financial year 2018.
- The unit price of the Company's ordinary shares reached a rate of HUF 330 on 22 March 2019, and consequently stock options, worth HUF 630,000 became available for call-down. The financial statements do not include any transaction in this respect. The employee shares have been converted into ordinary shares by decision of the General Meeting on 22 March. 37. Statements

We caution you that a number of important factors could cause actual results to differ materially from statements for the

Statement of responsibility - We declare that the Consolidated Financial Statements which have been prepared in accordance with the applicable accounting standards and the best knowledge, give a true and fair view of the assets, liabilities, financial position and profit or loss of ENEFI Energy Efficiency Plc. and its undertakings included in the consolidation, development and performance of the Company and its undertakings included in the consolidation, together with a description of the principal risks and uncertainties of its business.

The Board of Directors approved the financial statement on March 26, 2019 and recommended it for publication.

### 38. Approval of financial statements

The Annual General Meeting of ENEFI Energy Efficiency Plc. on March 26, 2019 approved the 2018 consolidated financial statements of the Company prepared in accordance with International Financial Reporting Standards (IFRS).

Budapest, March, 26, 2019

Representative of ENEFI ENERGYEFFICIENCY Plc.

ZNETI Energlahatékonysági Nyrt.

1134 Budapest, Klapka utca 11. Adószám: 13719069-4-41 Csoportazonosító: 17781846-5-41

Banksz.sz: 12001008-00123720-00100000



### **ENEFI Energy Efficiency Plc.**

### **CONSOLIDATED BUSINESS REPORT OF THE BOARD OF DIRECTORS**

to the Annual Consolidated Report of the Company of 31 December 2018.

#### **Objective of the Report:**

This report aims to present the property, financial and revenue circumstances, and the course of business of ENEFI Energy Efficiency Plc. (hereinafter: "Company", or "Enterprise", or "ENEFI", or "Issuer") together with the major risks and uncertainties arising in its operations so that it provides a reliable and realistic picture of these, meeting the actual circumstances on the basis of past factual and expected future data.

1.

#### Information on the Parent Company, ENEFI Energy Efficiency Plc.:

#### 1. Basic Details of the Company, Composition of Subscribed Capital:

### **Basic Information of the Company**

Company name:

**ENEFI Energy Efficiency Plc.** 

The company's name in English:

ENEFI Energy Efficiency Plc. 1134 Budapest, Klapka utca 11.

Registered seat:
Branch office of the company:

8413 Eplény, Veszprémi u. 66. Building A.

Tax number:

13719069-2-41

Country of registered seat:

Hungary

Phone:

06-1- 279-3550

Fax: Governing law: 06-1- 279-3551 (Hungarian)

Initial Public Offering:

**Budapest Stock Exchange** 

Warsaw Stock Exchange

Corporate form:

Public Limited Corporation

#### Predecessors of the Company and Changes in Corporate Form

The Company was founded as a limited liability company then it was converted into a private limited corporation and subsequently into a public limited corporation as follows:

Regionális Fejlesztési Vállalat Korlátolt Felelősségű Társaság (Regional Development Company Limited Liability Company)

Date of foundation:

17/05/2000

Date of registration:

29/06/2000

Date of termination:

12/06/2006

Regionális Fejlesztési Vállalat zártkörűen működő Részvénytársaság (Regional Development Company Private Limited Corporation)

Date of registration:

12/06/2006

RFV Regionális Fejlesztési, Beruházó, Termelő és Szolgáltató Nyilvánosan Működő Részvénytársaság (RFV Regional Development, Investment, Production and Service Public Limited Corporation)

Date of change:

12/03/2007

The Initial Public Offer of the shares took place at the Budapest Stock Exchange on 29 May 2007.

E-STAR Alternative Energy Service Plc.

Date of change:

17/02/2011

Date of registration:

04/03/2011

ENEFI Energy Efficiency Plc.

Date of change:

09/12/2013

Date of registration:

17/12/2013

### Term of the Operation of the Company

The Company was founded for an indefinite period of time.

#### Registered Capital of the Company

Registered capital of the public limited company on 31/12/2017. HUF 100,000,000

#### **Shares of the Company**

The registered capital consists of 7,500,000 pieces of registered, dematerialised, regulated, publicly offered ordinary shares, the par value of which is HUF 10, each (Series A) and 2,500,000 pieces of dematerialised employee shares, the par value of which is HUF 10, each (Series B). Therefore the total number of shares issued by the Company: 10,000,000 pieces

Composition of Registered Capital, Major Shareholders on the Balance Day:

| Owner                | Ownership Ratio (%) |
|----------------------|---------------------|
| Own shares           | 9,41                |
| affiliated companies | 12,02               |
| Soós Csaba           | 14,97               |
| Kerekes imre         | 5,47                |

The rights and liabilities set forth in legal regulations and the Articles of Association of the Company shall be associated to the shares, particularly but not exclusively including the relevant provisions of the Articles of Association:

<sup>&</sup>quot;1. The responsibility of the shareholders for the Company covers the provision of the issuing value, except for the employee shares, which may be issued free of charge too. The shareholder otherwise shall not be responsible for the liabilities of the Company with the exceptions determined by law. The shareholder shall be entitled to exercise its rights following the registration in the share register.

2. Shareholders have the proprietary rights related to shares, especially the right of dividend, interim dividend and the right of liquidation margin. Employee shareholders also have the preferential right determined in the Civil Code if they have this type of employee shares. The right of ordinary share owners to dividend may be restricted in practice by the potentially issued preferential employer shares and other rights related to dividend shall be interpreted with the consideration of this.

The shareholder shall be entitled to acquire dividend who is registered into the share register on the basis of the owner identification issued by KELER Zrt. on the dividend payment day determined by the decision of the General Meeting deciding on the dividend payment. The dividend payment shall be due after at least 20 days after the decision of the General Meeting on the day determined by the General Meeting.

- 3. On the basis of the membership rights of shareholders in accordance with the provisions of Section VIII.4. of the general rules, each shareholder has the right to take part at the General Meeting, request information within the legally determined frames, make remarks and proposals and vote in the possession of shares providing voting rights.
- 4. In addition to the above, shareholders have the legally determined minority rights and the right to transfer the shares but in the case of employer shares the restrictions of transfer set forth in Section 1., Chapter VI. of the Articles of Association shall be observed.
- 5. Upon the notice of the Board of Directors, the shareholder registered in the share register (custodian, shareholder trustee, and in case of shared property shares the representative) shall declare without delay that as an actual owner what extent of control it has in the Company. In the event that the shareholder fails to meet the notification within the deadline determined, then its right to vote shall be suspended until it fulfils its information liability.

#### 2. Transfer of Issued Shares Constituting Registered Capital:

The rules of the transfer of shares are set forth in the Civil Code, the Capital Market Act and the Articles of Association of the Company. The Articles of Association of the Company do not include any provisions or does not require any restrictions differing from the law.

#### 3. Issued Shares Providing Special Control Rights:

The Company did not issue such shares.

### <u>4. Control mechanism set forth by the employee shareholder system, in which control rights are not directly exercised by employees:</u>

The Company does not have such a shareholder system.

#### 5. Restriction of Rights to Vote

Upon the notice of the Board of Directors, the shareholder registered in the share register (custodian, shareholder trustee, and in case of shared property shares the representative) shall declare without delay that as an actual owner what extent of control it has in the Company. In the event that the shareholder fails to meet the notification within the deadline determined, then its right to vote shall be suspended until it fulfils its information liability.

The Articles of Association and other rules of the Company do not include further provisions differing from the law in terms of the restriction of the rights to vote.

#### 6. Agreement between Owners:

The Company has no information about any agreement between owners, which may result in the restriction of the transfer of the issued shares or the rights to vote.

### 7. Rules of the assignment and withdrawal of chief executives and modification of the Articles of Association:

The major body of the Company, General Meeting shall make decisions by the simple majority of the votes except if the legal regulation or the Articles of Association on basis of the authorisation thereof, or the rules of the stock exchange compulsorily applicable for the operation of the Company make a higher rate of votes compulsory.

### 8. Authority of chief executives, especially the rights to issue and repurchase shares:

The Articles of Association of the Company do not include provisions differing from law in terms of the authority of the chief executive apart from the following authorisation based on a legal regulation:

"7. The Board of Directors shall be entitled to make decisions on modifying the name, registered seat (premises, branch offices), activities (except for the main activity) of the Company and to modify the Articles of Association accordingly."

The general meeting may authorise the Board of Directors to increase the registered capital of the Company and to make the related decisions.

#### 9. Agreement for the case of public purchase offer:

There is no significant agreement concluded with the participation of the Company which shall enter into effect, be modified or terminated following the change in the control of the Company after a public purchase offer.

### 10. Agreement between the Company and its employee:

There is no agreement concluded between the Company and any chief executive or employee thereof, which sets forth compensation for damages in the event that the chief executive resigns or the employee quits, if the legal relationship of the chief executive or the employee is unlawfully terminated or the legal relationship is terminated due to public purchase offer.

II.

### <u>Information on the Companies Involved in the Consolidation:</u>

The following subsidiaries belong to the sphere of consolidation of ENEFI Energy Efficiency Plc (31/12/2017):

|    | Name of Company                            | Country | Registered<br>Capital | Direct and indirect business share (%) | Voting<br>Ratio (%) |
|----|--|---------|-----------------------|--|---------------------|
| 1  | ENEFI Energy Efficiency Plc.               | Hungary | HUF 100,000,000       | -                                      | -                   |
| 2  | E-STAR Management Zrt.                     | Hungary | HUF 5,000,000         | 100%                                   | 100%                |
| 3  | ENEFI Projekttársaság Kft.                 | Hungary | HUF 3,000,000         | 100%                                   | 100%                |
| 4  | RFV Józsefváros Szolgáltató Kft.           | Hungary | HUF 3,000,000         | 49%                                    | 70%                 |
| 5  | Termoenergy SRL                            | Romania | RON 6,960             | 99.50%                                 | 99.50%              |
| 6  | E-STAR Centrul de Dezvoltare Regionala SRL | Romania | RON 525,410           | 100%                                   | 100%                |
| 7  | E-STAR Energy Generation SA                | Romania | RON 90,000            | 99.99%                                 | 99.99%              |
| 8  | E-STAR Alternative Energy SA               | Romania | RON 90,000            | 99.99%                                 | 99.99%              |
| 9  | SC Faapritek SA                            | Romania | RON 90,000            | 99.99%                                 | 99.99%              |
| 10 | EETEK Limited                              | Cyprus  | EUR 1,000,000         | 100%                                   | 100%                |

111.

## 1. Business Environment and Development of Operations and Comprehensive Analysis of the Performance and the Circumstances of the Company; Business Policy of the Company:

#### **Brief Story of the Issuer**

The predecessor of the Company named Regionális Fejlesztési Kft. was founded by two private people in 2000. The founders intended to establish an ESCO (Energy Service Co., i.e. dealing with energy saving) type of company. Initially one of the main activities of the Company was cost-effective electrical energy supply which still provides significant revenues today. The Company provided continuous consultancy for its customers to assist them to choose the most favourable tariff package from the regionally competent energy supplier. In the framework of the service, the electrical energy was purchased by the Company and sold to its customers at a more favourable price than earlier. The customer and the Company shared the saved costs on the basis of a long term agreement concluded between them. Since 1 January 2008 however the free energy market was opened, which means that economic organisations may freely choose their energy suppliers and individually determine the conditions of the service. The Company also adapts to the changed circumstances and negotiates with several traders of the energy market, takes steps together with its partners to achieve the best possible conditions. The other main activity of the Company has been luminous flux regulation of street lighting since its foundation. Then in 2004 the Company took heating modernisation and thermal energy supply to its product range. A significant part of the customers of the Company are municipalities and municipal institutions but there are also public institutions, church institutions, condominiums and private enterprises among them. The Company was transformed into a private limited corporation on 12 June 2006, then on 12 March 2007 the Court of Registration registered the change of "private limited corporation" form into "public limited corporation". The Initial Public Offering of the shares of the Company took place at the Budapest Stock Exchange on 29 May 2007. The Initial Public Offering of the shares of the Company took place at the Warsaw Stock Exchange on 22/03/2011. The Company was brought under bankruptcy proceedings in 2012 which was successfully closed by an agreement with the creditors. The actual operation of the Company is currently limited to the territory of Hungary and there are legal proceedings in progress concerning its terminated agreements.

### **Business Environment of the Company**

The Corporate group with its registered seat in Budapest consists of enterprises present in Hungary and Romania, the subsidiaries of which deal with heat production and supply as their main activity.

ENEFI sold its operations in Poland and it is not operating any working project in Romania any more, it is enforcing its claim in front of court. Among the Romanian companies of the group SC E-Star Mures Energy, SA SC E-Star Investment Management SRL and SC E-Star ZA Distriterm SRL are under liquidation.

### **Introduction of Business Activity by Spheres of Activity**

The sales revenue of the Company comes from the following major activities:

Heat supply service

### Heat supply service with heating system modernisation

Municipalities and public institutions often solve the heating of their institutions with obsolete, wasteful heating systems. Moreover the maintenance of the obsolete systems can only be solved with greater difficulties and higher maintenance costs; the potential failure of the equipment may cause significant, unplanned investment. The investment may potentially be only implemented by loan and the further

worsening credit rating due to the poor municipality management. Following the individual survey of the buildings of the customers and the preliminary survey of needs, the Company prepares an offer package in this business branch, which includes a proposal for the long term solution of heat supply at higher standards. Following the conclusion of the agreement the Company implements the energetic modernisation prepared during the survey and undertaken in the impact study without involving the resources of the customer, then it provides long term (10-25 years) heat supply service on the modern system, including operating and maintenance tasks. Depending on individual needs, the modernisation may include the replacement of the boiler, the conversion of the heat consumption into a controllable and measurable system (converting the heating systems into multiple circles, installing thermostatic controls, building in heat pump, etc.). The Company acquires the further factors required for providing the heat supply (e.g. leasing boiler-house, electric energy, water, etc.) partly from the customers. The Company purchases the equipment from the Hungarian representatives of worldwide companies (e.g. in case of boilers, these companies are typically Viessmann, Buderus, Hoval, etc.), who usually perform installation too. The Company also concludes long term agreements for the maintenance of the equipment with a local subcontractor. The modernisation results in significant, even 40-50% energy cost saving among the same conditions. In order to ensure heat supply, the Company usually uses gas-fired equipment. Instead of the direct "gas supplier - municipality" relationship, the Company purchases gas and supplies heat to the customers in a "gas supplier (gas trader) - Company" relationship. The customer uses the heat supply at lower costs while the heating system is modernised. The customer periodically (monthly) pays a basic, or service fee and a consumption fee according to a previously determined formula. The Company adjusts the unit price of the heat supply service to the gas price invoiced by the

### **Major Markets**

### **Geographical Penetration of ENEFI**

- Initially ENEFI Plc. implemented successful heating supply, public lighting and kitchen technology developments in Hungary, primarily in the municipality sector.
- Due to the changing economic and social requirement in our region, the demand for the solutions offered by the Company increased, which allowed for the regional expansion of the Company becoming stronger and obtaining references in Hungary.
- Since the municipalities are rather under-financed in our region, the heating technology of public institutions is also obsolete, significant savings may be achieved, therefore the attention of ENEFI has turned towards the surrounding countries, especially Romania since 2010 and Poland since 2011.

The Company sold its operations in Poland in 2016, it is not operating any working project in Romania either, thus the area of operation has been limited to the territory of Hungary.

### The most important services (branches) of the entire group are the following

The most important services (branches) of the entire group are the following:

- efficient thermal energy and district heating supply based on sustainable primary energy
- modernisation and exploitation of efficiency in energy supply and transformation equipment

### Management of the Company, Objectives and Strategy

Among its first tasks the newly elected Board of Directors of the Company have found it important to determine and communicate its short and medium term objectives about the Company to the honourable Shareholders: <a href="https://www.bet.hu/newkibdata/120976438/K">https://www.bet.hu/newkibdata/120976438/K</a> zlem ny IG c Ikit z sek.pdf Modified strategy: https://www.bet.hu/site/newkib/en/2019.03./ENEFI\_Energyefficiency\_Plc.\_-\_GM\_-\_Resolutions\_128180468

### Major Resources of the Company

The number of employees in the Company has been reduced to the minimum as a result of the former dramatic downsizing of operations. The head count is sufficient to maintain daily operations. Operations with the significantly downsized corporate centre can be compared with the basic operations of an investment. In case of starting new and large projects more staff may be required. The successful closure of the former bankruptcy proceedings stabilised the market position of the Company in Hungary. The amount of external liabilities in Hungary has practically been reduced to the incoming invoices during the daily operations. The payment discipline of the remaining customers is sufficient. The Company is able to finance the operations form its revenues. In case of starting new projects it acts with due carefulness and consideration of risks. The customers (municipalities and their institutions) involve the risk of not paying. Currently the entire Hungarian operation takes place without using bank financing. In the event that the capital requirement of the newly started projects exceeds the available amount of resources, the Company will need external financing.

### **Risk factors**

The detailed description of the risk factors is included in the previously published Consolidated Report of the Company (pages 22-37), which is available here: <a href="http://bet.hu/newkibdata/115693892/T">http://bet.hu/newkibdata/115693892/T</a> i koztat .pdf

### Trading Profit of the Annual Report Period and Prospects

The trading profit of 2018 was negatively influenced by the fact that year 2018 was an exceptionally warm year. After the actual closure of the Romanian branch of the Company, the future temperatures will not affect the business of the Company.

### Quantitative and Qualitative Indexes and Indicators of Performance Measurement.

The corporate group level indicators as per 31 December 2018 are presented in the table below.

| Name of index  Rate of fixed assets:   | 31 December 2018 | 31 December 2017 |
|--|------------------|------------------|
| (fixed assets/total assets)  | 68%              | 62%              |
| Indebtedness rate:<br>(payables/Resources)                                       | 21%              | 27%              |
| Profitability in the ratio of sales revenues (pre-tax profit/net sales revenues) | -59%             | -21%             |
| Profitability in the ratio of own capital (pre-                                  | 20%              | -9%              |
| iquidity index I.:<br>current assets/short-term<br>abilities)                    | 255%             | 175%             |
| Quick liquidity ratio<br>cash/short-term liabilities)                            | 79%              | 94%              |

### <u>Detailed Description of the Consolidated Financial Situation of the Company</u>

The detailed description of the consolidated financial situation of the Company is included in the annual report presented together with the present report, while the annual consolidated report includes it at corporate group level.

The Company hereby calls attention to the fact that as a public stock exchange company it shall publish all significant events related to the Company, which can be found on its website (www.e-star.hu, www.enefi.hu) and on the website of Budapest Stock Exchange Plc. (www.bet.hu) as well as the website operated by MNB (www.kozzetetelek.hu). Major Economic Events and Assessment of 2018

ENEFI presented its major economic events of 2018 in details in its announcements of the reference year.

The Company hereby calls attention to the fact that as a public stock exchange company it shall publish all significant events related to E-Star in the form of announcements, which can be found on its website (www.e-star.hu , www.enefi.hu) and on the website of Budapest Stock Exchange Plc. (www.bet.hu) as well as the website operated by MNB (www.kozzetetelek.hu).

## 2. Major Events, Particularly Significant Processes after the Balance Sheet Day

ENEFI presented its major economic events of 2019 in details in its announcements of the reference year.

The Company hereby calls attention to the fact that as a public stock exchange company it shall publish all significant events related to E-Star in the form of announcements, which can be found on its website (www.e-star.hu, www.enefi.hu) and on the website of Budapest Stock Exchange Plc. (www.bet.hu) as well as the website operated by MNB (www.kozzetetelek.hu).

# 3. Expected Development (Known and Expected Development of the Economic Environment Depending on the Expected Effect of Internal Decisions):

The corporate group shall devote the near future to fulfil the strategic objectives announced earlier. It had previously announced its short and medium term objectives of the Company: <a href="https://www.bet.hu/newkibdata/120976438/K\_zlem\_ny\_IG\_c\_lkit\_z\_sek.pdf">https://www.bet.hu/newkibdata/120976438/K\_zlem\_ny\_IG\_c\_lkit\_z\_sek.pdf</a>

### 4. Field of Research and Experimental Development:

The corporate group did not do such activity in 2018 and does not plan to do it in the future.

#### 5. Premises:

The corporate group did not establish any new premises or branch offices in 2018.

### 6. Employment Policy:

The corporate group has a reduced number of employees according to its current economic situation. According to the employment policy of the corporate group, the headquarters of the corporate group is operated with a "knowledge centred" view, typically employing highly educated professionals. The professionals required for the investments implemented in the operation of the corporate group are employed via contracts of agency.

### 7. Environment protection:

The corporate group pays particular attention to the protection of the environment in the business and operative activities. The major business of the corporate group is modern energy supply implemented by energy developments, which in addition to constituting the source of incomes of the corporate group, prevents the environment from significant amounts of pollution and use of energy. The corporate group had continuously looked for the possibilities of using and utilising renewable energies in its previous operations too. Energy saving and thus the increased protection of the environment is a fundamental objective and business policy of the corporate group.

### 8. Utilisation of Financial Instruments:

The Company did not have open positions in its business operations in 2018 and it will not open new ones.

### 9. Risk Management Policy and Hedging Transactions Policy:

The Company prevents potential risks arising from currency exchange rates by currency market transactions. Such transactions did not take place in the reference year.

### 10. Price, Credit, Interest, Liquidity and Cash-flow Risks:

The risks affecting the operation of the Company have been presented above with references.

IV.

## Report of the Board of Directors for the Consolidated Report of the Company for 2018:

The Board of Directors prepared and accepted the consolidated annual report of ENEFI Energy Efficiency Plc. for year 2018 in accordance with IFRS.

The Company suggests its shareholders knowing the reports of the Board of Directors, the Supervisory Board and the Auditor, to accept its annual consolidated report for year 2017 prepared in accordance with IFRS

| the amount of HUF -52 443 thousand profit for the reference year, | the amount of HUF 1 759 317 thousand the amount of HUF -52 443 thousand | total assets for the reference year, profit for the reference year. |
|---|---|---|
|---|---|---|

The Board of Directors hereby calls the attention of its reputable investors to the fact that the consolidated annual report of the Company constitutes an inseparable part of the present report and requests them to make their decision on the acceptance of the report (including the supplementary annex and the related notes as well) carefully getting informed of these.

The Board of Directors of the Company still does not suggest the General Meeting to decide on dividend payment.

The Board of Directors of the Company prepared and accepted its responsible company management report to be submitted to the Budapest Stock Exchange on the basis of a legal regulation, which was presented to the general meeting by the Supervisory Board.

V.

### **Company Management Declaration:**

Apart from the parent company, none of the transferable securities of any companies involved in the consolidation are traded with on any regulated market of the European Economic Area.

The company management declaration of the Company is included in its individual business report.

### **Declaration of the Issuer**

The annual report prepared on the basis of the accounting provisions applied and according to our best knowledge provides a reliable picture of the assets, liabilities, financial situation and profit of ENEFI Energy Efficiency Plc. and its affiliates involved in the consolidation, the situation, development and performance of the companies involved in the consolidation, describing the major risks and uncertain factors.

The Company hereby states that the executive report provides a reliable picture of the circumstances, development and performance of the Issuer, informing about major risks and factors of uncertainty.

Csaba Soós

László Bálint

Attila Gagyi Pálffy

members of the Board of Directors

**ENEFI Energy Efficiency Plc.** 

ENEFI Energiahatékonysági Nyrt.

1134 Budapest, Klapka utca 11. Adószám: 13719069-4-41 Csoportazonosító: 17781846-5-41

Banksz.sz: 12001003-00123720-00100000