

# Purcari Wineries Annual Report 2017



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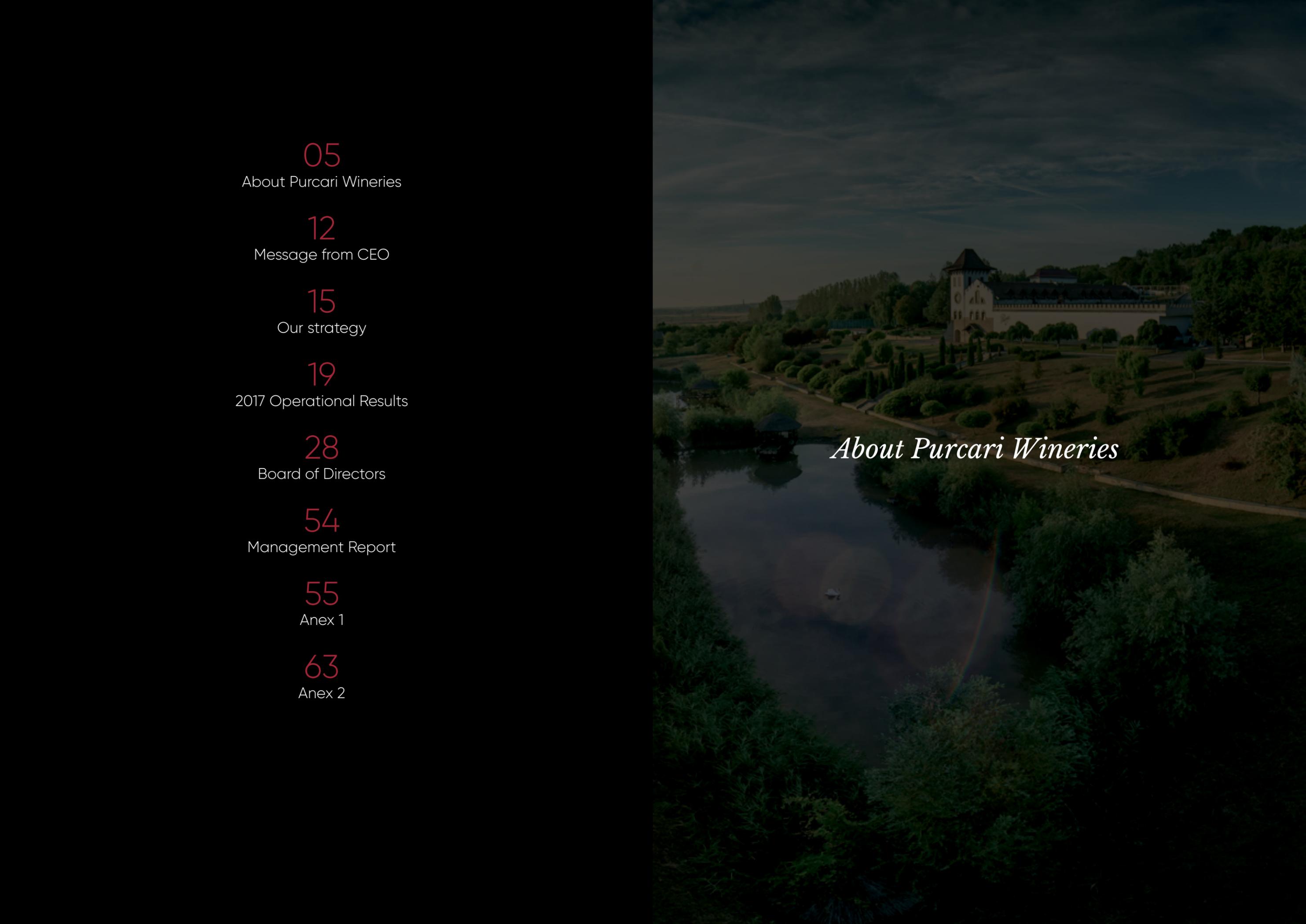
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An aerial photograph of the Purcari Winery estate. In the foreground, a calm lake reflects the sky and surrounding greenery. A large, light-colored building with a prominent tower and a blue roof is situated on a hillside in the background. The landscape is meticulously landscaped with various trees and manicured lawns.

*About Purcari Wineries*

*Founded in 1827 by French colonists,  
Purcari Group is now...*

**Awarded CEE winery of  
the year in 2015-2016 at Decanter  
London, "wine Olympics"**

.....

**#1 premium wine brand in Romania,  
Moldova**

.....

**Fastest growing large winery in  
Romania**

.....

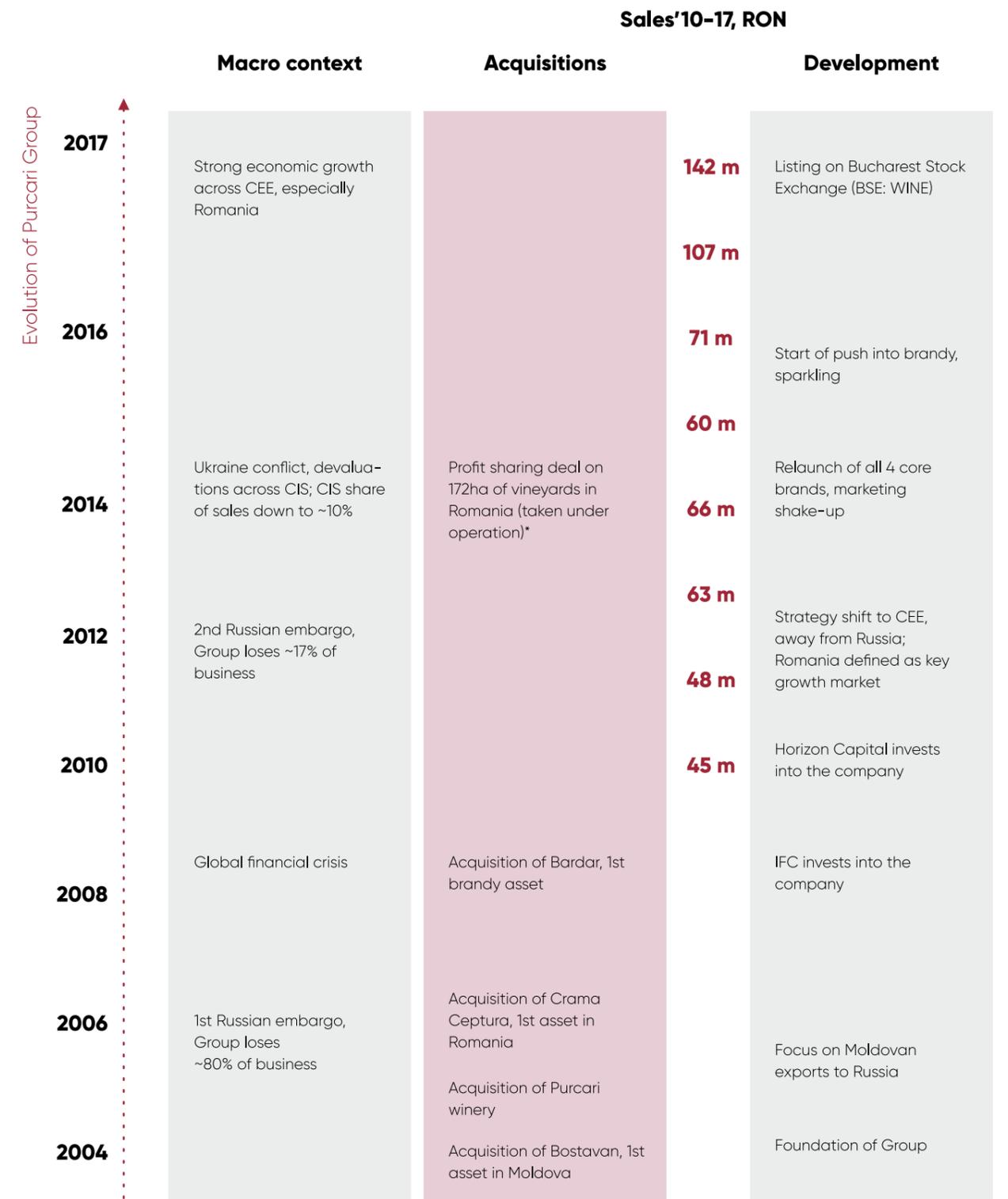
**Largest exporter of wine from  
Moldova**

**1,060 hectares of prime vineyards,  
top production assets**

.....

**Reputable shareholders alongside  
founder, Victor Bostan: Horizon Capital,  
Fiera Capital, Franklin Templeton,  
SEB, IFC etc.**

## *Purcari Wineries at a glance*



Purcari grew business organically and via acquisitions, successfully adjusting to macro headwinds, refocusing away from reliance on CIS to CEE

**Note:** Revenue for 2014 – 2017: IFRS financial statement issued in RON; Revenue for 2010 – 2013: IFRS financial statements issued in USD; \*now 164ha, taken under joint operation (130ha) and direct lease (34ha) Source: Company data

## Our mission and Values

### MISSION

To bring joy in people's lives, by offering them high quality, inspiring, ethical wines and excellent value for money.

### VISION

To become the undisputable wine champion in CEE, acting as a consolidator of a fragmented industry

### VALUES

#### Hungry

We win in the marketplace because we want it more

#### Ethical

Always do the right thing and the money will follow

#### Thrifty

The only way we can offer better value for money

#### Different

We proud ourselves on taking a fresh look on things

#### Better

We keep improving – both our wines and our people

## Successful IPO Boosting Visibility with Consumers, Partners

### Unprecedented press coverage, boosting brand

**The Washington Post**

"Moldovan winemaker pivots away from Russia, lists shares"

**The Economist**

"Noroc (cheers) for Moldovan wine"

**BR Business Review**  
WHERE ROMANIA TALKS BUSINESS

"Purcari Wineries lists on Bucharest Stock Exchange after successful IPO"

**bne INTELLINEWS**

"Putting New World techniques into Old World wine bottles"

**Bloomberg**

"Winemaker Purcari Looking to Expand in China After Romanian IPO"

**ZIARUL FINANCIAR**

"Vinurile Purcari au reușit să obțină 186 mil. lei deși piețele bursiere au avut o săptămână de coșmar"

**PROFi.ro**  
OPEN FOR FOLLOWERS

"Oferta Purcari Wineries, suprasubscrisă de 4 ori pe tranșa de retail"

### Increase in interest from general audience

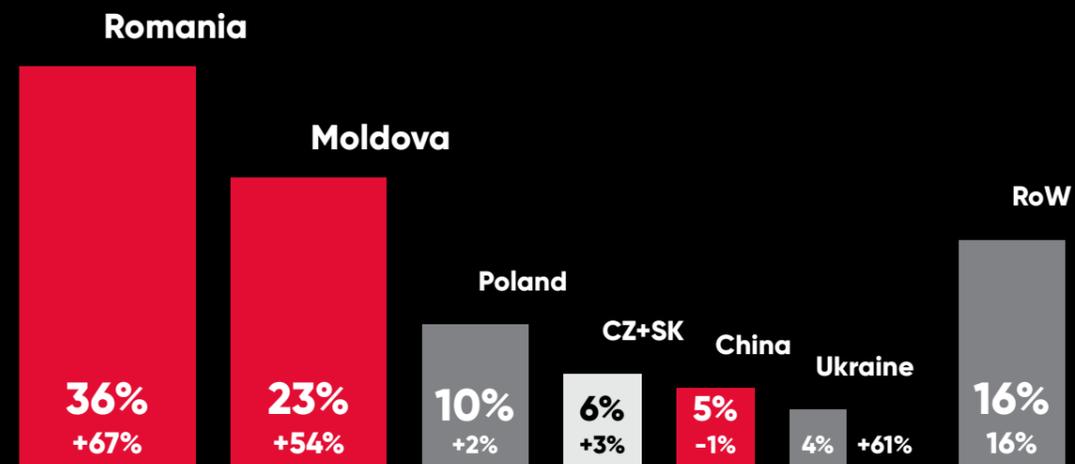
Number of Google searches for "Purcari"



# Purcari Wineries at a glance

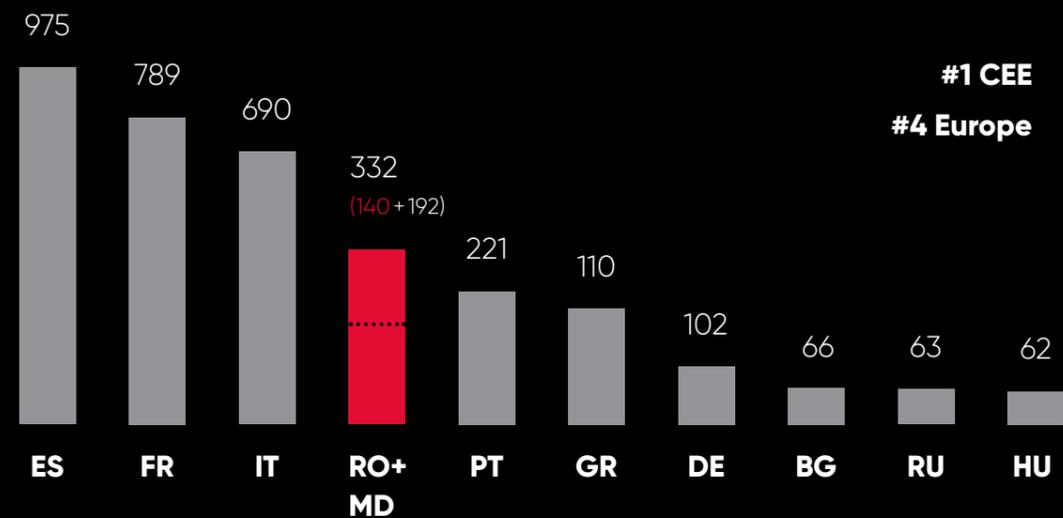
## Leading wine player in Romania and the CEE with a strong & expanding regional footprint

Geographical breakdown and growth of sales in value terms, 2017, %



## Located in a region with one of the richest wine heritages

Top 10 European countries by area under vines, kha



# 4 brands, covering a broad spectrum of segments





## *Message from CEO*

Dear stakeholders,

2017 has been an outstanding year. Listing the company on the Bucharest stock exchange marked a new chapter for Purcari, with higher visibility, higher scrutiny and a deliberate step outside our comfort zone. I am confident this will make us stronger as a company and will raise an already high bar performance wise. We are humbled by the backing we received from some of the world's preeminent investors, especially as our IPO road-show took place right in the middle of the markets meltdown in early February. We welcome you to the Purcari family, both large institutions and small retail investors, and want to assure you we take your vote of confidence with utmost responsibility. Virtually all my net worth is in Purcari stock, so my interests are fully aligned with yours, as are my efforts to see the value of Purcari multiply many times over.

I am delighted to see our organic growth exceed again 30% year on year in 2017, maintaining the high bar set in the previous three years. Please rest assured we will keep setting ambitious growth targets for ourselves going forward too. We ended 2017 as the undisputable leader of the premium wine segment in Romania, our Group's share now at 27%, while our overall market share increased to 9%, tripling since 2014. Including export sales, we aim to become the clear #1 winery in Romania and Moldova by the end of 2018. Being #1 is not only

a question of vanity. It is also about the logic of scale, which allows us to lower our unit costs, achieve better marketing efficiency and invest in better technology, all to the benefit of our consumers but also our bottom line. We continue to see the fragmentation of the wine industry as an anomaly, when other drinks segments like beer and spirits are so fragmented, and it is our strategic vision to consolidate this industry, both organically and via M&A.

We maintained the highest bar in terms of quality too. Our wines keep winning medals at the most prestigious competitions, while the millennials keep giving us high scores on Vivino. It is clear to us that the consumers become increasingly sophisticated, their expectations from wines keeps rising, while mobile technology creates unprecedented transparency in the wine market. The same way as Yelp and Trip Advisor have created transparency in the hotels and restaurants industry, apps like Vivino create transparency in the wine market. Gone will be the days when consumers are fooled by mediocre wines hiding behind fancy labels or appellations. Now everybody can have a sommelier in their pocket and inspect the score of a wine before buying it. These technological changes are a boon to a quality producer like Purcari, which also offers excellent value for money. Our average 3.9 out of 5.0 score on Vivino, better than many much pricier wines, is a testament to that.

The past year has not been without challenges. We continue to face the adverse effect of a strengthening MDL, which negatively impacts our margins, but this only makes us more focused on keeping our operational costs under control and finding savings elsewhere. We are bullish about 2018, given the poor harvest all over the globe, a trend to which Romania and Moldova were fortunate exceptions. The inevitable price rises by competition will benefit our bottom line. Foreseeing a shortage of wine in the bulk market, we have loaded up on inventories, crushing a record level of grapes in the autumn, approximately 23.4K tons in total, trading working capital for a higher margin in 2018.

I take the opportunity to thank our team, from grape-pickers to accountants, mechanics to salesmen,

production workers to laboratory staff. Purcari is not a place for a 9 to 5 job and, they will confirm, the pressure to perform and work very hard is tremendous. I am deeply thankful for the sacrifices all of them need to make and for their commitment to our vision and purpose.

Most importantly, we want to thank our consumers, who opt for our products among the myriad of alternatives. It is because of their loyalty and discernment that we have a business and we have a job. To their delight, the quality of our 2017 vintage is exceptional, including our best Rosé, Pinot Grigio and Sauvignon Blanc de Purcari ever, so we look forward to a medals rich 2018 and to record Vivino-scores. Please join me in raising a glass of Cuvée de Purcari, our gold awarded sparkling, to a very successful 2018!

**Victor Bostan**  
CEO

*Our strategy*

# Business model build at the intersection of three themes

Modern, cost-competitive winemaking



Affordable Luxury

Differentiated marketing

Purcari is positioned at the intersections of three themes:

**Modern winemaking:** the company is brand, as opposed to appellation centric and runs a cost-efficient business

**Affordable luxury:** as an aspirational brand, Purcari wines are an example of affordable luxury, building on a heritage dating back to 1827 and ranking among most awarded wineries in Europe

**Differentiated marketing:** the company is not afraid to be quirky about the way it approaches marketing, prioritizing digital channels and focusing on engaging content as opposed to traditional advertising

# Our Strategy: Growth engines to achieve CEE Leadership

## 1. Build out sales force; direct to retail

- Build out own sales in core-markets, repeat successful Romanian formula
- Grow share of direct to retail sales

## 2. Extend brands to new categories

- Move beyond wine; build on successful push into brandy
- Launched sparkling in 2017, expect non-wine segments to drive growth

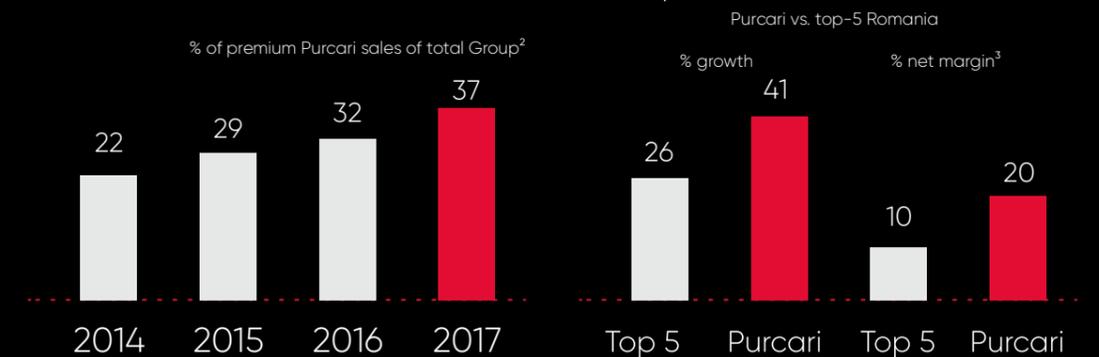


## 3. Continue shift to premium, up mix

- Premium Purcari sales tripled over the last two years, boosting margins
- Way to go as ex-works price of premium Purcari ~4x the price of mass-market Bostava

## 4. Grow via acquisitions

- Wine sector fragmented, high share of "hobbyist" operators, lacking expertise
- Opportunity to bring these up to the operational standards of Purcari Group



**Vast room to grow** in fragmented €3.6bn core CEE market; drive consolidation; **bigger scale** to further strengthen **competitive advantage**

Note: (1) Some 2/3 of direct sales in Romania include sales done via Parmafood, a logistics services supplier. For sales done using Parmafood logistics, Group's management has direct contact with retailers and Parmafood doesn't have any impact on marketing plans of Purcari Group with the retailers; (2) IFRS accounts; (3) CAGR for 2015-2017 in RON, net margin for 2017, IFRS  
Source: Company Information, the Ministry of Finance, public data;

*Unlike beer and spirits, wine quite fragmented; consolidation imminent*

**Volume share top-3 players by country, %**



As wine market moves **from terroir- to brand-centric** and leaders **build scale / sophistication**, the market is **ripe for consolidation**

Source: Euromonitor 2016, market share for top - 3 players in the still wine category; \*excludes Murfatlar, in insolvency



*2017 Operational Results*

# Key operational highlights of 2017

## Very strong revenue growth

2017 Sales up 33% yoy, to RON 142m

Romania remains largest growth driver, growth accelerating to 67% yoy

Maintained premiumization trend, with premium Purcari brand showing fastest growth, +58% yoy

## Solid margins, despite adverse Fx

Gross margin down 2.3 pp yoy, to 47.6%, on 7.7% MDL vs. RON appreciation yoy, mostly in 4Q17

Adj. EBITDA up 18%, to RON 44m

Net income up 25%, to RON 29m

## Successful innovations, launches

Strong consumer & critics reception for Sparkling launch (1 gold, 2 silvers at Effervescents du Monde)

Strong traction for Crama Ceptura Astrum – launched in the 15-20 RON/ bottle RSP segment

Major marketing campaign for Crama Ceptura in Romania, brand sales up 56%

## Ongoing investment into quality, processes

Invested RON 9m in CAPEX, in capacity, quality; tech making the difference with consumers quality wise: state of the art sparkling section, thermovinification, refrigeration, pneumatic press etc.

Continue investing in digitalization of processes, including agro-operations software and satellite monitoring of vineyards

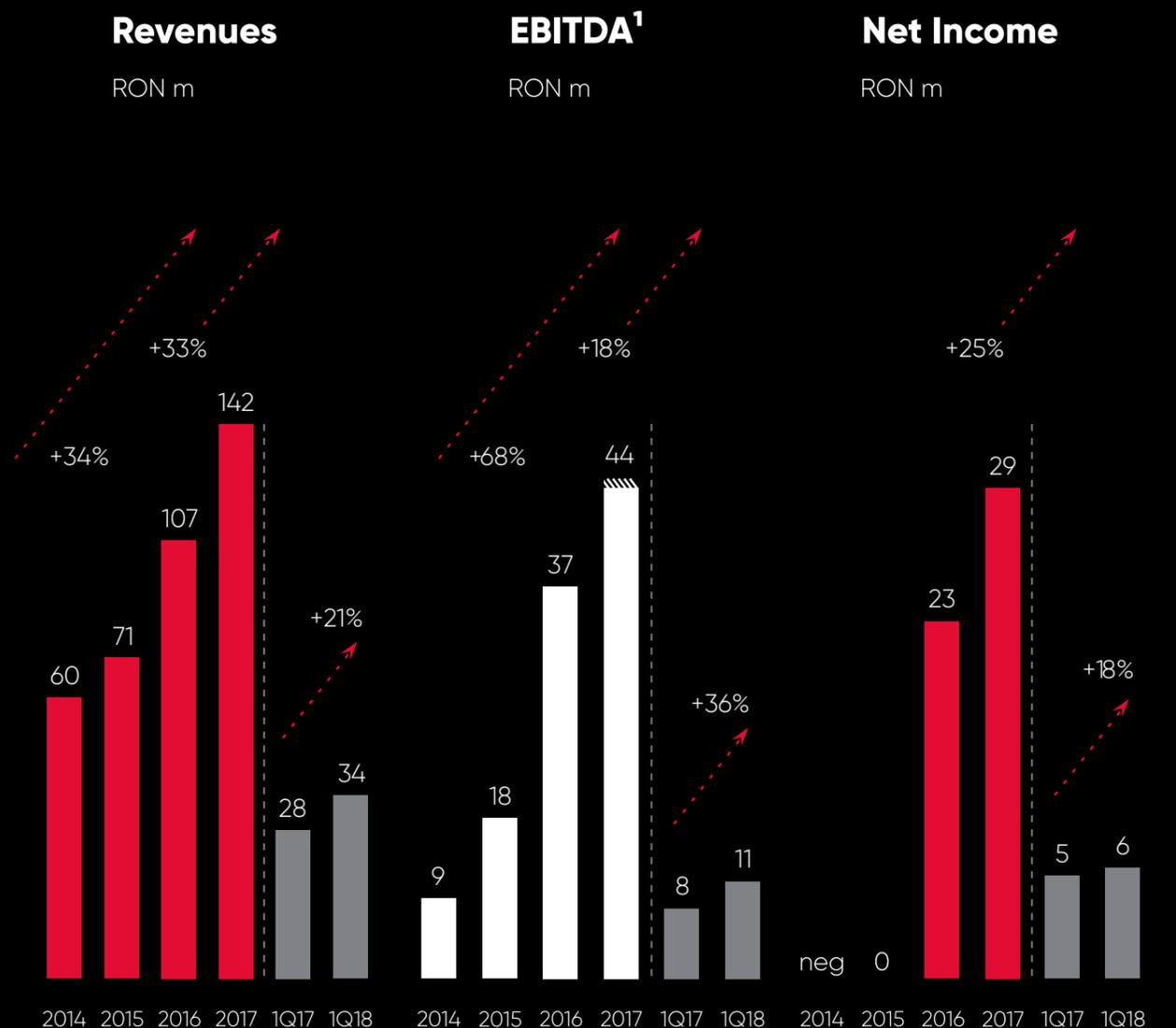
## Strong outlook for 2018

Optimistic outlook on 2018, on favorable pricing environment, strong 2017 harvest

Organic revenues growth guidance +24-28%

EBITDA margin 33-36% and Net Income margin 23-26%, assuming no Fx improvements

# Strong 2017, our 3<sup>rd</sup> year of 30%+ top line growth. Good Start of 2018, accelerated ebitda growth



Note: (1) For 2017, un-normalized EBITDA is RON 42.4 m, while Adjusted EBITDA is RON 43.6 m –normalizing the EBITDA for non-recurring, IPO related expenses

## Markets: Romania largest and highest growth market

## Brands: Premium Purcari main growth driver

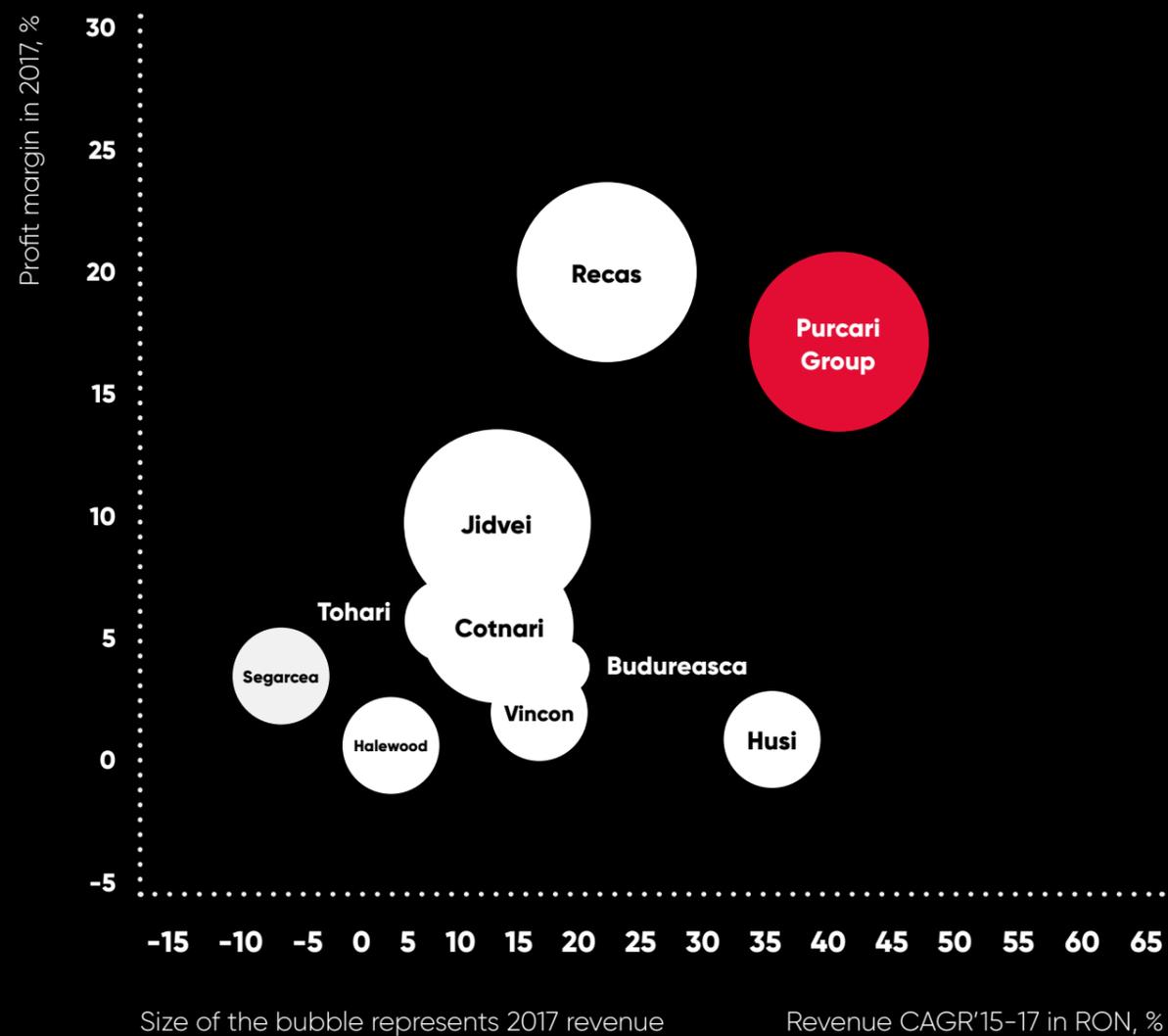
Market	Share of sales, 2017, %	Growth, 2017 yoy, %	Comments
<b>Romania</b>	<b>36%</b>	<b>+67%</b>	<b>RO:</b> Entered Lidl and Profi chains; Growth supported by massive media campaign in Q4 for Crama Ceptura; entered sparkling segment with Purcari and Dor lines
<b>Moldova</b>	<b>23%</b>	<b>+54%</b>	<b>MD:</b> Strong dynamic helped by MDL appreciation; successfully piloted sparkling, in both premium and mass-market segments
<b>Poland</b>	<b>10%</b>	<b>+2%</b>	<b>PL:</b> traded growth for margins, leading to sub-par growth; strong traction of the premium Purcari brand -up 50%, albeit from smaller base; goal to increase share of premium sales, build out Purcari
<b>Czech Rep. &amp; Slovakia</b>	<b>6%</b>	<b>+3%</b>	<b>CZ, SK:</b> strengthened cooperation with COOP chain
<b>Asia</b>	<b>5%</b>	<b>-1%</b>	<b>ASIA:</b> very strong demand in Q4, ahead of the Chinese new year; signed up two new distributors; push on premium Purcari brand, with sales up 1.4x yoy
<b>Ukraine</b>	<b>4%</b>	<b>+61%</b>	<b>UA:</b> very strong traction, by both Bostavan and Purcari brands, on improving consumer sentiment
<b>RoW</b>	<b>16%</b>	<b>16%</b>	

Brand	Share of sales, 2017, %	Growth, 2017 yoy, %	Comments
 <b>PURCARI</b> CHATEAU	37%	<b>+58%</b>	<b>PURCARI:</b> Romania remains largest market, up 82%, strengthening position as clear #1 premium brand; strong dynamic in Ukraine, Poland - up 61% and 50% respectively, albeit from lower bases; Asia up 68%, on new distribution partnerships
 <b>BOSTAVAN</b>	35%	<b>+20%</b>	<b>BOSTAVAN:</b> strategy focused on brand premiumization, pushing the Dor series, further exiting the lower end segment, trading volume for margin
 <b>CRAMA CEPTURA</b>	16%	<b>+47%</b>	<b>CRAMA CEPTURA:</b> strong traction on massive marketing push in Q4, including TV with Busu, a celebrity weather anchor as brand ambassador; entered the strategic 15-20 RON/bottles RSP segment with Astrum, to a very encouraging reception by consumers
 <b>DIVIN BARDAR</b>	13%	<b>+21%</b>	<b>BARDAR:</b> continued shift from bulk to bottled brandy, started in 2015; sales of bottled brandy up 83%, as share split of bottled/bulk changed from 46:54 in 2016 to 71:29 in 2017

# On track to become the leading Romanian winery

## Purcari Group – #1 fastest growing and #2 most profitable among large Romanian wineries

Revenue CAGR'15-17 in RON vs. profit margin in 2017 of top 10 wineries in Romania in terms of revenue in 2017



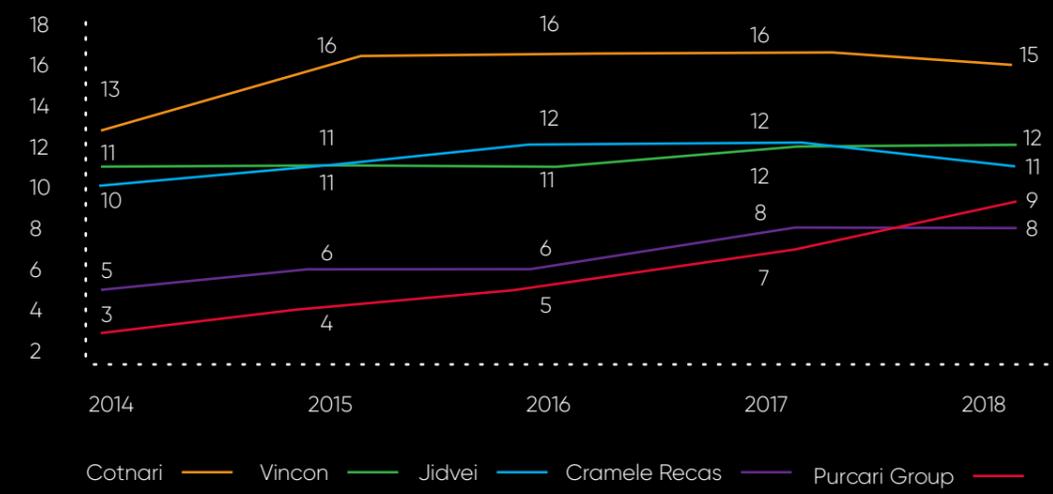
**Note:** Revenue for Purcari Group as per consolidated financial statements, revenue for other wineries as reported by the Ministry of Finance statutory accounts; The Ministry of Finance data is not on a consolidated basis. For Recas, Vincon, Halewood, Tohari, Budureasca only the main company of the group was considered. For Husi and Segarcea Profit margin of 2016 and Revenue CAGR'15-16 were considered as 2017 have been not published yet

**Source:** company data, public data

# Purcari is now a clear #1 in premium in Romania, and top-5 overall

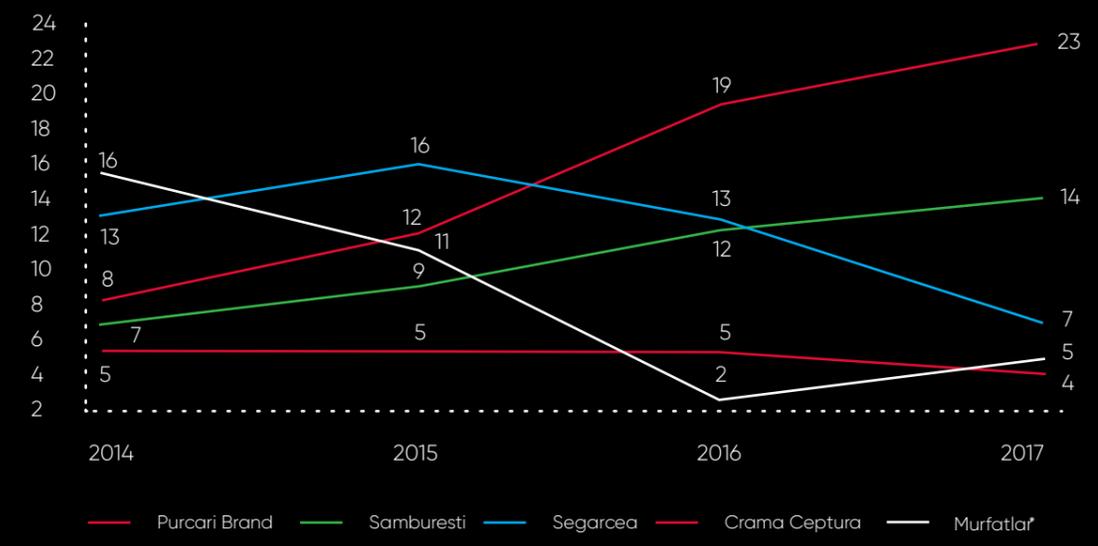
## Overall, Purcari has tripled MS in 4 years...

Value share of TOTAL retail market, Romania, %



## ...while becoming a clear #1 in Premium

Value share of Premium (RON 30+ /liter) retail market, %  
27% MS in Premium for Group, with 2 brands in top-5



Notes: (1) period from December 2017 to January 2018; (2) period from February 2017 to January 2018  
Sources: Nielsen report; Purcari Group = Purcari, Crama Ceptura and Bostavan brands; Lacrima lui Ovidiu brand

# State of the art technological equipment and winemaking know-how

## Key interventions to ensure superior quality of Group's wines



### Harvesting

- Vineyards located in close proximity to processing + use of modern efficient New Holland machinery = **delivery of harvested grapes within 2 hours** to processing facilities which preserves natural qualities of grapes
- **Hand-harvesting + use of small boxes**, to prevent oxidation in transit



### Preparation

- **The cooling of whites** before processing increases aroma, in particular for aromatic grapes, like Sauvignon Blanc or Feteasca Alba
- **Thermovinification for red wines** – moderately heating up grapes prior to fermentation for greater color and tannin extraction



### Fermentation

- Modern tanks allow for controlled and closely monitored vinification process which creates **rich fruity wines, without extracting excessive alcohol** from wine bases, matching latest customer preferences



### Filtering

- Use of **membrane filtering under nitrogen** to provide microbial stability along with clarity of wine. Nitrogen minimizes the levels of oxygen present, preserving flavors and significantly improving shelf life



### Storing

- **Micro-oxygenation** introduces oxygen into wine base in a controlled manner, adding to roundness and balance of wines
- Storage for reds in Seguin Moreau oak barrels in air-conditioned environment to ensure **right temperature and humidity level**



### Blending

- **Inspection, tasting, and laboratory** tests of wine base before and after aging in oak barrels.
- Blending on different various varieties to **create unique blends** and ensure consistency of wine character across vintages

# Purcari brand is part of the popular culture, a true icon



Known as the brand with a long standing tradition of shipments to Royal courts



Wine with an attitude, taking position on key societal issues



With a cosmopolitan image; here showcased by John Kerry, the US State Secretary; but also featured in the very popular Black Butler comics (Kuroshitsuji manga), in Japan





## *Board of Directors*

## *Board of Directors*

<b>Name</b>	<b>Date of appointment</b>	<b>Title</b>
<b>Monica Cadogan</b>	Listing date	Non-executive, Independent Director
<b>Vasile Tofan</b>	Listing date	Non-executive, Non-independent Director
<b>Victor Bostan</b>	Listing date	Executive, Non-independent Director
<b>John Maxemchuk</b>	Listing date	Executive, Non-independent Director
<b>Neil McGregor</b>	Listing date	Non-executive, Independent Director

**Chairman of the Board of Directors:**

Vasile Tofan, appointed on the April 24th, 2018

**Company Secretary:** Inter Jura CY (Services) Limited

**Independent Auditors:** KPMG Limited  
14, Esperidon Street  
1087 Nicosia  
Cyprus

**Registered office:** 1, Lampousas Street  
1095 Nicosia  
Cyprus

## *Declaration of the Members of the Board of Directors and the person responsible for the preparation of the consolidated financial statements of the Company*

In accordance with Section 9 sub-sections (3 (c)) and (7) of the Transparency Requirements (Securities for Trading on Regulated Markets) Law of 2007 as amended (the "Law") we, the members of the Board of Directors and the other responsible persons for the consolidated financial statements of Purcari Wineries Public Company Limited (the "Company") for the year ended 31 December 2017, confirm that, to the best of our knowledge the annual consolidated financial statements which are presented on pages 42-89:

**(i)** have been prepared in accordance with the applicable International Financial Reporting Standards as adopted by the European Union and in accordance with the provisions of Section 9, sub-section (4) of the Law, and

**(ii)** give a true and fair view of the assets and liabilities, the financial position and the profit or loss of Purcari Wineries Public Company Limited and the undertakings included in the consolidated accounts as a total, and the Consolidated Management report provides a fair view of the developments and the performance of the business as well as the financial position of the Company and the undertakings included in the consolidated accounts as a total, together with a description of the main risks and uncertainties that are facing.

Members of the Board of Directors:

<b>Vasile Tofan</b>	Non-executive, Non-independent Director
<b>Monica Cadogan</b>	Non-executive, Independent Director
<b>Victor Bostan</b>	Executive, Non-independent Director
<b>John Maxemchuk</b>	Executive, Non-independent Director
<b>Neil McGregor</b>	Non-executive, Independent Director

Person responsible for the preparation of the consolidated financial statements of the Company:

<b>Victor Arapan</b>	Chief Financial Officer
----------------------	-------------------------

21 May 2018

## 1. CORPORATE INFORMATION

Purcari Wineries Plc ("Purcari", "Group", or "Company") is one of the largest wine groups in the Central and Eastern Europe (CEE) region. The Group manages around 1,000 hectares of vineyards and operates four production platforms in Romania and Moldova, three of which are dedicated to wine production using grapes from own vineyards and from third-party suppliers and one dedicated to brandy production. In December 2017, the Group had over 500 employees in its four production platforms.

The Group is the leader in the premium wine segment in Romania, with a 27% segment share, and the largest wine exporter from Moldova, delivering to over 30 countries in Europe (Poland, the Czech Republic, Slovakia, Ukraine, Norway, UK etc.), in Asia (China, Japan, South Korea) and in America (Canada and USA).

Founded in 1827, Purcari is the most awarded winery from the CEE region at Decanter London 2015-2016 and among the best ranked on Vivino.

The Group has 3 wine brands across wide range of price segments in the still and sparkling wine categories, as well as a brand in the popular premium brandy segment:

### Premium wine: Purcari

("True values don't change with time. Since 1827") is the Group's flagship brand, dating back to 1827. It achieved its first international success in 1878, winning the gold medal at the Paris World Exhibition with Negru de Purcari. Purcari is the most awarded CEE winery at Decanter London in 2015-2016 with 16 medals. In 2016, the Group received 23 medals from Decanter,

IWCS, Challenge International du Vin Bordeaux and Concours Mondial de Bruxelles. Wine Enthusiast, a global wine publication, ranked 8 Purcari wines with 90+ points in 2015-2016.

### Medium to premium wine: Crama Ceptura

("14 days of extra sunshine") was acquired in 2003. It is primarily distributed in Romania. Ceptura is situated in the Dealu Mare region, which is among the most recognized wine regions in Romania, having a premium image, which strengthens the brand's value proposition. The brand story is based on the unique climate of Dealu Mare micro-zone, with bountiful sunshine combined with the favorable topography of the hilly area, near the Carpathian slopes, allowing for optimal sun exposure. Since 2014, Crama Ceptura wines are offered in three price categories: premium Cervus Magnus Monte, medium-priced Astrum Cervi, and economy plus Cervus Cepturum.

### Economy plus to popular premium wine: Bostavan

("Taste it. Love it.") was launched in 2005. Since 2013, a unified Bostavan umbrella brand was launched to support a portfolio of sub-brands in the economy and medium-priced segments and build stronger brand recognition for the wide family of wines. Starting with 2016, the Group focused on the gradual premiumization of the Bostavan brand, with the launch of Dor series, riding a cool-ethno communication platform.

### Medium to premium brandy: Bardar

("Only grapes, oak and patience"). The brand was launched in 1929 with the foundation of the distillery by a

German entrepreneur. Historically, the Group did not focus on pushing the branded sales of Bardar, relying predominantly on the sales of bulk brandy. However, starting 2015 Bardar adopted a change in strategy, focusing on the sale of branded bottled products. The relaunch of Bardar as an aspirational, progressive brand has been a successful one turning it into a growth engine for the Group.

The Company is a public company incorporated and organized under the laws of Cyprus, registered with number HE 201949. The corporate seat of the Company is in 1 Lampousas Street 1095 Nicosia, Cyprus. The Company operates in accordance with Cypriot law, the Memorandum of Association and the Articles of Association.

The Company is a holding company for the Group, which comprises three subsidiaries in the wine segment, Vinaria Purcari, Crama Ceptura and Vinaria Bostavan and one subsidiary in the brandy segment, Vinaria Bardar. Vinaria Bardar is held through two other subsidiaries, Vinorum Holdings and West Circle. The Company has also minority participations, through the shares held by Vinaria Purcari in Glass Container Company, the leading Moldovan glass bottle producer and the shares held by Crama Ceptura in Ecosmart Union, a company responsible for recycling management.

The Company's subsidiaries and information related to the ownership interest as of December 31, 2017, are presented below:

Company name	Country of Incorporation	Principle activity	Ownership interest, %
Vinorum Holdings Ltd	Gibraltar	Holding company	100%
West Circle Ltd	British Virgin Islands	Holding company	100%
Crama Ceptura SRL	Romania	Production, bottling and sales of wine	100%
Vinaria Bostavan SRL	Republic of Moldova	Production, bottling and sales of wine	99.54%
Vinaria Purcari SRL	Republic of Moldova	Production, bottling and sales of wine	100%
Vinaria Bardar SA	Republic of Moldova	Production, bottling and sales of divins	54.61%

## 2. SHAREHOLDERS AND ISSUED CAPITAL

As of December 31, 2017, the shareholder's structure of Purcari Wineries is as presented below:

	Shares held, number	Shares held, %
<b>Horizon Capital<sup>1</sup></b>	12,710,313	63.55
<b>Victor Bostan<sup>2</sup></b>	6,006,172	30.03
<b>IFC</b>	1,283,511	6.42
<b>Other</b>	4	0.00002

As of December 31, 2017, the directors with shareholdings is as presented below:

	Shares held, number	Shares held, %
<b>Victor Bostan</b>	6,006,172	30.03

Starting from 14 of February 2018, the shares issued by the Company were admitted to trading on the Bucharest Stock Exchange following to an initial public offering ("IPO") initiated by the shareholders Victor Bostan, Horizon Capital,

and IFC, for 49% of the Company's shares (representing 9,800,000 shares).

The shareholders' structure following the initial public offering is as presented below:

	Shares held, number	Shares held, %
<b>Victor Bostan</b>	5,006,172	25.03
<b>Horizon Capital</b>	4,539,233	22.70
<b>SEB Investment Management AB</b>	1,689,882	8.45
<b>Fiera Capital</b>	1,588,300	7.94
<b>Franklin Templeton Investment Management</b>	1,040,400	5.20
<b>IFC</b>	654,591	3.27
<b>Others</b>	5,481,422	27.41

<sup>1</sup> Investment held via Lorimer Ventures Limited, a holding company wholly owned by Emerging Europe Growth Fund II, L.P, a fund managed by Horizon Capital Associates II, LLC

<sup>2</sup> Shares held through Amboselt Universal Inc, a special purpose vehicle for the shareholding of Mr. Victor Bostan, who is the ultimate beneficiary of 83.5% in Amboselt Universal Inc

The directors with shareholdings following the initial public offering is as presented below:

	Shares held, number	Shares held, %
<b>Victor Bostan</b>	5,006,172	25.03

As of May 15, 2018, the shareholder's structure of Purcari Wineries is as presented below:

	Shares held, number	Shares held, %
<b>Victor Bostan</b>	5,006,172	25.03
<b>Horizon Capital</b>	4,539,233	22.70
<b>Franklin Templeton Investment Management</b>	1,700,000	8.50
<b>SEB Investment Management AB</b>	1,689,882	8.45
<b>Magna New Frontiers Fund</b>	1,302,226	6.51
<b>IFC</b>	654,591	3.27
<b>Others</b>	3,519,596	17.60

On 15 May 2018, the directors with shareholdings are as follows:

	Shares held, number	Shares held, %
<b>Victor Bostan</b>	5,006,172	25.03

## 3. DEVELOPMENTS IN 2017

### Acquisition of shares in IM Glass Container Company S.A. group

The Group invested RON 6.4 million to acquire a 31% share interest in Glass Container Company, a leading producer of glass bottles in Moldova and one of the Group's key suppliers of wine bottles, from the Moldovan state, part of a broad privatization program.

### Ongoing investment into quality, processes

The Company invested RON 9 million in CAPEX, including acquisitions of state of the art sparkling section, thermovinification and refrigeration facilities, pneumatic press and other equipment. Purcari continues to invest in digitalization of processes, including agro-operations software and satellite monitoring of vineyards.

### Successful innovations, launches:

In 2017 the Group has entered the sparkling wines segment, with the soft launch of Dor (Bostavan) brand in spring and Cuvée de Purcari in autumn. The Dor series target the mainstream segment, with a product based on the so called Charmat production method, while the Purcari sparkling, targets the super-premium segment, made according to the classical, Champenoise method of fermentation in bottle. Both brands have started on

a strong note, being awarded a gold and 2 silver medals at the Effervescent du Monde in 2017, a highly selective international sparkling competition.

To strengthen its wine portfolio across price segments, the Company successfully relaunched Crama Ceptura Astrum line. Astrum offering is positioned between Purcari and Crama Ceptura Cervus lines to capture a large RON 20-30 segment which was virtually missing for the Company.

## 4. CORPORATE GOVERNANCE

### Company Management

The Company is currently managed by a Board of five newly appointed directors as of the date of the admission of the Company's shares to trading on the Bucharest Stock Exchange.

The new Board comprises two independent non-executive directors within the meaning of the Code on Corporate Governance of the Bucharest Stock Exchange ("**BSE Corporate Governance Code**"), as follows:

Name	Date of appointment	Title
Monica Cadogan	Listing date	Non-executive, Independent Director
Vasile Tofan	Listing date	Non-executive, Non-independent Director
Victor Bostan	Listing date	Executive, Non-independent Director
John Maxemchuk	Listing date	Executive, Non-independent Director
Neil McGregor	Listing date	Non-executive, Independent Director

As of April 24<sup>th</sup> 2018, the Board of Directors of the Company announced the election of Mr. Vasile Tofan, non-executive director, as the Chairman of the Board of Directors of the Company.

### Brief bio of Mrs. Monica Cadogan

Mrs. Cadogan holds a BA in Banking, Corporate, Finance and Securities Law from the Bucharest University of Economic Studies and has extensive experience in managing a business. She is the founder and CEO of Vivre Deco, the leading CEE e-commerce platform for home & furniture products. In addition, between 2009 and 2015 she was a member of the board of directors of Neogen, a technology group that develops or invests into products with a CEE presence and which developed BestJobs, the leading recruiting service in Romania.

### Brief bio of Mr. Vasile Tofan

Mr. Tofan received an MBA from Harvard Business School with distinction and holds a Master of Science in Public Management from Erasmus University Rotterdam. He is a partner of Horizon Capital, where he focuses on investments in the Consumer Goods and Technology sectors. Prior to joining Horizon Capital, Mr. Tofan was a consultant with Monitor Group and a Senior Manager with Philips, both in Amsterdam, in their Corporate Strategy department.

### Brief bio of Mr. Victor Bostan

Victor Bostan has been the founder of the Group since 2002. Mr. Bostan has been involved in the wine industry for over 35 years. At the beginning of his career, he worked for over 10 years for the Sofia Winery, starting as an oenologist and growing through the ranks, before leaving to start his own wine business. From 1999 to 2002 Mr. Bostan was the owner and CEO of the Russian winery Kuban Vino. During this time, he has managed to upgrade, relaunch, and subsequently lead the company to become one of the largest and most successful wineries in Russia (it is the #1

producer still today), before selling the business in 2002. With the proceeds, Mr. Bostan set the basis of what now constitutes the Purcari Wineries group. Mr Bostan has a degree in Wine Technology from the Technical University of Moldova. Mr. Bostan is a national of Romania and Republic of Moldova and speaks French, Romanian and Russian.

### Brief bio of Mr. John Maxemchuk

John Maxemchuk has joined the Group in 2017 as a Chief Operating Officer (COO). Mr. Maxemchuk has over 20 years of management experience in the Central and Eastern Europe starting his career at AT&T. He later joined the MetroMedia International as a CFO of the Georgian subsidiary subsequently being promoted to the CEO of the Azerbaijani subsidiary. Most recently, Mr. Maxemchuk was the CEO of Sun Communications, the leading cable operator in Republic of Moldova, which was sold to Orange. Mr. Maxemchuk holds a BS degree in Finance from the Wharton School and an MBA from the Harvard Business School. Mr. Maxemchuk is a US citizen and speaks English and Romanian.

### Brief bio of Mr. Neil McGregor

He holds a Bachelor of Laws (LLB) from the University of Aberdeen. Mr. McGregor is the founder and managing partner of McGregor & Partners SCA, the law firm in Romania and Bulgaria which is associated with the international firm Stephenson Harwood. He is a British commercial solicitor with extensive experience in Romania and its neighbouring countries since 1996. He is a member of the Bucharest Bar and is also a registered foreign lawyer in Bulgaria. Mr. McGregor is a vice-chairman of the British Romanian Chamber of Commerce.

# Board's committees

The audit committee and the nomination, remuneration and corporate governance committee have been created in the IPO context and subsequently activated and have the following compositions:

## **AUDIT COMMITTEE:**

**Chairperson:** Mrs. Monica Cadogan (independent, non-executive director)

### **Members:**

- Mr. Neil McGregor (independent, non-executive director).
- Mr. Vasile Tofan (non-executive director),

### **Mission and Composition**

The Audit Committee has a monitoring and advisory role and its mission consists in monitoring the financial reporting process and assisting the Board in carrying out its tasks related to financial reporting, internal control and risk management.

The Audit Committee has the rights and is responsible for the carrying out of the duties set forth in the BSE Corporate Governance Code and regulations, terms of reference, policies, resolutions, rules and other by-laws, internal documents of the Company and the Internal Regulation of the Audit Committee of the Company. The Audit Committee also operates in line with and applies section 78 of the Cyprus Auditors Act, 2017.

## **NOMINATION, REMUNERATION AND GOVERNANCE COMMITTEE:**

**Chairperson:** Mr. Neil McGregor (independent, non-executive director)

### **Members:**

- Mr. Vasile Tofan (non-executive director),
- Mr. Victor Bostan (executive director).

### **Mission and Composition**

It was decided to expand the scope of activities of the Nomination and Remuneration Committee stated in the Prospectus, to include Governance. The Committee has an advisory role and its mission is to assist the Board in performing its powers related to nomination and remuneration matters.

The Nomination, Remuneration and Governance Committee of the Company has the rights and is responsible for the carrying out of the duties set forth in the BSE Corporate Governance Code, and regulations, terms of reference, policies, resolutions, rules and other by-laws, internal documents of the Company and the Internal Regulation of the Nomination and Remuneration Committee.

The Group's current **Senior Management Team** includes the following members, which are employed at the level of the Group's subsidiaries:

### **Victor Bostan**

For the short bio of Mr. Victor Bostan, please see above the sub-section above describing the composition of the Board.

### **Victor Arapan**

Victor Arapan has been Chief Financial Officer (CFO) of the Group since 2010. He has over 20 years of banking, audit, and corporate finance experience. Prior to joining the Group, Mr. Arapan worked at Acorex Wineries and PricewaterhouseCoopers. Mr. Arapan has a degree in Banking at the International Management Institute. Mr. Arapan is a national of Romania and Republic of Moldova and speaks English, Romanian, and Russian.

### **John Maxemchuk**

For the short bio of Mr. John Maxemchuk, please see above the sub-section above describing the composition of the Board.

### **Artur Marin**

Artur Marin has been Chief Commercial Officer (CCO) of the Group since 2013. Mr. Marin has been with the Group since 2003, with an interruption between 2009-2012, when he worked for Dionis Club, a competing winemaker. He has over 15 years of wine sales experience. Mr. Marin holds a bachelor's and a master's degree in finance from the Grenoble School of Management. Mr. Marin is a national of Romania and Republic of Moldova and speaks English, Romanian and Russian.

### **Marcel Grajdieru**

Marcel Grajdieru has been the General Manager for Romania since 2003. Mr. Grajdieru has over 15 years of experience in the Group, out of which over 10 years in wine sales. Prior to joining the Group, Mr. Grajdieru worked at Planta-Vin, EMC-Moldova and Gazprom. Mr. Grajdieru trained as a surgeon and has a medical degree from the State University of Medicine and Pharmacy. Mr. Grajdieru is a national of Romania and Moldova and speaks Romanian, Russian and English.

### **Nicolae Chiosa**

Nicolae Chiosa has been the Head of Production since 2009 and the Manager of Vinaria Bostavan since 2016. He has over 9 years of experience in wine production, out of which 8 years in the Group. Mr. Chiosa has a degree in Wine Technology from the Technical University of Moldova. He is a national of Romania and Moldova and speaks English, Romanian and Russian.

### **Federico Giotto**

Frederico Giotto has been the Head Wine Making of the Group since 2010, on a consulting basis. Mr. Giotto has over 15 years of wine consulting experience and is a laureate of numerous international awards in the wine industry. Mr. Giotto graduated the Faculty of Viticulture and Oenology at the University of Padua. Mr. Giotto is a national of Italy and speaks English and Italian.

### **Sorin Balanel**

Sorin Balanel has been the Marketing Director of the Group since 2014. He has over 19 years of professional experience in marketing & advertising in the beverages industry with over 3

years in the Group. During this time, Mr. Balanel has successfully coordinated the Group's rebranding campaigns. Mr. Balanel studied marketing at the Dunarea de Jos University in Galati. He is a citizen of Romania and Moldova and speaks English, Romanian and Russian.

It was decided to appoint Mr. Sergei Kasatkin, a lawyer, as the Compliance Officer of the Company.

Starting with January 2018, the Company adhered to the BSE Corporate Governance Code and applies the principles of corporate governance provided by it.

## 5. FINANCIAL RESULTS

Consolidated Financial Information for the years ended 31 December 2017 and 31 December 2016 are presented below:

	2017	2016
Revenue	142,254,440	106,760,242
Cost of sales	-74,530,289	-53,471,103
<b>Gross profit</b>	<b>67,724,151</b>	<b>53,289,139</b>
Other operating income	502,204	1,223,583
Marketing and sales expenses	-11,100,321	-9,562,730
General and administrative expenses	-17,459,858	-11,801,203
Other operating expenses	-3,594,557	-1,449,118
<b>Result from operating activities</b>	<b>36,071,619</b>	<b>31,699,671</b>
Finance income	1,355,670	158,309
Finance costs	-2,969,434	-4,884,140
<b>Net finance costs</b>	<b>-1,613,764</b>	<b>-4,725,831</b>
Share of profit of equity-accounted investees, net of tax	420,973	-
<b>Profit before tax</b>	<b>34,878,828</b>	<b>26,973,840</b>
Income tax expense	-5,919,894	-3,861,453

The Company has taken and will continue to take the professional, legal and administrative steps necessary for ensuring compliance with the provisions of the BSE Corporate Governance Code.

More details about the compliance with the principles and recommendations stipulated under the BSE Corporate Governance Code are presented in Annex 2 and the Volume containing the Annual Financial Report 2017, AGM addresses and related materials.

<b>Profit for the year</b>	28,958,934	23,112,387
<b>Profit attributable to:</b>		
Owners of the Company	25,597,420	19,741,620
Non-controlling interests	3,361,514	3,370,767
<b>Profit for the year</b>	<b>28,958,934</b>	<b>23,112,387</b>
<b>Other comprehensive income</b>		
<b>Items that are or may be reclassified to profit or loss</b>		
Foreign currency translation differences	5,008,711	1,966,015
<b>Other comprehensive income for the year</b>	<b>5,008,711</b>	<b>1,966,015</b>
<b>Total comprehensive income for the year</b>	<b>33,967,645</b>	<b>25,078,402</b>
<b>Total comprehensive income attributable to:</b>		
Owners of the Company	30,014,254	21,377,845
Non-controlling interests	3,953,391	3,700,557
<b>Total comprehensive income for the year</b>	<b>33,967,645</b>	<b>25,078,402</b>
<b>Earnings per share</b>		
Basic and diluted earnings per share	5.39	4.15

	2017	2016
<b>Adjusted EBIDTA</b>	<b>43,647,334</b>	<b>37,083,144</b>
Non-recurring general and administrative expenses related to EPO	-1,222,984	-
<b>EBITDA</b>	<b>42,424,350</b>	<b>37,083,144</b>
Less: depreciation for the year	-5,849,314	-5,310,010
Less: amortization for the year	-82,444	-73,463
<b>Result from operating activities</b>	<b>36,492,592</b>	<b>31,699,671</b>
Less: net finance costs	-1,613,764	-4,725,831
<b>Earnings Before Income Taxes</b>	<b>34,878,828</b>	<b>26,973,840</b>
Less: tax expense	-5,919,894	-3,861,453
<b>Profit/(loss) for the year</b>	<b>28,958,934</b>	<b>23,112,387</b>

	31-Dec -17	31-Dec-16
<b>Assets</b>		
Property, plant and equipment	72,709,746	64,931,515
Intangible assets	1,055,960	1,058,552
Loans receivable	66,797	2,840,953
Equity-accounted investees	7,257,508	–
Inventories	15,106,252	7,756,212
Other non-current assets	24,446	9,441
<b>Total non-current assets</b>	<b>96,220,709</b>	<b>76,596,673</b>
Loans receivable	1,203,360	–
Inventories	63,701,236	42,977,342
Trade and other receivables	47,203,153	30,416,981
Cash and cash equivalents	21,428,215	13,267,974
Current tax assets	–	380,377
Prepayments	871,636	3,239,507
Other current assets	65,362	77,373
<b>Total current assets</b>	<b>134,472,962</b>	<b>90,359,554</b>
<b>Total assets</b>	<b>230,693,671</b>	<b>166,956,227</b>
<b>Equity</b>		
Share capital	34,838	34,838
Share premium	123,685,006	123,685,006
Contributions by owners	8,916,387	8,916,387
Translation reserve	5,088,928	909,278
Accumulated losses	-40,483,788	-67,154,895
<b>Equity attributable to owners of the Company</b>	<b>97,241,371</b>	<b>66,390,614</b>
<b>Non-controlling interests</b>	<b>11,194,576</b>	<b>10,395,478</b>
<b>Total equity</b>	<b>108,435,947</b>	<b>76,786,092</b>
<b>Liabilities</b>		
Borrowings and finance lease	10,476,771	11,098,108
Deferred income	702,807	47,861
Deferred, tax liability	5,078,353	5,066,408
<b>Total non-current liabilities</b>	<b>16,257,931</b>	<b>16,212,377</b>
Borrowings and finance lease	63,746,168	47,534,071
Deferred income	268,049	76,156
Current tax liabilities	2,190,399	3,033,139

Employee benefits	1,791,184	1,200,080
Trade and other payables	32,697,166	18,667,278
Provisions	5,306,827	3,447,034
<b>Total current liabilities</b>	<b>105,999,793</b>	<b>73,957,758</b>
<b>Total liabilities</b>	<b>122,257,724</b>	<b>90,170,135</b>
<b>Total equity and liabilities</b>	<b>230,693,671</b>	<b>166,956,227</b>

In 2017 Sales of Purcari increased 33% year on year to RON 142.3 million. Romanian market remained the largest growth driver with sales surging 67% year-on-year. Sales in Moldova increased by 54% year-on-year, while sales on Polish market went up 2%. In terms of product mix, the Company maintained the premiumization trend with Purcari brand showing the fastest growth among all brands in the portfolio (+58% year-on-year).

Gross Margin decreased by 2.3 p.p. year-on-year to 46.7%, as the Company is facing the adverse effect of MDL strengthening (MDL appreciated 5.0% vs RON, 2.3% vs EUR, 16.8% vs USD). Despite strengthening of MDL, in 2017 Adjusted EBITDA increased 18% year-on-year to RON 43.6 mn.

A summary of consolidated financial position for the years ended 31 December 2017 and 31 December 2016 are presented below:

	31-Dec-17	31-Dec-16
Non-current assets	96,220,709	76,596,673
Current assets	134,472,962	90,359,554
<b>Total assets</b>	<b>230,693,671</b>	<b>166,956,227</b>
<b>Total equity</b>	<b>108,435,947</b>	<b>76,786,092</b>
Non-current liabilities	16,257,931	16,212,377
Current liabilities	105,999,793	73,957,758
<b>Total liabilities</b>	<b>122,257,724</b>	<b>90,170,135</b>
<b>Total equity and liabilities</b>	<b>230,693,671</b>	<b>166,956,227</b>

Non-current assets amounted to RON 96.2 million as of December 31, 2017, an 26% increase year-on-year. The growth is primarily attributable to Investments in Associates, which is mainly a purchase of a stake in IM Glass Container Company S.A. group. Current assets increased to RON 134.4 million, a 49% year-on-year growth. The increase in Current assets

was primarily driven by expansion of Inventories and Accounts Receivable to anticipate high top line growth of the Company. Current liabilities expanded 43% year-on-year on higher Accounts Payable. Total Debt of the Company was 36% higher than a year ago in order to finance organic growth and expansion of facilities.

## 6. PRINCIPAL SCOPE OF BUSINESS/ NON-FINANCIAL INFORMATION

The Company is a leading player in the wine and brandy segments in the CEE region. The Group has a range of wine brands across all price segments in the still and sparkling wine segments and a brand in the popular premium brandy segment, holding international and national IP rights on all its important brands.

The Group operates four production platforms in Romania and Moldova, three of which are dedicated to wine production and one dedicated to brandy production.

### COMPETITIVE STRENGTHS

#### (a) Geographical proximity to the rapidly growing CEE markets offering plenty of room for further development

The growth of the wine consumption in the core CEE markets for the Company exceeded that of beer and spirits, evidencing a secular shift towards higher wine consumption in expense of other alcoholic beverages. According to Euromonitor, the combined size of the wine market in the core CEE markets grew by a 2.1% CAGR in volume terms between 2014 and 2016 versus a decline of 1.2% and 3.2% for beer and spirits, respectively. According to Euromonitor, the combined size of wine market in the core CEE markets is projected to continue growing by a 3.7% CAGR in volume terms through 2020, with the still wine segment growing at 4.6% CAGR, while the sparkling wines segment is projected to grow at 2.6% CAGR.

Per capita wine consumption in the Group's core markets stands much lower versus the levels of a number of Western European countries. For example, per capita wine consumption stood at circa 6 liters in Poland and 16

liters in Romania versus 33 liters in Italy and 43 liters in France. In comparison to beer, the "share of throat" of wine stands at 6% volume share in Poland and 15% in Romania, according to Euromonitor, lagging behind 54% and 58% in Italy and France.

On both metrics, the Group's core wine markets offer plenty of room to catch up to the levels in Western European countries.

#### (b) Solid route to market and track record of accelerated growth across CEE

The Group has an extensive field sales force in Romania and Moldova, its domestic markets, while relying on largely remote coordination of activities, via distributors and direct shipments to retail, in the export CEE markets.

The Company's sales of wine and brandy increased to RON 138.8 million, 36% up year-on-year. The performance has been driven by a strong and steady growth in Romania and Moldova, which contribute to a combined 60% share from sales of finished goods in 2017.

The Group works with the major retailers across the region, including Ahold, Auchan, Biedronka, Carrefour, Eurocash, Kaufland, Lidl, Metro, Rewe, Selgros, Tesco etc, employing a mixed model of serving key accounts by direct to retail contracts or via distributors.

#### (c) Strong and diversified portfolio catering to complementary market segments

The Company's philosophy is that any businesses shall start with the consumer in mind, which subsequently cascades down into operations. To that

end, the Company's operations are organized around its four core brands – Purcari, Crama Ceptura, Bostavan and Bardar – which cater to various

consumer demographics and occasions. The table below summarized the positioning of each brand and its role in the Company's portfolio:

	Purcari	Crama Ceptura	Bostavan	Bardar
Summary	Flagship premium brand	Romanian premium and mainstream wines	Value for money	Contemporary brandy brand
Marketing tagline	"Purcari, since 1827"	"14 days of extra sunshine"	"Taste it. Love it."	"Grapes, Oak and Patience"
Target audience	35+ old, upper income	30+ old traditional middle income	30+ old idle income	30+ old traditional middle income
Brand Sales in 2017, %	37%	16%	35%	13%
Sales growth 2016-2017, %	58%	47%	20%	21%

#### (d) Recognized product quality by both, experts and consumers

The Group has received 14 medals at a number of top international competitions in 2014, 15 medals in 2015 and 23 medals in 2016, while being the most awarded CEE winery at Decanter London in 2015-2016 with a total 16 medals; In 2017 the Group received the Gold – Special Prix Medal at Challenge International du Vin, Bordeaux, for the ROSE DE PURCARI 2016; and received 88 medals at Decanter Asia Wine Awards & Decanter World Wine Awards.

The Group's products have also won the appreciation of consumers, with an average 3.9 score on Vivino, a wine rating mobile app based on over 13,000 individual scores. With the increasing role of millennial demographic in shaping consumption patterns, the role of applications such as Vivino should increase (not unlike services like Yelp or TripAdvisor have on the restaurants industry), hence the Group's close monitoring of similar technological innova-

tions and focus on meeting the taste preferences of this demographic.

#### (e) Excellent asset base and sustainable cost advantage

In 2016, the Group cultivated 1,060 hectares of vineyards, while in 2017 the Group cultivated 1,040 hectares of vineyards. The majority of the vineyards are in their prime age, being planted during 2004-2005 and are situated in favorable micro-zones for winemaking, along the 45th parallel, same as the Bordeaux region. Production assets are based in a region with 5,000+ years of vine growing history, a developed wine culture and vibrant wine-related ecosystem, resulting in a well-developed economic cluster spanning the entire wine value chain: from grape growing, to oenological research, to bottle and label manufacturing etc.

#### (f) Strong marketing execution, tailored to new media and millennial consumers

The Group has been taking a rather differentiated approach to market-

ing, which is based on the following principles: 1. Focus on digital versus traditional media; 2. Focus on engaging, consumer-friendly content versus traditional "selling" advertising; 3. Focus on creative, low-budget campaigns with built in viral effect versus big budget traditional communication.

#### **(g) Proven ability to identify and execute accretive acquisitions**

The Group was created via a number of acquisitions. In 2003, Group's founding shareholder acquired the assets forming the basis for the Bostavan winery and followed with the further acquisition of the Purcari assets (2003), Crama Ceptura (2003) and Bardar (2008). The typical recipe behind each of these acquisitions was based on (1) identifying underperforming or distressed assets, (2) acquiring them at attractive financial terms, (3) investing in rapid restructuring of operations ensuring a proper integration into the Group. Acquisitions made during 2004–2008 speak about the management's capacity to identify the right target, acquire and integrate it into the Group's structure and monetize synergies of operational and financial nature

#### **(h) Driven management team, combining youth and experience**

The Group has a strong and experienced management team combining an extensive expertise in the wine market with an enthusiasm and clear determination to drive the business forward. Mr. Victor Bostan, the founder of the Group, has a university degree in Wine Technology and has grown through the ranks of the wine industry from entry level oenologist to general manager and owner. Most of the top management team have a cosmopolitan background, dual citizenship and speak at least three languages. The Group is proud of reliance predomi-

nantly on promotions from within, with key management personnel having been with the Group for a significant amount of time e.g. Chief Commercial Officer for over 10 years, CFO over 6 years, GM Production over 8 years, GM Romania over 13 years, Head Wine Maker for over 7 years etc. That being said, despite the significant experience, the Group management median age is still circa 40 years old, based on the top-10 managers.

### **STRATEGY**

Group's strategy is centered around the following pillars:

#### **(a) Focus on Romania as key domestic market to achieve undisputable leadership position**

The Group is already the fastest growing and the second most profitable among the major wine players on the Romanian market, according to the statutory accounts reported by the Ministry of Finance of Romania. The Group has grown its revenue from sales of finished goods in Romania by a 67% in 2017. Nevertheless, the total Group's sales of finished goods in Romania, accounting for RON 50.4 million in 2017, remain a fraction of the fragmented Romanian market. The Group intends to continue growing fast in Romania by entering the price-segments it is missing by increasing retail penetration, boosting marketing investments for the Crama Ceptura brand and expanding to the sparkling segment.

#### **(b) Build upon the Romanian success, to achieve market leading positions across CEE**

The Group intends to build on the strong track record in Romania and export the successful model to other core markets, starting with Poland and subsequently the Czech Republic,

Slovakia, and Ukraine. This implies the following actions:

- Building a local sales organization, including account managers and area sales managers;
- Strengthening the relationship with retail partners;
- Investing more actively in local marketing activities, including trade marketing (listing, promotions etc.).

#### **(c) Continue shift to premium**

The Group management believes a premiumization trend is underway in wine markets around the world, with consumers becoming increasingly more selective about the quality of wine they opt for. The Group has embraced this trend, putting an extra emphasis on the sale of premium wines, to cater to such shifting consumer preferences.

#### **(d) Extend brand to adjacent categories**

The Group has traditionally focused on the still wines segment. The Group's strategy is to leverage the strength of its brands to expand beyond still wines alone, with sparkling wines and divins (grape made, cognac style brandy) as the priority expansion areas.

The Group owns the Bardar asset since 2008, but Bardar's main focus was on sale of bulk, unbranded divins. In 2015, the Group adopted a shift in strategy with regard to Bardar, which was based on relaunching the Bardar brand as a sophisticated, high quality divin producer, focusing on the bottled, branded segment. Based on the results for 2017, the share of brandy sales of total Group's revenues from sales of finished goods accounted for 13%.

In 2017 the Group has entered the sparkling wines segment, with the soft launch of Dor (Bostavan) brand in spring and Cuvée de Purcari in

autumn. Both brands have started on a strong note, being awarded a gold and 2 silver medals at the Effervescents du Monde in 2017, a highly selective international sparkling competition.

The Group will focus on building out both, the brandy and sparkling segments into a second and third pillar of growth for the Group, complementary to the current still wine business.

#### **(e) Pursue accretive acquisitions, building on a strong M&A track record**

Group management believes the inherent peculiarities of the wine industry – significant fragmentation, large quantity of hobbyist wine-entrepreneurs, small average scale of wine enterprises – lead to an overall lower industry-level of management sophistication compared to other, more mature and concentrated drinks industries, like beer or spirits. To that end, Group management believes it may take advantage of acquiring under-managed assets, which could be brought to the operational standards of the Group and benefit from Group's scale, so that such assets are more valuable as part of the Group than standalone.

Group's track record of acquiring and building out Purcari, Bostavan, Crama Ceptura and Bardar assets, may serve as an indication of Group's ability to successfully identify, execute and integrate such acquisitions. Group's primary focus will be on underperforming assets (including strong brands, vineyards, production and distribution platforms) in Romania, Poland and Moldova, but also other markets will be considered for potential accretive bolt-ons.

#### **(f) Quality control and assurance**

Each of the Group companies is certified to comply with the

requirements of ISO 9001 (Quality Management) and/or ISO 22000 (Food Safety Management), and Crama Ceptura's facility is ISO 22000:2005 certified. International certification bodies perform regular surveillance

## 7. RISK EXPOSURES

### **In the absence of hedging arrangements in place, the Group is exposed to the risk of currency exchange fluctuations between multiple currencies**

The results of the Group are subject to fluctuations in the foreign exchange rates of EUR and USD against

the local currencies (especially RON and Moldovan Leu). Thus, the Group's operating subsidiaries in

Romania and the Republic of Moldova generate revenue and record their financial results in RON and MDL, respectively, while the Group earns a significant share of revenues from EUR and USD linked contracts. The Group manages its currency exchange risk exposure in a limited manner and there is no hedging arrangement at Group level designed or implemented to this end. The Group may implement in the future a hedging policy, but there is no guarantee that the Group will be able to hedge all the currency risks, in particular over longer periods. Also, given that the Republic of Moldova is a restrictive market which does not effectively provide for sufficient liquidity and instruments to cover foreign exchange risk, the Group's efforts to cover for this risk are focused on the business in Romania, without, however, having proper cash pooling, treasury or similar arrangements in place. As a consequence, any unfavorable shift in exchange rates could have a material adverse effect on the Group's business,

audits confirming compliance of their management systems with the requirements of ISO 9001:2008 (Quality Management) and/or ISO 22000:2005 (Food Safety Management)

financial condition and the results of operations.

### **The Group may be unable to obtain additional financing or generate sufficient cash flow to make additional investments or fund potential acquisitions.**

The Group may need to raise additional funds in the future in order to invest in or acquire businesses, brands or products. Additional financing may not be available on acceptable terms, or at all. If the Company raises additional funds by issuing equity securities, investors may experience further dilution of their ownership interest. If the Group raises additional funds by issuing debt securities or obtaining loans from third parties, the terms of those debt securities or financing arrangements may include covenants or other restrictions on the Group's business that could impair the Group's operational flexibility and would also require the Group to fund additional interest expense. If financing is not available in part or at all, or is not available on acceptable terms when required, the Group may be unable to successfully develop a further presence in the region, which could materially adversely affect the Group's business, the results of operations and financial condition.

### **The adverse weather patterns could have a material adverse effect on the Group's business**

Grape yields and quality can be affected by certain adverse weather

patterns including without limitation late frosts, lack of sunshine during the flowering period, lack of rain and hail storms. While the Group has been able to put in place measures to mitigate to a certain extent the risks pertaining to late frosts, there are difficulties in reducing the impact of the hail storms, due to their unpredictable nature. For instance, in 2015 Purcari Wineries lost a material part of its yield as a result of some significant hail storms. Although the Group uses mitigating factors such as acquiring grapes from third party producers and geographically spreading its vine area to cover against localised climatic impacts, the risk of future grape yields being affected by unfavourable (adverse) weather patterns cannot be eliminated. Should the quantity or quality of future yields be affected by these factors, the operations of the Group could be adversely impacted.

### **Increases in taxes, particularly increases to excise duty rates, could adversely affect demand for the Group's products**

Wine and spirits are subject to excise duties and other taxes (including VAT) in most of the countries in which the Group operates. Governments in these countries may increase such taxes. Demand for the Group's products is generally sensitive to fluctuations in excise duties, since excise duties generally constitute an important component of the sales price of our products in some of our main markets. The duty and excise regimes applicable to the Group's operations could result (and have in the past resulted) in temporary increases or decreases in revenue that are responsive to the timing of any changes in excise duties.

### **Interest rate risk**

The Group faces business risks stemming from central banks'

monetary policy decisions. Any rise in interest rates could have material adverse effects on the Group. In recent years, central banks around the world have engaged in an unprecedented set of monetary policy measures generally referred to as quantitative easing. Such measures generally consist of central bank purchases of government and other securities held by commercial banks and other private sector entities to stimulate the economy by increasing the amount of liquidity available to banks for onward lending to businesses. By engaging in quantitative easing and pegging interest rates at historically low levels, central banks have created an environment that has benefited companies in a variety of ways, for example by making it easier and cheaper to raise new financing and to refinance its existing liabilities. However, some central banks have already reversed course and begun to gradually tighten monetary policy and others are expected to follow. Any such action is likely to eventually raise interest rates to levels that are more in line with historical averages. For example, the NBR has recently increased the monetary policy interest rate from 1.75% in November 2017 to 2.5% in May 2018. When that happens, the Group's business is likely to be affected in a number of ways. The cost at which the Group is able to raise new financing and refinance its existing liabilities will increase. Moreover, because of the dampening effect that a tighter monetary policy typically has on the general economy, private households on average are likely to have less disposable income, which may impact the sales of the Group. Therefore, if central banks begin to tighten monetary policy, the Group's could be materially adversely affected.

## 8. INTERNAL CONTROL

The Group established an internal control system, which includes activities focused on preventing and detecting of inefficiencies and other irregularities, evaluation of conformity with internal procedures, evaluation of the accuracy of tasks, presentation of objective

information and recommendation to the Company's management.

Purcari's internal control system helps the Company to improve operating efficiency, as well as adhere to the values and principles of the Group.

## 9. OTHER INFORMATION

### ENVIRONMENTAL AND SOCIAL RESPONSIBILITY

The Group operates in an industry that is subject to a number of regulations that affect its day-to-day operations. The regulations applicable to the Group relate to, amongst other, product safety, labor and employment, health, safety and environment protection laws and others with respect to the production facilities.

**Environmental compliance and authorizations:** The Group adopted a group-wide Environment, Health and Safety Policy and implemented an Environmental and Social (E&S) Management System (ESMS), integrating environment, occupational health and safety management procedures into the Group's management system in November 2010. The ESMS structure and the Procedure on Environmental Protection and Occupational Health and Safety were developed and duly approved by the Group's management. The E&S reporting function is assigned to the Quality managers who are also responsible for the ISO implementation.

As for the agriculture quality controls, the Group has implemented Pesticides Management Procedures for Vinaria Purcari and Vinaria

Bostavan, describing the procedure used for the transportation, storage, application and removal of pesticides. These procedures include also the responsibilities of pesticide suppliers and any other third parties involved in the utilization of pesticides by the Group and are developed on an annual basis.

**Environment and waste utilization:** The Group has defined energy efficiency & saving as its primary environmental goals during 2014-2017. During that period, the Group has replaced ordinary lamps with energy efficient ones at all premises. In addition, outdoor/street lighting sensors were installed where it was deemed necessary. In terms of new equipment purchases, the Group prioritized those suppliers offering energy efficient solutions. In terms of waste utilization, there is a group-wide policy to collect and sort broken glass, paper and cardboard waste and other non-food waste into separate bins placed at the Group's premises. Subsequently, the Group companies sell such a sorted waste to relevant processing facilities (for example, broken glass is delivered to the glass factory nearby and the paper and cardboard waste is delivered to the cardboard factory nearby for processing etc).

**Social initiatives:** In January 2015, the Group launched its Community Development Policy, which defines the strategic approach, management system and budgets for the Group's contribution to the local communities. In 2017, the Group expanded its support to local communities and participated in a number of charity, social and cultural initiatives dedicated to promoting the preservation of traditions and participated in a number of charity, social and cultural initiatives, including the following:

(a) CCF/HHC Moldova (a team of people working to give every child the opportunity to grow up in a loving family).

(b) Hospice Angelus: Medical-social Philanthropical Foundation "Angelus Moldova" is a nongovernmental, apolitical and non-profit organization which was founded and legally registered at the Ministry of Justice in 2000, with the purpose of creating a new system of medical and social assistance to incurable patients with cancer in advanced and terminal stages, as well as to their relatives. In 2001, "Angelus Moldova" established HOSPICE "Angelus Moldova" as inalienable part of the Foundation. HOSPICE „Angelus Moldova” is a home palliative care service.

(c) Purcari Wine Run 2017: Purcari Wine Run is a unique trail race in Moldova, which passes through the vineyards of Chateau Purcari. The competition was held on September 3, 2017 and gathered both amateur and professional sportsmen for a race of 10 km. The Group plans to organise a similar event each year.

(d) Doua Inimi Gemene. The International Music Festival – "Two Twin Hearts" – is an exclusive event dedicated to the memory of Doina and Ion Aldea-Teodorovici.

(e) Ethno Jazz Festival, an international music event which took place in Republic of Moldova in September 2017 and was organized by Trigon Ethno Jazz group. It became Moldova's principal jazz fest by bringing together jazz artists from different countries, with different backgrounds, and promoting contemporary culture and cultural exchange through music.

In addition, the Group is the main partner of USM-Bostavan, a volleyball club, both women and men volleyball teams, since 2010. The USM-Bostavan women's team was Gold Awarded and the men's team was Silver Awarded at the volleyball championship of the Republic of Moldova in 2017.

## 10. NON-FINANCIAL STATEMENT

The Company is committed to high environmental, social and employee standards, respect for human rights, and steadfastly opposes corruption and bribery. The Company was listed on February 15, and is in the process of evaluating its policies towards the further promotion and safeguard in relation to the above, and, in 2018, will

publish the Non-Financial Statement in accordance with the relevant provisions of Directive 2014/95/EU and of the Cyprus Companies law, as part of the volume to be published containing the Annual Financial Report 2017, AGM addresses and related materials.

## 11. COMMITMENTS AND CONTINGENCIES

The Group has no capital commitments for purchase of property, plant and equipment and intangible assets as at 31 December 2017.

Commitments for finance and operating lease contracts represents the amount of 467,105 RON which should be paid within one year.

## 12. SUBSEQUENT EVENTS

Starting from 14 of February 2018, the shares issued by the Company were admitted to trading on the Bucharest Stock Exchange following to an initial public offering ("IPO") initiated by the shareholders Victor Bostan, Horizon Capital, and IFC, for 49% of the Company's shares (representing 9,800,000 shares) being the first IPO of a company with roots in Moldova. The final offer price was RON 19 per share, valuing the offering at over RON 186 million (USD \$50 million). A number of blue chip global investors backed the Company at IPO, including Fiera Capital, Franklin Templeton and SEB. Purcari remains to be led by Founder and CEO Victor Bostan, an oenologist by training with over 35 years of experience in the wine business, and supported by legacy reputable investors, Horizon Capital (23% of shares), the leading private equity firm in Ukraine and Moldova, and the International Finance Corporation (3%), a member of the World Bank Group.

The Company's IPO process involved the signing of a policy agreement (Policy Agreement) with IFC, which includes the obligation of the Company to comply with the (i) IFC Performance Standards on Environmental and Social Sustainability, dated January 1, 2012 (Performance Standards), including the applicable law setting standards concerning environmental, social, labor, health and safety or security risks of the type contemplated by these Performance Standards and (ii) the Anti-Corruption Guidelines for IFC Transactions, as well as the obligation to use all reasonable efforts to ensure the continuing operation of the Company's social and environmental management system, as implemented or in effect from time to time. In addition, the Company agreed that neither it, nor its subsidiaries, shall obtain from distilled liquor operations more than twenty-five percent (25%) of consolidated revenues or more

than twenty-five percent (25%) of the consolidated EBITDA of the Company, as evidenced in the audited annual financial statements of the Company.

The Company is conducting its activities in accordance with the above mentioned standards and guidelines, and is committed to respecting and implementing these in the future by adopting the best practices in this respect. Moreover, neither the Company, nor its subsidiaries have obtained from distilled liquor operations more than twenty-five percent (25%) of consolidated revenues or more than twenty-five percent (25%) of the consolidated EBITDA of the Company in the 2017 financial year, nor will they obtain in the 2018 financial year.

## 13. DIVIDENDS

The Board of Directors does not recommend the payments of a dividend for the performance of the year ended 31 December 2017.

## 14. RELATED PARTIES TRANSACTIONS

Disclosed in Note 30 to the financial statements.

## 15. EVENTS AFTER THE REPORTING PERIOD

The events that occurred after the reporting period are described in note 33 to the financial statements.

## 16. INDEPENDENT AUDITORS

The independent auditors of the Company, KPMG Limited, have expressed their willingness to continue in office. A resolution giving authority to the Board of the Directors to fix their remuneration will be submitted at the forthcoming Annual General Meeting.

By order of the Board of Directors,  
Inter Jura Cy (Services) Limited

Secretary

21 May 2018



*Management Report*



*Anex 1*

# Anex 1

## **Statement on Corporate governance pursuant to Section 151 of the Cyprus Companies Law, Cap.113 regarding the contents of the Annual Financial Report (the "Companies Law")**

The Company, pursuant to the relevant provisions of Section 151 of the Cyprus Companies Law, Cap. 113 regarding the contents of the Annual Financial Report, provides this Statement, addressing in turn the matters that should be included in this Statement, according to the specific provisions of Section 151 that are cited below.

### **1. Paragraph 2a(i) of Article 151 of the Companies Law**

**A reference to the corporate governance code to which the Company is subject to, also indicating where the relevant texts are publicly available**

The Company's shares are listed on the Bucharest Stock Exchange ('BSE') since the 15<sup>th</sup> of February 2018. The Company is subject to the BSE Corporate Governance Code (the 'BSE Code'). The BSE Code can be found at the website of the BSE under the Regulations section: <http://www.bvb.ro/Regulations/Legal-Framework/BvbRegulations>

### **2. Paragraph 2a(ii) of Article 151 of the Companies Law**

**Where a company, in accordance with its national law or of the law of the member state that relates to the corporate governance code to which the**

**company is subject to or it has voluntarily decided to apply, departs from a corporate governance code referred to above, it states the parts of the corporate governance code it departs from and the reasons for doing so.**

As stated above, the Company recently listed its titles on the BSE on the 15<sup>th</sup> of February 2018. With the listing on the BSE, its previous board of professional directors was replaced by newly appointed directors. The Company has not yet completed building its corporate governance practice and does not yet comply or partially comply with the following provisions of the BSE Code: A.8, A.11, B.10, B.11, B.12, C.1, D.2 and D.3. Explanations on the above parts are provided on the attached document on the **State of Compliance with the BSE Code** (annexed to this Statement).

### **3. Paragraph 2a(iii) of Article 151 of the Companies Law**

**Where a company has decided not to apply any of the corporate governance provisions stated above it explains the reasons for doing so.**

The Company has decided to partially comply with the A.11 provision of the BSE Code regarding the nomination committee. Provision A.11 states that companies listed in the BSE category that the Company is listed (International shares category), should set up a nomination committee comprising

of non-executives, which will lead the process for Board appointments and make recommendations to the Board. According to A.11, the majority of the members of the nomination committee should be independent.

The Company has formed a Nomination, Remuneration and Governance Committee comprising of three persons: an independent non-executive director, a non-executive director, and an executive director. Consequently, but for the inclusion in the Committee of the executive director Mr. Victor Bostan, the Company would have been in full compliance with the above provision. The Board has decided to include Mr. Victor Bostan in this committee, taking into consideration its excellent knowledge of the Company's needs. The Board is of the view that the good corporate governance sought by the BSE Corporate Governance Code is achieved by having the majority of committee members being non-executive, and high standard terms of reference being applied to the work of the committee.

### **4. Paragraph 2a(iv) of Article 151 of the Companies Law**

**Description of the main features of the company's internal control and risk management systems in relation to the financial reporting process.**

The Company is a Cypriot registered legal entity, and the Home Member State of the Company is the Republic of Cyprus. In relation to its financial reporting process, the Company applies the relevant provisions of the Transparency Requirements (Securities Admitted to Trading on a Regulated Market) of 2007 as amended of the Republic of Cyprus (the 'Transparency Law'), and the of the Cyprus Companies Law, Cap. 113. The Transparency Law pre-

scribes the publication of the Annual Financial Report and of the Half-Yearly Financial Report. Issuers whose titles are admitted to trading on a regulated market, such as the Company, are obliged to prepare and disclose such information in accordance with the provisions and the time schedules stipulated in Part II of the Law. Moreover, and as stipulated in Part II of the Law, the financial reports of the Company and of the Group are prepared based on the applicable International Accounting Standards, as well as the provisions of the Companies Law, Cap. 113 in order to provide a true and fair picture of the financial affairs of the Company and the Group, respectively. Further, the Company prepares and publishes quarterly financial reports also applying the relevant International Accounting Standards.

The Company Secretary and the professional advisers of the Company assist the Board of Directors towards ensuring the lawful drafting, preparation, compilation and publication of the required periodic information.

The Compliance Officers of the Company in relation to the obligations of the Transparency Law ensure the timely publication of the necessary periodic information, and that this information includes the information required by the Transparency Law. This information is disclosed in accordance with the manner and time schedules set out in the Transparency Law and the relevant Transparency Directives. The Company also retains legal professionals based in Bucharest, Romania, advising it on the disclosure and transparency obligations emanating from the listing of the Company titles on the Bucharest Stock Exchange. It should also be noted that, pursuant to the Transparency Law, the Annual Financial Reports of the Group and of the Company are audited by

the external auditors of the Company, KPMG Audit S.R.L (Romania) and KPMG Limited (Cyprus), in accordance with the provisions of the Companies Law and the applicable International Accounting Standards. Exceptionally, in relation to the Annual Financial Report for 2017, due to the recent listing of the titles of the Company and the demanding workings in relation to the admission, the Company was not able to commence the audit process on time for the preparation and approval of the Annual Financial Reports by the end of April 2018, as prescribed in the Transparency Law. This is an exceptional, once-off case, and the Company remains committed to complying with its financial reporting obligations on time and in an effective and transparent manner.

#### **Audit Committee**

In addition to the above, and in line with the relevant provisions of the Cypriot Auditors Act of 2017 and of the BSE Corporate Governance Code which stipulate that listed companies should have an Audit Committee for the purposes of, between others, the monitoring of the financial reporting process, and the statutory audit of the annual and consolidated financial statements, the Board of Directors has created an Audit Committee comprising of three non-executive directors, two of which are independent, and the Chairperson is a non-executive, independent director. Further details are provided below under the heading of **"The composition and operation of the administrative, management and supervisory bodies of the issuer and their committees"**.

#### **5. Paragraph 2a(v) of Article 151 of the Companies Law**

Where the total or a part of the securities of the company are admitted to trading in an organized market, the

company publishes detailed information as to the following:

(aa) The major direct or indirect shareholdings (including indirect shareholdings through pyramid structures and cross-shareholdings)

See above paragraphs in the Management (Directors) Report under "Shareholders and Issued Capital"

(bb) The holders of any securities with special control rights and a description of those rights.

The Company has no holders of any securities with special control rights.

(cc) Any restrictions on voting rights, such as limitations of the voting rights of holders of a given percentage or number of votes, deadlines for exercising voting rights, or systems whereby, with the company's cooperation, the financial rights attaching to securities are separated from the holding of securities

There are no restrictions on voting rights.

(dd) The rules governing the appointment and replacement of board members and the amendment of the articles of association

Prior to listing the Company was managed by professional directors. According to Regulation 111 of the Articles of Association of the Company (the 'Articles'), the Board of Directors may at any time appoint any person to the office of director either to fill a vacancy or as an additional director. Regulation 84 of the Articles states that, unless otherwise required by law, the minimum number of the directors of the Company shall be five, the majority of whom shall be non-executive and out of which at least 2 shall be indepen-

dent. Therefore, the Company took the relevant steps so as to comply from the listing date of 15 February 2018 with Regulation 84 of the Articles as well as with the relevant provisions of the BSE Code. Hence, the professional directors of the Company resigned and were replaced by five new Board Members. The majority of the current five Board members (three out of five) are non-executive directors and two out of five Board members are independent, non-executive directors. The non-executive directors appointed pursuant to Regulation 111 of the Articles shall hold office until the next following Annual General Meeting, and at the AGM, their positions will be vacated. The AGM, in accordance with Regulation 110 of the Articles may appoint, with the sanction of an ordinary resolution any person to the office of director to fill the vacancy or as an additional director.

Pursuant to Regulation 108 of the Articles of the Company, a person can be appointed (or re-appointed) as a director at a general meeting of the Company where:

(a) That individual is recommended by the board of directors or by a committee duly authorized by the board for the purpose; or

(b) No less than seven nor more than 42 days before the date appointed for the AGM, shareholder(s) representing shares which in aggregate constitute or represent at least 5% of the total number of votes of the share capital of the Company provide a notice to the Company of the shareholder(s) intention to propose an individual for appointment (or re-appointment).

Pursuant to Regulation 109 of the Articles of Association, not less than 3 nor more than 21 days before the AGM, no-

tice shall be given to all shareholders entitled to receive notice of every person who is recommended by the board of directors or the committee and of every person in respect of whom notice has been duly given to the Company of the intention to be proposed.

It is noted that the Board of Directors of the Company has decided to recommend to the next General Meeting of the Company the re-appointment of the existing non-executive directors who were appointed by a board decision effective February 15, 2018, namely: Mrs. Monica Cadogan and Mr. Neil McGregor as independent, non-executive directors, and Mr. Vasile Tofan as non-independent, non-executive director.

#### **Rotation of Directors**

Pursuant to Regulation 106 of the Articles of the Company, at each AGM, one-third of the directors (or if their number is not a multiple of three, the number nearest to three but not exceeding one-third), shall retire by rotation, provided that the directors to retire by rotation shall be those who have been longest in office. As between individuals who were appointed as directors on the same day, those to retire shall (unless they otherwise agree among themselves) be determined by lot. All directors are subject to retirement by rotation excluding the executive directors and the alternate directors who are not otherwise subject to retirement by rotation.

#### **Removal of Directors**

Subject to specific provisions of the Cyprus Company Law (ss 136 and 178), the General Meeting of the shareholders may, with an ordinary resolution, remove any director from office.

## 6. Paragraph 2a(vi) of Article 151 of the Companies Law

### The composition and operation of the administrative, management and supervisory bodies of the issuer and their committees.

#### 6.1. The Board of Directors

##### The Composition of the Board

- Mr. Vasile Tofan, non-executive, non-independent director, Chairman of the Board and member of the Nomination, Remuneration and Corporate Governance Committee.
- Mrs. Monica Cadogan, independent, non-executive director, Chairperson of the Audit Committee.
- Mr. Neil McGregor, independent, non-executive director, member of the Audit Committee and of the Nomination, Remuneration and Corporate Governance Committee.
- Mr. Victor Bostan, non-independent, executive director, member of Nominations, remuneration and corporate governance committee.
- Mr. John Nicholas Maxemchuk, non-independent, executive director.

Detailed information on the above directors can be found in the published Company Prospectus of 26 January 2018.

##### Competences and operation of the Board

The powers and duties of the Directors are stated in Regulations 91 – 96 of the Articles of Association of the Company and the rules in relation to the proceedings of Directors are stated in Regulations 113 – 120 of the Articles of Association.

According to Regulations 91 – 96, the Board is vested with the broadest powers to perform all acts necessary or

useful for accomplishing the Company's purposes. All powers not expressly reserved by the Cyprus Companies Law Cap. 113 and by the Articles of Association to a general meeting of shareholders, may be exercised by the Directors. Further, according to Regulation 117 of the Articles of Association, the Directors may delegate any of their powers to committees and any committee. Pursuant to this provision, the Board of Directors has set up the Audit Committee and the Nomination, Remuneration and Corporate Governance Committee, which will be addressed herein below.

The Board provides effective support for and control of the activities of the executive management of the Company.

##### Conflicts of Interest

The rules governing the handling of conflict of interests are set out in Regulations 95 – 96 of the Articles of Association of the Company.

##### Internal Regulation and the functioning of the Board of Directors

In line with the BSE Corporate Governance Code, the Board has also adopted an Internal Regulation, supplementing and expanding upon the relevant legal and regulatory provisions and the Company's bylaws. The Internal Regulation includes terms of reference/responsibilities for Board and key management functions of the Company, applying the relevant principles of the BSE Corporate Governance Code.

The Internal Regulation addresses in detail, between others, the Composition and Operation of the board, and the Board Committees. According to the Internal Regulation, board meetings are called by the Chairman or by

any Director through the Company's secretary, and are presided by the Chairman. The Chairman also sets the agenda for the meetings. Any director wishing to discuss an item that has not been included on the agenda at any Board meeting shall inform the Chairman prior to the meeting. Further, the Board should hold at least 1 meeting per quarter and as often as required in the interest of the Company.

A Director's Charter has also been prepared as an attachment to the Internal Regulations. The Charter contains guidelines on areas such as Independence and conflicts of interest, good faith, professionalism, commitment, and efficiency. The Internal Regulation can be found on the Company website under Investor Relations/Corporate Governance: <http://corporate.purcari.wine/en/page/corporate-governance>

##### DELEGATION OF DIRECTOR'S POWERS TO COMMITTEES

As stated above, the Directors have the power to delegate any of their powers to committees consisting of such directors or other persons as they think fit.

In order to carry out its work more effectively, and in line with the relevant provisions of the BSE Corporate Governance Code, the Board has created an Audit Committee and a Nomination, Remuneration and Governance Committee.

These committees handle business within their respective areas and present recommendations and reports on which the Board may base its decisions and actions. All members of the Board have the same responsibility for all decisions taken irrespective of whether the issue in question has been reviewed by such a committee or not.

The composition and operation of the two committees of the Board of Directors is analysed below.

#### 6.2. The Audit Committee

##### Composition of the Audit Committee

**Chairperson:** Mrs. Monica Cadogan (independent, non-executive director)

##### Members:

- Mr. Neil McGregor (independent, non-executive director).
- Mr. Vasile Tofan (non-executive director),

##### Competences and operation of the Audit Committee

The Audit Committee has a monitoring and advisory role and its mission consists in monitoring the financial reporting process and assisting the Board in carrying out its tasks related to financial reporting, internal control and risk management.

In the exercise of its duties and responsibilities, the Audit Committee will pay due regard to the relevant provisions included in the Code on Corporate Governance of the Bucharest Stock Exchange, and regulations, terms of reference, policies, resolutions, rules and other by-laws, internal documents and the internal regulation of the Audit Committee. The Audit Committee will also operate in line with and apply section 78 of the Cyprus Auditors Act, 2017.

Towards the exercise of its duties and responsibilities, the Audit Committee, between others, is briefed by the external auditors of the Company in relation to the audit program, monitors the audit process, and in special meetings prior to the presentation of the annual and half-yearly accounts of the Group and the Company to the full Board of

Directors, considers the content of the drafts, taking into account the views of the external auditors in relation to the annual, audited accounts. The Audit Committee informs the Board accordingly on the results of the statutory audit. The chairman of the Audit Committee ensures that minutes of meetings are prepared.

### **6.3. The Nomination, Remuneration and Governance Committee**

#### **Composition of the Committee**

**Chairperson:** Mr. Neil McGregor (independent, non-executive director)

#### **Members:**

- Mr. Vasile Tofan (non-executive director),
- Mr. Victor Bostan (executive director).

#### **Competences and operation of the Committee**

The Committee has an advisory role and its mission is to assist the Board in performing its powers related to nomination, remuneration and corporate governance matters. It was decided to expand the scope of activities of the Nomination and Remuneration Committee stated in the Prospectus, to include Corporate Governance.

In the exercise of its duties and responsibilities, the Nomination, Remu-

neration and Governance Committee of the Company pays due regard to the relevant provisions included in the Code on Corporate Governance of the Bucharest Stock Exchange, and regulations, terms of reference, policies, resolutions, rules and other by-laws, internal documents of the Company and the internal regulation of the Committee.

### **7. Paragraph 2a(vii) of Article 151 of the Companies Law**

**A description of the diversity policy applied in relation to the undertaking's administrative, management and supervisory bodies with regard to aspects such as, for instance, age, gender, or educational and professional backgrounds, the objectives of that diversity policy, how it has been implemented and the results in the reporting period.**

**If no such policy is applied, the statement shall contain an explanation as to why this is the case.**

The Company does not have in place a special policy in relation to diversity of the Board of Directors. The Company considers that the current composition of the Board of Directors includes diversity in relation to age, gender, educational and professional background of its members.



*Anex 2*

# Anex 2

**Table regarding the status of compliance with the provisions of the Bucharest Stock Exchange Corporate Governance Code**

No.	Provisions of BSE Corporate Governance Code	Complies/ Does not comply or partially complies	Additional information / Reason for non-compliance
1.	2.	3.	4.
<b>SECTION A – RESPONSIBILITIES</b>			
<b>A.1.</b>	All companies should have internal regulation of the Board which includes terms of reference/responsibilities for Board and key management functions of the company, applying, among others, the General Principles of Section A.	<b>Yes</b>	The Board understands the importance of having its responsibilities and all the relevant procedures, including the voting procedure, provided by an internal regulation. As such, the Board has adopted its internal regulation on the meeting which took place on the 21 <sup>st</sup> of May 2018 and will implement it starting with its next meeting.
<b>A.2.</b>	Provisions for the management of conflict of interest should be included in Board regulation. In any event, members of the Board should notify the Board of any conflicts of interest which have arisen or may arise, and should refrain from taking part in the discussion (including by not being present where this does not render the meeting non-quorate) and from voting on the adoption of a resolution on the issue which gives rise to such conflict of interest.	<b>Yes</b>	The internal regulation of the Board contains provisions for the management of conflict of interest which ensure compliance with this provision.
<b>A.3.</b>	The Board of Directors or the Supervisory Board should have at least five members.	<b>Yes</b>	The current Board of Directors of the Company comprises five members.

1.	2.	3.	4.
<b>A.4.</b>	The majority of the members of the Board of Directors should be non-executive. At least one member of the Board of Directors or Supervisory Board should be independent, in the case of Standard Tier companies. Not less than two non-executive members of the Board of Directors or Supervisory Board should be independent, in the case of Premium Tier Companies. Each member of the Board of Directors or Supervisory Board, as the case may be, should submit a declaration that he/she is independent at the moment of his/her nomination for election or re-election as well as when any change in his/her status arises, by demonstrating the ground on which he/she is considered independent in character and judgement in practice.	<b>Yes</b>	Three out of five Board members are non-executive and two out of five Board members are independent. The independent Board members have submitted along with their letter of acceptance a declaration of independence in accordance with the criteria included in the BSE Corporate Governance Code.
<b>A.5.</b>	A Board member's other relatively permanent professional commitments and engagements, including executive and non-executive Board positions in companies and not-for-profit institutions, should be disclosed to shareholders and to potential investors before appointment and during his/her mandate.	<b>Yes</b>	Both past and ongoing relatively permanent professional commitments and engagements of the Board members were disclosed to the potential investors in the Company's IPO Prospectus and no other such commitments or engagements have been undertaken by the Board members as of the date of the Prospectus.
<b>A.6.</b>	Any member of the Board should submit to the Board, information on any relationship with a shareholder who holds directly or indirectly, shares representing more than 5% of all voting rights. This obligation concerns any kind of relationship which may affect the position of the member on issues decided by the Board.	<b>Yes</b>	The internal regulation of the Board contains provisions which regulate such obligation of the Board members and the procedure according to which the information shall be submitted to the Board by its members.
<b>A.7.</b>	The company should appoint a Board secretary responsible for supporting the work of the Board.	<b>Yes</b>	The Company has appointed a Board Secretary who supports the Board's activities.

1.	2.	3.	4.
<b>A.8.</b>	The corporate governance statement should inform on whether an evaluation of the Board has taken place under the leadership of the chairman or the nomination committee and, if it has, summarize key action points and changes resulting from it. The company should have a policy/guidance regarding the evaluation of the Board containing the purpose, criteria and frequency of the evaluation process.	<b>No</b>	No evaluation of the current Board has taken place, given its relatively short period of activity. The Company intends to have in place in the near future a policy for the Board evaluation.
<b>A.9.</b>	The corporate governance statement should contain information on the number of meetings of the Board and the committees during the past year, attendance by directors (in person and in absentia) and a report of the Board and committees on their activities.	<b>Yes</b>	The Board shall meet whenever is necessary and at least every three months. From the listing date, two Board meetings and two meetings of each Committee were held.
<b>A.10.</b>	The corporate governance statement should contain information on the precise number of the independent members of the Board of Directors or of the Supervisory Board.	<b>Yes</b>	Two out of five members of the Board are independent.
<b>A.11.</b>	The Board of Premium Tier companies should set up a nomination committee formed of non-executives, which will lead the process for Board appointments and make recommendations to the Board. The majority of the members of the nomination committee should be independent.	<b>Partially complies</b>	One out of three members of the Nomination, Remuneration and Governance Committee is independent and two out of three members are non-executives. The Board has decided to also include Mr. Victor Bostan in this committee, taking into consideration its excellent knowledge of the Company's needs. The Board is of the view that the good corporate governance sought by the BSE Corporate Governance Code is achieved by having the majority of committee members being non-executive and high standard terms of reference being applied to the work of the committee.

1.	2.	3.	4.
<b>SECTION B – RISK MANAGEMENT AND INTERNAL CONTROL SYSTEM</b>			
<b>B.1.</b>	The Board should set up an audit committee, and at least one member should be an independent non-executive. The majority of members, including the chairman, should have proven an adequate qualification relevant to the functions and responsibilities of the committee. At least one member of the audit committee should have proven and adequate auditing or accounting experience. In the case of Premium Tier companies, the audit committee should be composed of at least three members and the majority of the audit committee should be independent.	<b>Yes</b>	The chairperson of the Audit Committee is an independent non-executive director and two out of three members are independent.
<b>B.2.</b>	The audit committee should be chaired by an independent non-executive member.	<b>Yes</b>	The Audit Committee is chaired by Ms. Monica Cadogan, an independent non-executive director.
<b>B.3.</b>	Among its responsibilities, the audit committee should undertake an annual assessment of the system of internal control.	<b>Yes</b>	According to its internal regulation, the Audit Committee has responsibilities regarding internal control matters, such as regularly reviewing the adequacy and implementation of key internal control policies, including policies for detecting fraud and the prevention of bribery and assessing the management's responsiveness and effectiveness in dealing with identified internal control failings or weaknesses.
<b>B.4.</b>	The assessment should consider the effectiveness and scope of the internal audit function, the adequacy of risk management and internal control reports to the audit committee of the Board, management's responsiveness and effectiveness in dealing with identified internal control failings or weaknesses and their submission of relevant reports to the Board.	<b>Yes</b>	According to the internal regulation of the Audit Committee, the assessment will take into consideration these criteria.
<b>B.5.</b>	The audit committee should review conflicts of interests in transactions of the company and its subsidiaries with related parties.	<b>Yes</b>	According to its internal regulation, it is the Audit Committee's responsibility to review the Company's related party transactions.

1.	2.	3.	4.
<b>B.6.</b>	The audit committee should evaluate the efficiency of the internal control system and risk management system.	<b>Yes</b>	Assessing the adequacy and efficiency of the risk management system is the responsibility of the Audit Committee.
<b>B.7.</b>	The audit committee should monitor the application of statutory and generally accepted standards of internal auditing. The audit committee should receive and evaluate the reports of the internal audit team.	<b>Yes</b>	The Audit Committee has as a responsibility to monitor the application of the statutory and generally accepted standards of internal auditing and to review reports received from the internal auditor.
<b>B.8.</b>	Whenever the Code mentions reviews or analysis to be exercised by the Audit Committee, these should be followed by cyclical (at least annual), or ad-hoc reports to be submitted to the Board afterwards.	<b>Yes</b>	The Audit Committee will regularly present to the Board reports on the issues it has reviewed.
<b>B.9.</b>	No shareholder may be given undue preference over other shareholders with regard to transactions and agreements made by the company with shareholders and their related parties.	<b>Yes</b>	The Company will ensure the equal treatment of its shareholders and the transactions with related parties will be treated objectively. The policy regarding related parties' transactions which will be implemented by the end of the current year will contain provisions which shall ensure the compliance with this provision of the BSE Corporate Governance Code.
<b>B.10.</b>	The Board should adopt a policy ensuring that any transaction of the company with any of the companies with which it has close relations, that is equal to or more than 5% of the net assets of the company (as stated in the latest financial report), should be approved by the Board following an obligatory opinion of the Board's audit committee, and fairly disclosed to the shareholders and potential investors, to the extent that such transactions fall under the category of events subject to disclosure requirements.	<b>No</b>	According to its internal regulation, it is the Audit Committee's responsibility to review the Company's related party transactions. Further details will be included in a policy regarding related parties' transactions that the Company intends to approve and implement by the end of the current year.
<b>B.11.</b>	The internal audits should be carried out by a separate structural division (internal audit department) within the company or by retaining an independent third-party entity.	<b>No</b>	The Company does not yet have in place a division with the responsibility of carrying out internal audits. The Board has initiated its analysis on whether an internal division will be created or an independent third-party entity will be appointed and has set as an objective to adopt a decision by the end of 2018.

1.	2.	3.	4.
<b>B.12.</b>	To ensure the fulfillment of the core functions of the internal audit department, it should report functionally to the Board via the audit committee. For administrative purposes and in the scope related to the obligations of the management to monitor and mitigate risks, it should report directly to the chief executive officer.	<b>No</b>	If the Company will decide to carry out the internal audit through an internal audit department, the relevant procedures will be drafted and implemented in a manner which allows the compliance with this provision.

### SECTION C – FAIR REWARDS AND MOTIVATION

<b>C.1.</b>	<p>The company should publish a remuneration policy on its website and include in its annual report a remuneration statement on the implementation of this policy during the annual period under review.</p> <p>The remuneration policy should be formulated in such a way that allows stakeholders to understand the principles and rationale behind the remuneration of the members of the Board and the CEO, as well as of the members of the Management Board in two-tier board systems. It should describe the remuneration governance and decision-making process, detail the components of executive remuneration (i.e. salaries, annual bonus, long term stock-linked incentives, benefits in kind, pensions, and others) and describe each component's purpose, principles and assumptions (including the general performance criteria related to any form of variable remuneration). In addition, the remuneration policy should disclose the duration of the executive's contract and their notice period and eventual compensation for revocation without cause.</p> <p>The remuneration report should present the implementation of the remuneration policy vis-à-vis the persons identified in the remuneration policy during the annual period under review.</p> <p>Any essential change of the remuneration policy should be published on the corporate website in a timely fashion.</p>	<b>No</b>	<p>Given its recent listing on the BSE, the Company has not yet adopted a remuneration policy. The Board has initiated discussions and analysis with regards to the remuneration matter and has set as an objective to approve such remuneration policy by the end of 2018.</p> <p>No remuneration report has been drafted, since the analysis it should comprise would depend on the existence and the application of the remuneration policy.</p> <p>The Board undertakes to ensure the publication of any essential changes of the remuneration policy on the Company's website in a timely fashion.</p>
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1. 2. 3. 4.

**SECTION D – BUILDING VALUE THROUGH INVESTORS' RELATION**

<b>D.1.</b>	The company should have an Investor Relations function - indicated, by person (s) responsible or an organizational unit, to the general public. In addition to information required by legal provisions, the company should include on its corporate website a dedicated Investor Relations section, both in Romanian and English, with all relevant information of interest for investors, including:	<b>Yes</b>	The Company has both an Investor Relations function and a dedicated Investor Relation section on its website, available both in Romanian and English, where all relevant information for investors can be found.
<b>D.1.1.</b>	Principal corporate regulations: the articles of association, general shareholders' meeting procedures;	<b>Yes</b>	The articles of association are available on the Company's website, in English, Greek and Romanian versions.  The Company has not yet adopted a GMS procedure, but undertakes to publish such procedure on its website as soon as it will be in place.
<b>D.1.2.</b>	Professional CVs of the members of its governing bodies, a Board member's other professional commitments, including executive and non-executive Board positions in companies and not-for-profit institutions;	<b>Yes</b>	Both the CVs and information regarding the professional commitments of the Board members are available in the Investor Relation section of the Company's website.
<b>D.1.3.</b>	Current reports and periodic reports (quarterly, semi-annual and annual reports) – at least as provided at item D.8 – including current reports with detailed information related to non-compliance with the present Code;	<b>Yes</b>	A distinct section for reports and presentations was created on the Company's website and all the relevant documents will be posted under such section (link).
<b>D.1.4.</b>	Information related to general meetings of shareholders: the agenda and supporting materials; the procedure approved for the election of Board members; the rationale for the proposal of candidates for the election to the Board, together with their professional CVs; shareholders' questions related to the agenda and the company's answers, including the decisions taken;	<b>Yes</b>	A distinct section for the GMS was created on the Company's website and investors will be able to find under this section all relevant information related to general meetings of shareholders.

1. 2. 3. 4.

<b>D.1.5.</b>	Information on corporate events, such as payment of dividends and other distributions to shareholders, or other events leading to the acquisition or limitation of rights of a shareholder, including the deadlines and principles applied to such operations. Such information should be published within a timeframe that enables investors to make investment decisions;	<b>Yes</b>	Relevant information regarding corporate events will be posted on the Company's website in a timely fashion.
<b>D.1.6.</b>	The name and contact data of a person who should be able to provide knowledgeable information on request;	<b>Yes</b>	The Company has an Investor Relation function and contact information in this respect can be found on the Investor Contact section on its website (link).
<b>D.1.7.</b>	Corporate presentations (e.g. IR presentations, quarterly results presentations, etc.), financial statements (quarterly, semi-annual, annual), auditor reports and annual reports.	<b>Yes</b>	A distinct section for reports and presentations was created on the Company's website, where all the relevant documents will be posted (link).
<b>D.2.</b>	A company should have an annual cash distribution or dividend policy, proposed by the CEO or the Management Board and adopted by the Board, as a set of directions the company intends to follow regarding the distribution of net profit. The annual cash distribution or dividend policy principles should be published on the corporate website.	<b>No</b>	The Company does not yet have in place a dividend policy, but the approval of such policy has been included on the agenda for the annual GMS.
<b>D.3.</b>	A company should have adopted a policy with respect to forecasts, whether they are distributed or not. Forecasts means the quantified conclusions of studies aimed at determining the total impact of a list of factors related to a future period (so called assumptions): by nature such a task is based upon a high level of uncertainty, with results sometimes significantly differing from forecasts initially presented. The policy should provide for the frequency, period envisaged, and content of forecasts. Forecasts, if published, may only be part of annual, semi-annual or quarterly reports. The forecast policy should be published on the corporate website.	<b>No</b>	Given its recent listing on the BSE, the Company does not yet have in place a forecast policy, but is aware of the importance of such policy and complies with the general restrictions applicable with regards to the distribution of forecasts. Moreover, the Board has initiated an analysis on this matter and has set as an objective to finalize the policy by the end of 2018.

1.	2.	3.	4.
<b>D.4.</b>	The rules of general meetings of shareholders should not restrict the participation of shareholders in general meetings and the exercising of their rights. Amendments of the rules should take effect, at the earliest, as of the next general meeting of shareholders.	<b>Yes</b>	The rules regarding the general meetings of the shareholders of the Company are designed to uphold and safeguard the rights of the shareholders to participate in general meetings and exercise their rights. They are included in the Company's Articles of Association and are aligned with the relevant provisions and principles of the Cyprus company laws, the legislation pursuant to which the Company was registered. Any amendment to the Articles of Association of a Cypriot company may only be effected by a special resolution approved at a general meeting of the shareholders. As such, no amendment could take effect earlier than as of the next general meeting of the shareholders.
<b>D.5.</b>	The external auditors should attend the shareholders' meetings when their reports are presented there.	<b>Yes</b>	The external auditors will attend the shareholders' meetings at which their reports are presented.
<b>D.6.</b>	The Board should present to the annual general meeting of shareholders a brief assessment of the internal controls and significant risk management system, as well as opinions on issues subject to resolution at the general meeting.	<b>Yes</b>	The Board's comments on the internal controls and significant risk management system will be included in the management report, which shall be presented to the annual GMS.
<b>D.7.</b>	Any professional, consultant, expert or financial analyst may participate in the shareholders' meeting upon prior invitation from the Chairman of the Board. Accredited journalists may also participate in the general meeting of shareholders, unless the Chairman of the Board decides otherwise.	<b>Yes</b>	The Company is open towards the idea of the participation of different professionals and consultants in the shareholders' meeting. The consent of the shareholders shall be requested in this respect at the beginning of each general meeting at which such participation is envisaged.
<b>D.8.</b>	The quarterly and semi-annual financial reports should include information in both Romanian and English regarding the key drivers influencing the change in sales, operating profit, net profit and other relevant financial indicators, both on quarter-on-quarter and year-on-year terms.	<b>Yes</b>	The quarterly and semi-annual financial reports will include information in both Romanian and English regarding the key drivers influencing the change in sales, operating profit, net profit and other relevant financial indicators.

1.	2.	3.	4.
<b>D.9.</b>	A company should organize at least two meetings/conference calls with analysts and investors each year. The information presented on these occasions should be published in the IR section of the company website at the time of the meetings/conference calls.	<b>Yes</b>	The Company will hold quarterly conference calls with analysts and investors to present the financial elements relevant for the investment decisions and will publish the relevant information on the website. For the conference call which took place in March, the Company has published on its website both the presentation and the audio recording of the call.
<b>D.10.</b>	If a company supports various forms of artistic and cultural expression, sport activities, educational or scientific activities, and considers the resulting impact on the innovativeness and competitiveness of the company part of its business mission and development strategy, it should publish the policy guiding its activity in this area.	<b>Yes</b>	In January 2015, the Group launched its Community Development Policy, which defines the strategic approach, management system and budgets for the Group's contribution to the local communities. In 2017, the Group expanded its support to local communities and participated in a number of charity, social and cultural initiatives dedicated to promoting the preservation of traditions and participated in a number of charity, social and cultural initiatives, which are described in the Annual Report.  In addition, the Group is the main partner of USM-Bostavan, a volleyball club, both women and men volleyball teams, since 2010. The USM-Bostavan women's team was Gold Awarded and the men's team was Silver Awarded at the volleyball championship of the Republic of Moldova in 2017.

	Note	31 December 2017	31 December 2016
<b>ASSETS</b>			
Property, plant and equipment	7	72,709,746	64,931,515
Intangible assets	9	1,055,960	1,058,552
Loans receivable	10	66,797	2,840,953
Equity-accounted investees	8	7,257,508	-
Inventories	12	15,106,252	7,756,212
Other non-current assets		24,446	9,441
<b>Non-current assets</b>		<b>96,220,709</b>	<b>76,596,673</b>
Loans receivable	10	1,203,360	-
Inventories	12	63,701,236	42,977,342
Trade and other receivables	11	47,203,153	30,416,981
Cash and cash equivalents	13	21,428,215	13,267,974
Current tax assets		-	380,377
Prepayments		871,636	3,239,507
Other current assets		65,362	77,373
<b>Current assets</b>		<b>134,472,962</b>	<b>90,359,554</b>
<b>Total assets</b>		<b>230,693,671</b>	<b>166,956,227</b>
<b>EQUITY</b>			
Share capital	14	34,838	34,838
Share premium	14	123,685,006	123,685,006
Contributions by owners	14	8,916,387	8,916,387
Translation reserve	14	5,088,928	909,278
Accumulated losses		(40,483,788)	(67,154,895)
<b>Equity attributable to owners of the Company</b>		<b>97,241,371</b>	<b>66,390,614</b>
<b>Non-controlling interests</b>	28	<b>11,194,576</b>	<b>10,395,478</b>
<b>Total equity</b>		<b>108,435,947</b>	<b>76,786,092</b>
<b>LIABILITIES</b>			
Borrowings and finance lease	15	10,476,771	11,098,108
Deferred income	16	702,807	47,861
Deferred tax liability	25	5,078,353	5,066,408
<b>Non-current liabilities</b>		<b>16,257,931</b>	<b>16,212,377</b>

Borrowings and finance lease	15	63,746,168	47,534,071
Deferred income	16	268,049	76,156
Current tax liabilities		2,190,399	3,033,139
Employee benefits	26	1,791,184	1,200,080
Trade and other payables	17	32,697,166	18,667,278
Provisions	23	5,306,827	3,447,034
<b>Current liabilities</b>		<b>105,999,793</b>	<b>73,957,758</b>
<b>Total liabilities</b>		<b>122,257,724</b>	<b>90,170,135</b>
<b>Total equity and liabilities</b>		<b>230,693,671</b>	<b>166,956,227</b>

These consolidated financial statements were approved by the Board of Directors and authorized for issue on 21 May 2018.

<b>Victor Bostan</b>	<b>John Maxemchuk</b>	<b>Victor Arapan</b>
Chief Executive Officer (CEO), Member of the Board of Directors	Chief Operations Officer (COO), Member of the Board of Director	Chief Financial Officer

The accompanying notes on pages 32 to 82 are an integral part of these consolidated financial statements.

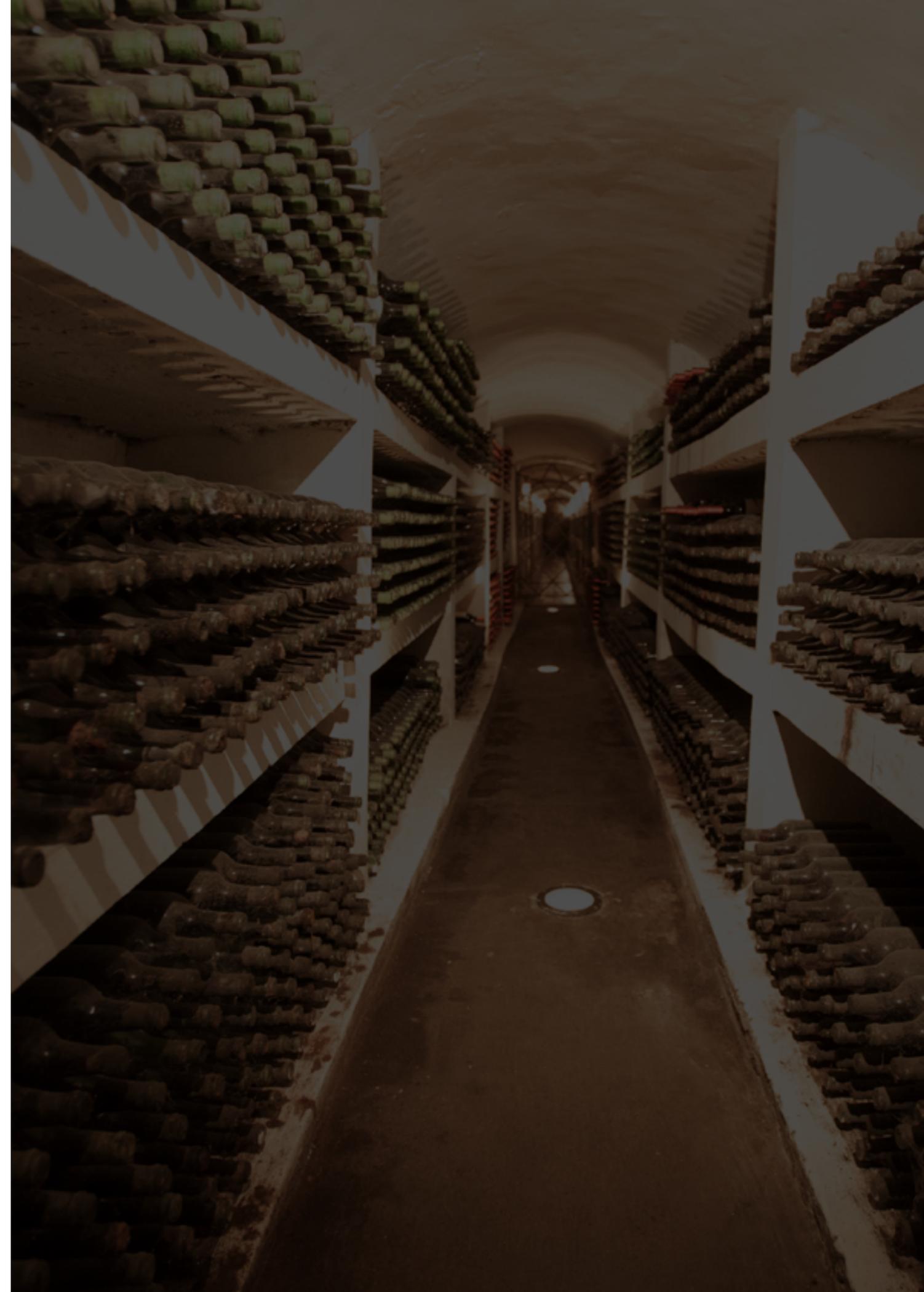
	Note	2017	2016
Revenue	18	142,254,440	106,760,242
Cost of sales	19	(74,530,289)	(53,471,103)
<b>Gross profit</b>		<b>67,724,151</b>	<b>53,289,139</b>
Other operating income	22	502,204	1,223,583
Marketing and sales expenses	20	(11,100,321)	(9,562,730)
General and administrative expenses	21	(17,459,858)	(11,801,203)
Other operating expenses	23	(3,594,557)	(1,449,118)
<b>Profit from operating activities</b>		<b>36,071,619</b>	<b>31,699,671</b>
Finance income	24	1,355,670	158,309
Finance costs	24	(2,969,434)	(4,884,140)
<b>Net finance costs</b>	<b>24</b>	<b>(1,613,764)</b>	<b>(4,725,831)</b>
Share of profit of equity-accounted investees, net of tax	8	420,973	-
<b>Profit before tax</b>		<b>34,878,828</b>	<b>26,973,840</b>
Income tax expense	25	(5,919,894)	(3,861,453)
<b>Profit for the year</b>		<b>28,958,934</b>	<b>23,112,387</b>
<b>Other comprehensive income</b>			
<b>Items that are or may be reclassified to profit or loss</b>			
Foreign currency translation differences		5,008,711	1,966,015
<b>Other comprehensive income for the year</b>		<b>5,008,711</b>	<b>1,966,015</b>
<b>Total comprehensive income for the year</b>		<b>33,967,645</b>	<b>25,078,402</b>
<b>Profit attributable to:</b>			
Owners of the Company		25,597,420	19,741,620
Non-controlling interests	28	3,361,514	3,370,767
<b>Profit for the year</b>		<b>28,958,934</b>	<b>23,112,387</b>
<b>Total comprehensive income attributable to:</b>			
Owners of the Company		30,014,254	21,377,845
Non-controlling interests	28	3,953,391	3,700,557
<b>Total comprehensive income for the year</b>		<b>33,967,645</b>	<b>25,078,402</b>
<b>Earnings per share, RON</b>			
Basic and diluted earnings per share	14	<b>5.39</b>	<b>4.15</b>

The accompanying notes on pages 32 to 82 are an integral part of these consolidated financial statements.

	Note	2017	2016
<b>Cash flows from operating activities</b>			
Profit for the year		28,958,934	23,112,387
Adjustments for:			
Depreciation and amortization	79	5,931,758	5,383,473
Gain on disposal of property, plant and equipment and intangible assets	23	(165,472)	(166,671)
Impairment of property, plant and equipment, net	7	(90,727)	(116,126)
Write-down of inventories, net	12	256,833	164,951
Impairment of loans receivable, net	23	(32,619)	(73,739)
Impairment of trade receivables, net	23	624,150	440,013
Impairment of other receivables, net	23	-	(82,637)
Release of deferred income	22	(316,922)	(405,810)
Gains on write-off of trade and other payables	22	(9,596)	(263,056)
Share of profit of equity-accounted investee, net of tax	8	(420,973)	-
Adjustment to fair value of biological assets	23	777,520	(942,530)
Change in provisions, net	23	2,280,244	1,922,786
Income tax expense	25	5,919,894	3,861,453
Net finance costs	24	1,613,764	4,725,831
<b>Operating profit before working capital changes</b>		<b>45,326,788</b>	<b>37,560,325</b>
Changes in working capital:			
Inventories		(25,851,655)	(2,477,269)
Trade and other receivables		(20,403,740)	(5,454,777)
Prepayments		3,196,527	(2,755,864)
Other assets		284	1,745
Employee benefits		509,245	226,511
Trade and other payables		14,526,065	(2,599,650)
Deferred income		1,129,196	122,242
<b>Cash generated from operating activities</b>		<b>18,432,710</b>	<b>24,623,263</b>
Income tax paid		(6,322,670)	(2,995,345)
Interest paid	15	(2,974,434)	(4,054,678)
<b>Net cash generated from operating activities</b>		<b>9,135,606</b>	<b>17,573,240</b>

<b>Cash flows from investing activities</b>			
Payments for acquisition of intangible assets	9	(61,882)	(137,660)
Payments for acquisition of interests in equity-accounted investees	8	(6,573,090)	-
Payments for acquisition of property, plant and equipment	7	(10,255,236)	(3,981,187)
Loans granted		-	(450,259)
Collections from loans granted		551,270	450,259
Interest collected		772,929	-
Proceeds from sale of property, plant and equipment		385,187	792,132
<b>Net cash used in investing activities</b>		<b>(15,180,822)</b>	<b>(3,326,715)</b>
<b>Cash flows from financing activities</b>			
Acquisition of non-controlling interest		(182,363)	-
Receipt of borrowings	15	40,741,254	19,607,450
Repayment of borrowings and finance lease	15	(26,104,629)	(22,438,697)
Dividends paid to non-controlling interests		(323,851)	-
Proceeds from issue of shares in subsidiaries		-	12,844
<b>Net cash generated from/ (used in) financing activities</b>		<b>14,130,411</b>	<b>(2,818,403)</b>
<b>Net increase in cash and cash equivalents</b>		<b>8,085,195</b>	<b>11,428,122</b>
<b>Cash and cash equivalents at 1 January</b>		<b>13,267,974</b>	<b>1,466,304</b>
Effect of movements in exchange rates on cash held		75,046	373,548
<b>Cash and cash equivalents at 31 December</b>	<b>13</b>	<b>21,428,215</b>	<b>13,267,974</b>

The accompanying notes on pages 32 to 82 are an integral part of these consolidated financial statements.



	Attributable to owners of the Company			Attributable to owners of the Company			Non-controlling interests	Total equity
	Share capital	Share premium	Contributions by owners	Translation reserve	Accumulated losses	Total		
<b>Balance at 1 January 2016</b>	<b>34,838</b>	<b>123,685,006</b>	<b>8,916,387</b>	<b>(726,947)</b>	<b>(86,896,515)</b>	<b>45,012,769</b>	<b>6,682,077</b>	<b>51,694,846</b>
<b>Total comprehensive income</b>								
Profit for the year	-	-	-	-	19,741,620	19,741,620	3,370,767	23,112,387
Foreign currency translation differences	-	-	-	1,636,225	-	1,636,225	329,790	1,966,015
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,636,225</b>	<b>19,741,620</b>	<b>21,377,845</b>	<b>3,700,557</b>	<b>25,078,402</b>
<b>Other changes in equity</b>								
Issue of shares in subsidiaries	-	-	-	-	-	-	12,844	12,844
<b>Balance at 31 December 2016</b>	<b>34,838</b>	<b>123,685,006</b>	<b>8,916,387</b>	<b>909,278</b>	<b>(67,154,895)</b>	<b>66,390,614</b>	<b>10,395,478</b>	<b>76,786,092</b>
<b>Balance at 1 January 2017</b>	<b>34,838</b>	<b>123,685,006</b>	<b>8,916,387</b>	<b>909,278</b>	<b>(67,154,895)</b>	<b>66,390,614</b>	<b>10,395,478</b>	<b>76,786,092</b>
<b>Total comprehensive income</b>								
Profit for the year	-	-	-	-	25,597,420	25,597,420	3,361,514	28,958,934
Foreign currency translation differences	-	-	-	4,416,834	-	4,416,834	591,877	5,008,711
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>4,416,834</b>	<b>25,597,420</b>	<b>30,014,254</b>	<b>3,953,391</b>	<b>33,967,645</b>
<b>Transaction with owners of the Company</b>								
Acquisition of non-controlling interests (Note 29)	-	-	-	(237,184)	1,073,687	836,503	(2,860,083)	(2,023,580)
<b>Other changes in equity</b>								
Dividends to non-controlling interests	-	-	-	-	-	-	(294,210)	(294,210)
<b>Balance at 31 December 2017</b>	<b>34,838</b>	<b>123,685,006</b>	<b>8,916,387</b>	<b>5,088,928</b>	<b>(40,483,788)</b>	<b>97,241,371</b>	<b>11,194,576</b>	<b>108,435,947</b>

The accompanying notes on pages 32 to 82 are an integral part of these consolidated financial statements.

## NOTE 1. REPORTING ENTITY

Purcari Wineries Public Company Limited is a company domiciled in Cyprus. It was incorporated on 14 June 2007 as a private liability company under the provisions of the Cyprus Companies Law, Cap. 113. The registered office of the Company is 1 Lampousas Street, 1095 Nicosia, Cyprus, Tax Identification Number 122019491. In December 2017 the Company changed its name from Bostavan Wineries Ltd. to Purcari Wineries Ltd., and at the beginning of 2018 became a public limited company and changed its name to Purcari Wineries Public Company Limited.

The parent of the Group is Purcari Wineries Public Company Limited registered in Cyprus with an issued share capital of 4,751,295 ordinary shares as at 31 December 2017 with the nominal value of 0,00171 EUR each.

As at 31 December 2017 the ultimate controlling party is the private equity investment fund, Emerging Europe Growth Fund II. On 15 February 2018 the Company made a secondary IPO and its shares were admitted for trading at Bucharest Stock Exchange.

These financial statements are the consolidated financial statements of Purcari Wineries Public Company Limited (the "Company") and its subsidiaries (together referred to as "the Group").

The Group is primarily involved in the production and sale of wine and brandy.

### Subsidiaries

The Group's subsidiaries and information related to the Company's ownership interest, are presented below:

	Country of incorporation	Ownership interest	
		31 December 2017	31 December 2016
<b>Vinorum Holdings Ltd</b>	Gibraltar	100%	100%
<b>West Circle Ltd</b>	British Virgin Islands	100%	100%
<b>Crama Ceptura SRL</b>	Romania	100%	100%
<b>Vinaria Bostavan SRL</b>	Republic of Moldova	99.54%	99.54%
<b>Vinaria Purcari SRL</b>	Republic of Moldova	100%	91.05%
<b>Vinaria Bardar SA</b>	Republic of Moldova	54.61%	54.61%

The structure of the Group as at 31 December 2017 is as follows:

- Purcari Wineries Plc is a holding company and is domiciled in Cyprus;
- Vinorum Holdings Ltd is a holding company and is domiciled in Gibraltar;
- West Circle Ltd is a holding company and is domiciled in British Virgin Islands;
- Crama Ceptura SRL is domiciled in Romania. Its major activity is the

production, bottling and sale of wines;

- Vinaria Bostavan SRL and Vinaria Purcari SRL are domiciled in Republic of Moldova. Their major activity is the production, bottling and sale of wines;
- Vinaria Bardar SA is domiciled in Republic of Moldova. Its major activity is the production, bottling and sale of brandy and divins. The nominal ownership interest of the Group in Vinaria Bardar SA is 52.52%. However, because 3.83% of shares of Vinaria Bardar SA are treasury shares, the effective ownership interest of the Group in the subsidiary is equal to 54.61%.

### Rights over land

Moldovan Legislation does not allow non-residents to own freehold land in the Republic of Moldova. In order to be able to exercise control over the land on which the Group's grape vines grow, the entire area of land was acquired by Victoriavin SRL, a related party of the Group. The Group's management considers that the related party should not be consolidated because this party is not controlled by the Company. The land is leased to Vinaria Bostavan SRL and Vinaria Purcari SRL, and on it, the grape vines of these subsidiaries are planted, as disclosed in Note 23 a to the consolidated financial statements.

In relation to the Investment Agreement dated 29 April 2010 (hereinafter referred to as "Investment Agreement"), whereby Lorimer Ventures Limited acquired 1,605,275 newly issued shares with a nominal value of EUR 0.00171 in Purcari Wineries Plc. for a price of USD 12,300,000, the following information is relevant:

Parties concluding the Investment agreement are:

- The Company;
  - Amboselt Universal Inc. – as existing shareholder of the Company;
  - International finance Corporation (IFC) – as existing shareholder of the Company;
  - Detroit Investment Ltd. – former shareholder of the Company;
  - Victor Bostan – major shareholder of Victoriavin SRL and minority shareholder of the Company through Amboselt Universal Inc.;
- Lorimer Ventures Limited – as new shareholder of the Company.

The Parties acknowledge that Victoriavin is a quasi-member of the Group, and that Victoriavin is directly and fully owned by Victor Bostan (who is also minority shareholder of the Company through Amboselt Universal Inc.), and not the Company, because of the prohibition in Moldovan Law for companies with any element of foreign capital (such as subsidiaries) to own agricultural land in the Republic of Moldova. If Moldovan Law would change and this restriction on ownership of agricultural land would be removed, the Company has the option of requiring Victor Bostan to sell to the Company or any of its subsidiaries the relevant agricultural land (free and clear of any liens) for a gross purchase price of up to USD 1,500 per hectare or 100% shareholding in Victoriavin for an equivalent price.

The Group's subsidiaries Vinaria Bostavan SRL and Vinaria Purcari SRL rent land for their plantations of grape vines from the related party Victoriavin SRL based on lease agreements. The lease agreements valid at 31 December 2017 were for a period of

29 years, with maturities between 2033-2039, and the lessor or the lessee could have terminated the lease with 6 month notice period, with no penalties. On 1 January 2018 the Group signed new lease agreements with Victoriavin SRL for these plots of land, where the lease period is changed to 29 years from 1 January 2018 (to 31 December 2047), and the termination clause mentioned above has been excluded. The lease payment is done annually until 30 November.

## NOTE 2. BASIS OF PREPARATION

These consolidated financial statements as at and for the year ended 31 December 2017 (hereinafter "consolidated financial statements" or "financial statements") have been prepared in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union ("IFRS-EU") and the requirements of the Cyprus Companies Law Cap.113.

These financial statements were authorized for issue by the Board of Directors on 21 May 2018. These financial statements will be submitted for shareholders' approval.

Details of the Group's accounting policies are included in Note 6. The Group has consistently applied the accounting policies to all periods presented in these consolidated financial statements.

## NOTE 3. FUNCTIONAL AND PRESENTATION CURRENCY

The consolidated financial statements are presented in Romanian Leu

("RON") as the Group was listed on the Bucharest Stock Exchange (BVB) on 15 February 2018. All amounts have been rounded to the nearest unit, unless otherwise indicated.

Each entity of the Group determines its own functional currency, and items included in its financial statements are measured using the functional currency and is the currency of their primary economic environment.

The currencies of the primary economic environment in which the companies of the Group operate were as follows:

- Purcari Wineries Plc, Vinorum Holdings Ltd, West Circle Ltd - US Dollar (USD),
- Crama Ceptura SRL - Romanian Leu (RON),
- Vinaria Bardar SA, Vinaria Bostavan SRL and Vinaria Purcari SRL - Moldovan Leu (MDL).

When converting functional currency to RON/presentation currency IAS 21 requires that assets and liabilities are converted using the closing exchange rate prevailing at each reporting period. Revenue and expenses are converted using the exchange rates prevailing at the transaction date. Equity elements, other than Profit or loss for the year and Translation reserve, are translated using the historical exchange rate at the transaction date.

All foreign exchange rate differences resulting from the translation from functional currency to presentation currency are recognized as a separate component of equity ("Translation reserve") in the Consolidated Statement of Financial Position and in other comprehensive income in the Consolidated Statement of Comprehensive Income.

## NOTE 4. USE OF ESTIMATES AND JUDGMENTS

In preparing these consolidated financial statements, management has made judgements, estimates and assumptions that affect the application of the Group's accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognised prospectively.

### a) Judgments

Information about judgements made in applying accounting policies that have the most significant effects on the amounts recognised in the consolidated financial statements was included in the following notes:

- Note 23 b) – classification of joint arrangements;
- Note 31(ii) – classification of lease.

### b) Assumptions and estimation uncertainties

Information about assumptions and estimation uncertainties that may result in a material adjustment in the subsequent twelve month period was included in the following notes:

- Note 23 – assumptions and estimates used in the valuation of harvest of grapes;
- Note 6 (c) – estimates relating to the useful lives of property, plant and equipment.

### Measurement of fair values

A number of the Group's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities.

The management regularly reviews significant unobservable inputs and valuation adjustments. If third party information, such as broker quotes or pricing services, is used to measure fair values, then the management assesses the evidence obtained from the third parties to support the conclusion that such valuations meet the requirements of IFRS, including the level in the fair value hierarchy in which such valuations should be classified.

When measuring the fair value of an asset or a liability, the Group uses market observable data as far as possible. Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows.

- **Level 1:** quoted prices (unadjusted) in active markets for identical assets or liabilities.
- **Level 2:** inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- **Level 3:** inputs for the asset or liability that are not based on observable market data (unobservable inputs).

If the inputs used to measure the fair value of an asset or a liability might be categorised in different levels of the fair value hierarchy, then the fair value measurement is categorised in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement.

The Group recognises transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred.

Further information about the assumptions made in measuring fair values was included below and in the following notes:

- Note 23 – valuation of biological assets (grapes on vines);
- Note 27 – financial instruments.

## **NOTE 5. BASIS OF MEASUREMENT**

Management has prepared these consolidated financial statements under the going concern basis, which assumes the realisation of assets and settlement of liabilities in the course of ordinary economic activity.

The consolidated financial statements have been prepared on the historical cost basis, except for the biological assets (grapes on vines) which are measured at fair value less costs to sell.

## **NOTE 6. SIGNIFICANT ACCOUNTING POLICIES**

The significant accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements. The accounting policies of subsidiaries have been changed where necessary to adhere consistent application of the accounting policies applied by the Group.

### **a) Basis of consolidation**

There consolidated financial statements comprise the financial

statements of the parent company Purcari Wineries Public Company Limited and the financial statements of the companies controlled by the Company as at 31 December 2017.

### **(i) Subsidiaries**

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the consolidated financial statements from the date on which control commences until the date on which control ceases.

### **(ii) Loss of control**

When the Group loses control over a subsidiary, it derecognises the assets and liabilities of the subsidiary, and any related non-controlling interests and other components of equity. Any resulting gain or loss is recognised in profit or loss. Any interest retained in the former subsidiary is measured at fair value when control is lost. Subsequently that retained interest is accounted for as an equity-accounted investee or as an available-for-sale financial asset depending on the level of influence retained.

### **(iii) Non-controlling interests**

The Group measures any non-controlling interests in the subsidiary at their proportionate share of the subsidiary's identifiable net assets.

Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions. Adjustments to non-controlling interests are based on a proportionate amount of the net assets of the subsidiary.

### **(iv) Interests in equity-accounted investees**

The Group's interests in equity-accounted investees comprise interests in associates. Associates are those entities in which the Group has significant influence, but not control or joint control, over the financial and operating policies.

Interests in associates are accounted for using the equity method. They are initially recognised at cost, which includes transaction costs. Subsequent to initial recognition, the equity-accounted investees include the Group's share of the profit or loss and other comprehensive income of associates, until the date on which significant influence ceases.

### **(v) Transactions eliminated on consolidation**

Intra-group balances and transactions, and any unrealised income and expenses arising from intra-group transactions, are eliminated. Unrealised gains or losses arising from transactions with associates are eliminated against the investment to the extent of the Group's interest in the investee.

### **b) Foreign currency**

#### **Foreign currency transactions**

Transactions in foreign currencies are translated to the functional currency of each company within Group at exchange rates at the dates of the transactions.

Monetary assets and liabilities denominated in foreign currencies are translated to the functional currency at the exchange rate at the reporting date. Non-monetary assets and liabilities that are measured at

fair value in a foreign currency are translated to the functional currency at the exchange rate when the fair value was determined. Foreign currency differences are generally recognised in profit or loss. Non-monetary items that are measured based on historical cost in a foreign currency are not translated.

#### **Foreign operations**

The assets and liabilities of foreign operations, including goodwill and fair value adjustments arising on acquisition, are translated into RON at the exchange rates at the reporting date. The income and expenses of foreign operations are translated into RON at the exchange rates at the dates of the transactions. Components of equity are not retranslated, but recorded in RON from the initial translation into the presentation currency.

Foreign currency differences are recognised in other comprehensive income and accumulated in the translation reserve, except to the extent that the translation difference is allocated to non-controlling interests.

When a foreign operation is disposed of in its entirety or partially such that control, significant influence or joint control is lost, the cumulative amount in the translation reserve related to that foreign operation is reclassified to profit or loss as part of the gain or loss on disposal. If the Group disposes of part of its interest in a subsidiary but retains control, then the relevant proportion of the cumulative amount is reattributed to non-controlling interests. When the Group disposes of only part of an associate while retaining significant influence, the relevant proportion of the cumulative amount is reclassified to profit or loss.

### **c) Property, plant and equipment**

(i) Recognition and measurement  
Items of property, plant and equipment are measured at cost less accumulated depreciation and any accumulated impairment losses.

If significant parts of an item of property, plant and equipment have different useful lives, then they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment is recognised in profit or loss.

#### **Grape vines**

The Group has adopted the amendments to accounting standards IAS 16 Property Plant and equipment and IAS 41 Agriculture (effective for annual periods beginning on or after 1 January 2016). These amendments result in bearer plants being in the scope of IAS 16 Property, Plant and Equipment, instead of IAS 41 Agriculture, to reflect the fact that their operation is similar to that of manufacturing.

Following this amendment, the Group used the fair value of bearer plants (grape vines) as at 1 January 2014 as deemed cost at that date.

(ii) Subsequent costs

Subsequent expenditure is capitalised only when it is probable that the future economic benefits associated with the expenditure will flow to the Group.

(iii) Depreciation

Depreciation is calculated to write off the cost of items of property, plant and equipment less their estimated

residual values using the straight-line method over their estimated useful lives, and is generally recognised in profit or loss. Leased assets are depreciated over the shorter of the lease term and their useful lives unless it is reasonably certain that the Group will obtain ownership by the end of the lease term. Land and construction in progress are not depreciated.

The estimated useful lives of property, plant and equipment for current and comparative periods were as follows:

- buildings and constructions 15-40 years
- equipment 3-25 years
- vehicles 5-12 years
- other fixed assets 2-30 years
- grape vines 30 years

Depreciation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

### **d) Intangible assets**

(i) Recognition and measurement  
Intangible assets comprise software, instruction recipes, trademarks and licenses that are acquired by the Group and have finite useful lives. Intangible assets are measured at cost less accumulated amortisation and any accumulated impairment losses.

(ii) Subsequent expenditure

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates.

All other expenditure, including expenditure on internally generated goodwill and brands, is recognized in profit or loss as incurred.

(iii) Amortization

Amortisation is calculated to write off the cost of intangible assets less their estimated residual values using the straight-line method over their estimated useful lives, and is generally recognised in profit or loss.

The estimated useful lives for the current and comparative years were as follows:

- software 3-10 years
- instruction recipes 5 years
- trademarks 5.5-10 years
- licenses period of licence validity

Amortization methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

### **e) Biological assets**

Biological assets comprise grapes on the vine, which are measured at fair value less costs to sell, with any change therein recognized in profit or loss in other operating income.

### **f) Inventories**

Inventories are measured at the lower of cost and net realizable value. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses. The cost of inventories is based on the weighted average principle. In the case of manufactured inventories and work in progress, cost includes an appropriate share of production overheads based on normal operating capacity. The cost of work in progress includes also storage costs, which are necessary in the production process before a further production stage.

The harvested product (grapes) is measured at fair value less cost to sell at the point of harvest. After harvest, it is treated as inventory in accordance with IAS 2.

### **g) Financial instruments**

The Group classifies non-derivative financial assets into the loans and receivables category.

The Group classifies non-derivative financial liabilities into the other financial liabilities category.

(i) Non-derivative financial assets and financial liabilities – recognition and derecognition

The Group initially recognises loans and receivables on the date when they are originated. Financial liabilities are initially recognised on the trade date, which is the date the Group becomes a party to the contractual provisions of the instrument.

The Group derecognises a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows in a transaction in which substantially all of the risks and rewards of ownership of the financial asset are transferred, or it neither transfers nor retains substantially all of the risks and rewards of ownership and does not retain control over the transferred asset. Any interest in such derecognised financial assets that is created or retained by the Group is recognised as a separate asset or liability.

The Group derecognises a financial liability when its contractual obligations are discharged or cancelled, or expire.

Financial assets and financial liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Group has a legal right to offset the amounts and intends either to settle them on a net basis or to realise the asset and settle the liability simultaneously.

(ii) Non-derivative financial assets – measurement

#### **Loans and receivables**

These assets are initially recognised at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, they are measured at amortised cost using the effective interest method.

Loans and receivables comprise loan receivables, trade receivables and cash and cash equivalents.

#### **Loan receivables**

Loan receivables are financial assets with fixed or determinable payments that are not quoted in an active market.

#### **Trade receivables**

Trade receivables include mainly the amount from sale of goods and services delivered until reporting date.

#### **Cash and cash equivalents**

Cash and cash equivalents comprise cash balances and call deposits and deposits with maturities of three months or less from the acquisition date that are subject to an insignificant risk of changes in their fair value, and are used by the Group in the management of its short-term commitments.

(iii) Non-derivative financial liabilities – measurement

Non-derivative financial liabilities are initially recognised at fair value less any directly attributable transaction costs. Subsequent to initial recognition, these liabilities are measured at amortised cost using the effective interest method.

Other financial liabilities include bank borrowings and trade payables.

(iv) Share capital

#### **Ordinary shares**

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares, net of any tax effects, are recognised as a deduction from equity.

#### **h) Impairment**

(i) Non-derivative financial assets

Financial assets are assessed at each reporting date to determine whether there is objective evidence of impairment.

Objective evidence that financial assets are impaired includes:

- default or delinquency by a debtor;
- restructuring of an amount due to the Group on terms that the Group would not consider otherwise;
- indications that a debtor or issuer will enter bankruptcy;
- adverse changes in the payment status of borrowers or issuers;
- the disappearance of an active market for a security; or
- observable data indicating that there is measurable decrease in expected cash flows from a group of financial assets.

#### **Financial assets measured at amortised cost**

The Group considers evidence of impairment for these assets at both an

individual asset and a collective level. All individually significant assets are individually assessed for impairment. Those found not to be impaired are then collectively assessed for any impairment that has been incurred but not yet individually identified. Assets that are not individually significant are collectively assessed for impairment. Collective assessment is carried out by grouping together assets with similar risk characteristics.

In assessing collective impairment, the Group uses historical information on the timing of recoveries and the amount of loss incurred, and makes an adjustment if current economic and credit conditions are such that the actual losses are likely to be greater or lesser than suggested by historical trends.

An impairment loss is calculated as the difference between an asset's carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognised in profit or loss and are reflected in an allowance account. When the Group considers that there are no realistic prospects of recovery of the asset, the relevant amounts are written off. If the amount of impairment loss subsequently decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, then the previously recognised impairment loss is reversed through profit or loss.

(ii) Non-financial assets

At each reporting date, the Group reviews the carrying amounts of its non-financial assets (other than inventories and deferred tax assets) to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated.

For impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or cash generating units ("CGUs").

The recoverable amount of an asset or CGU is the greater of its value in use and its fair value less costs to sell. Value in use is based on the estimated future cash flows, 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 or CGU.

An impairment loss is recognised if the carrying amount of an asset or CGU exceeds its recoverable amount. Impairment losses are recognised in profit or loss.

An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised. A reversal of an impairment loss is recognised in profit or loss.

#### **i) Employee benefits**

(i) Defined contribution plans

The Group, in the normal course of business makes payments to the National Social Insurance Authority and to the National Medical Insurance Authority on behalf of its Moldovan and Romanian employees for pension, health care and unemployment benefit. All employees of the Group are members and are also legally required to make defined contributions (included in the social security contributions) to the Moldovan and

Romanian State pension plan (a State defined contribution plan).

Compulsory contributions to defined contribution plans are expensed as the related service is provided. Prepaid contributions are recognised as an asset to the extent that a cash refund or a reduction in future payments is available.

(ii) Short term service benefits

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A liability is recognized for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee, and the obligation can be estimated reliably.

**j) Provisions**

A provision is recognized if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. The unwinding of the discount is recognized as finance cost.

**k) Revenue**

Revenue is recognized when it is probable that the economic benefits associated with the transaction will flow to the Group, and the amount of the revenue can be measured reliably. Revenue is recognized at the fair value of the services rendered or goods

delivered, net of VAT, excises or other taxes related to the sale.

**Sale of goods**

Revenue is recognised when the significant risks and rewards of ownership have been transferred to the customer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing management involvement with the goods, and the amount of revenue can be measured reliably. Revenue is measured net of returns, trade discounts and volume rebates.

The timing of the transfer of risks and rewards varies depending on the individual terms of the sales agreement.

**Services**

Revenue is recognized in profit or loss in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is assessed by reference to statements of work performed.

**l) Governments grants**

The Group recognises an unconditional government grant in profit or loss as other operating income when the grant becomes receivable. Other government grants are initially recognised as deferred income at fair value if there is reasonable assurance that they will be received and the Group will comply with the conditions associated with the grant; they are then recognised in profit or loss as other income on a systematic basis over the useful life of the asset.

Grants that compensate the Group for expenses incurred are recognised in profit or loss on a systematic basis in

the periods in which the expenses are recognised.

**m) Subsequent events**

Events occurring after the reporting date, which provide additional information about conditions prevailing at those reporting dates (adjusting events) are reflected in the consolidated financial statements. Events occurring after the reporting date that provide information on events that occurred after the reporting dates (non-adjusting events), when material, are disclosed in the notes to the financial statements.

**n) Leases**

(i) Determining whether an arrangement contains a lease

At inception of an arrangement, the Group determines whether the arrangement is or contains a lease. At inception or on reassessment of an arrangement that contains a lease, the Group separates payments and other consideration required by the arrangement into those for the lease and those for other elements on the basis of their relative fair values. If the Group concludes for a finance lease that it is impracticable to separate the payments reliably, then an asset and a liability are recognised at an amount equal to the fair value of the underlying asset; subsequently, the liability is reduced as payments are made and an imputed finance cost on the liability is recognised using the Group's incremental borrowing rate.

(ii) Leased assets

Leases of property, plant and equipment that transfer to the Group substantially all of the risks and rewards of ownership are classified as finance leases. The leased assets are measured initially at an amount

equal to the lower of their fair value and the present value of the minimum lease payments. Subsequent to initial recognition, the assets are accounted for in accordance with the accounting policy applicable to that asset.

Assets held under other leases are classified as operating leases and are not recognised in the Group's statement of financial position.

(iii) Lease payments

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

Minimum lease payments made under finance leases are apportioned between the finance expense and the reduction of the outstanding liability. The finance expense is allocated to each period during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability.

(iv) Rental income

Rental income from property other than investment property is recognised as other income. Rental income is recognised on a straight-line basis over the term of the lease.

**o) Finance income and finance costs**

The Group's finance income and finance costs include:

- interest income;
- interest expense;
- the foreign currency gain or loss on financial assets and financial liabilities.

Interest income or expense is recognised using the effective interest method.

## p) Income tax

Income tax expense comprises current and deferred tax. It is recognised in profit or loss except to the extent that it relates to a business combination, or items recognised directly in equity or in other comprehensive income.

### (i) Current tax

Current tax comprises the expected tax payable or receivable on the taxable income or loss for the year and any adjustment to the tax payable or receivable in respect of previous years. The amount of current tax payable or receivable is the best estimate of the tax amount expected to be paid or received that reflects uncertainty related to income taxes, if any. It is measured using tax rates enacted or substantively enacted at the reporting date. Current tax also includes any tax arising from dividends.

### (ii) Deferred tax

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognised for:

- temporary differences on the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss;
- temporary differences related to investments in subsidiaries, associates and joint arrangements to the extent that the Group is able to control the timing of the reversal of the temporary differences and it is probable that they will not reverse in the foreseeable future; and
- taxable temporary differences arising on the initial recognition of goodwill.

Deferred tax assets are recognised for unused tax losses, unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be used. Future taxable profits are determined based on business plans for individual subsidiaries in the Group. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised; such reductions are reversed when the probability of future taxable profits improves.

Unrecognised deferred tax assets are reassessed at each reporting date and recognised to the extent that it has become probable that future taxable profits will be available against which they can be used.

Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, using tax rates enacted or substantively enacted at the reporting date.

The measurement of deferred tax reflects the tax consequences that would follow from the manner in which the Group expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset only if certain criteria are met.

## q) Standards and Interpretations and amendments to published Standards that are not yet effective

As from 1 January 2017, the Group adopted all the new and revised International Financial Reporting Standards (IFRS) as adopted by EU, which are relevant to its operations

and are effective for accounting periods beginning on 1 January 2017. This adoption did not have a material effect on the consolidated financial statements of the Group.

The Group is required to adopt IFRS 9 "Financial Instruments" and IFRS 15 "Revenue from contracts with Customers" from 1 January 2018. The group has preliminarily assessed the estimates impact that the initial application of these standards will have on its consolidated financial statements. The actual impacts of adopting the standards at 1 January 2018 may change because the new accounting policies are subject to change until the Group presents its first consolidated financial statements that include the date of initial application ("DIA").

The following Standards, Amendments to Standards and Interpretations have been issued but are not yet effective for annual period beginning on 1 January 2017. Those which may be relevant to the Group are set out below. The Group does not plan to adopt these Standards early

### (i) Standards and Interpretations adopted by EU

- Annual Improvements to IFRS's 2014–2016 Cycle (effective for annual periods beginning on or after 1 January 2018 (IFRS 1 and IAS 28).
- IFRS 9 "Financial Instruments" (effective for annual periods beginning on or after 1 January 2018).
- IFRS 15 "Revenue from contracts with customers" (effective for annual periods beginning on or after 1 January 2018).
- IFRS 15 (Clarifications) "Revenue from Contracts with Customers" (effective

for annual periods beginning on or after 1 January 2018).

- IFRS 16 "Leases" (effective for annual periods beginning on or after 1 January 2019).
- IFRS 2 (Amendments) "Classification and Measurement of Shared-based Payment Transactions" (effective for annual periods beginning on or after 1 January 2018).
- IAS 40 (Amendments) "Transfers of Investment Property" (effective for annual periods beginning on or after 1 January 2018).
- IFRIC 22 "Foreign Currency Transactions and Advance Consideration" (effective for annual periods beginning on or after 1 January 2018).
- IFRS 9 (Amendments) "Prepayment Features with Negative Compensation" (effective for annual periods beginning on or after 1 January 2019).
- IFRS 10 (Amendments) and IAS 28 (Amendments) "Sale or Contribution of Assets between an Investor and its Associate or Joint Venture" (effective date postpone indefinitely).

## Preliminary impact of IFRS 9 "Financial Instruments" on the Group

IFRS 9 "Financial Instruments" issued on 24 July 2014 sets out requirements for recognizing and measuring financial assets and financial liabilities and some contracts to buy or sell non-financial items. This standard replaces IAS 39 "Financial Instruments: recognition and measurement". The standard introduces new requirements for classification and measurement, impairment and hedge accounting.

The impairment model under IFRS 9 introduces a new impairment model based on expected loss, rather than incurred loss as per IAS 39. Under the

impairment approach in IFRS 9, it is no longer necessary for a credit event to have occurred before credit losses are recognized. Instead, an entity always accounts for expected credit losses and changes in those expected credit losses.

The Group will implement IFRS 9 on 1 January 2018. The adoption of IFRS 9 will not have a material effect on the classification and measurement of the Group's financial assets and liabilities. Management expects loss allowances under IFRS 9 to be in the same level as under IAS 39.

#### **Preliminary impact of IFRS 15 "Revenue from contracts with Customers" on the Group**

IFRS 15 was issued in May 2014 and establishes a new five-step model that will apply to revenue arising from contracts with customers. Under IFRS 15 revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

The principles in IFRS 15 provide a more structured approach to measuring and recognizing revenue. IFRS 15 establishes a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. IFRS 15 will supersede the current revenue recognition guidance including IAS 18 Revenue, IAS 11 Construction Contracts and the related Interpretations when it becomes effective.

The Group is currently evaluating the expected impact of adopting the standard on its consolidated financial statements. As such, the expected impact of the standard is not yet known or reasonably estimable.

#### **Preliminary impact of IFRS 16 "Leases" on the Group**

IFRS 16, published in January 2016, establishes a revised framework for determining whether a lease is recognized in consolidated statement of financial position. It replaces existing guidance on leases, including IAS 17. The standard distinguishes lease and service contracts on the basis of whether an identified asset is controlled by a customer. Distinctions of operating leases and finance lease have been removed for lessee accounting, and are replaced by a model where a right-of-use asset and corresponding liability have to be recognized in the statement of financial position for all leases by lessees except for short-term leases and leases of low value assets.

The Group expects to implement IFRS 16 on 1 January 2019. In 2016 the Group has initiated process to determine to what extent these commitments will result in the recognition of an asset and a liability for future payments and how this will affect the Group's profit and classification of cash flows. The Group expects the biggest impact to be on land lease rights.

Purcari Wineries PLC will further analyze the lease contracts to prepare an initial impact assessment.

#### **Implementation Programme**

The Group expects that it will be in a position to provide quantitative information on the impact or the transition to IFRS 9 and IFRS 15 on its financial position and performance in its next reported consolidated financial statement (for the 6 months ending 30 June 2018).

(ii) Standards and Interpretation not adopted by the EU

- IAS 19 (Amendments) "Plan Amendment, Curtailment or Settlement" (effective for annual periods beginning on or after 1 January 2019).
- IAS 28 (Amendments) "Long-term Interest in Associates and Joint Ventures" (effective for annual periods beginning on or after 1 January 2019).
- Annual Improvement to IFRSs 2015-2017 Cycle (effective for annual periods beginning on or after 1 January 2019).
- IFRIC 23 "Uncertainty over Income Tax Treatments" (effective for annual periods beginning on or after 1 January 2019).

- "Amendments to References to the Conceptual Framework in IFRS Standards" (effective for annual periods beginning on or after 1 January 2020).

The Board of Directors expects that the adoption of the above financial reporting standards in future periods will not have a significant effect on the consolidated financial statements of the Group.

## NOTE 7. PROPERTY, PLANT AND EQUIPMENT

The movements of property, plant and equipment from 1 January 2016 to 31 December 2017 were as follows:

	Assets under construction	Land	Buildings and constructions	Equipment	Vehicles	Other	Grape vines	Total
<b>Cost</b>								
<b>Balance at 1 January 2017</b>	<b>200,805</b>	<b>2,284,734</b>	<b>90,181,160</b>	<b>57,421,069</b>	<b>3,597,408</b>	<b>3,849,543</b>	<b>17,497,352</b>	<b>175,032,071</b>
Additions	8,052,318	-	-	1,084,133	580,123	4,514	534,148	10,255,236
Transfers	(7,687,629)	-	674,952	6,311,769	499,754	201,154	-	-
Disposals	-	-	(232,901)	(472,631)	(213,478)	(831)	-	(919,841)
Effect of movement in exchange rates	23,045	104,340	4,516,469	2,866,519	207,184	211,829	1,273,635	9,203,021
<b>Balance at 31 December 2017</b>	<b>588,539</b>	<b>2,389,074</b>	<b>95,139,680</b>	<b>67,210,859</b>	<b>4,670,991</b>	<b>4,266,209</b>	<b>19,305,135</b>	<b>193,570,487</b>
<b>Accumulated depreciation and impairment losses</b>								
<b>Balance at 1 January 2017</b>	<b>-</b>	<b>192,728</b>	<b>54,449,478</b>	<b>46,390,852</b>	<b>2,595,944</b>	<b>3,236,305</b>	<b>3,235,249</b>	<b>110,100,556</b>
Depreciation for the year	-	-	1,908,817	2,819,426	375,926	144,151	600,994	5,849,314
Reversal of impairment loss	-	-	(90,346)	(381)	-	-	-	(90,727)
Disposals	-	-	(83,514)	(428,896)	(199,979)	-	-	(712,389)
Effect of movement in exchange rates	-	-	2,857,469	2,038,009	142,317	208,254	467,938	5,713,987
<b>Balance at 31 December 2017</b>	<b>-</b>	<b>192,728</b>	<b>59,041,904</b>	<b>50,819,010</b>	<b>2,914,208</b>	<b>3,588,710</b>	<b>4,304,181</b>	<b>120,860,741</b>
<b>Carrying amounts</b>								
<b>At 1 January 2017</b>	<b>200,805</b>	<b>2,092,006</b>	<b>35,731,682</b>	<b>11,030,217</b>	<b>1,001,464</b>	<b>613,238</b>	<b>14,262,103</b>	<b>64,931,515</b>
<b>At 31 December 2017</b>	<b>588,539</b>	<b>2,196,346</b>	<b>36,097,776</b>	<b>16,391,849</b>	<b>1,756,783</b>	<b>677,499</b>	<b>15,000,954</b>	<b>72,709,746</b>

	Assets under construction	Land	Buildings and constructions	Equipment	Vehicles	Other	Grape vines	Total
<b>Cost</b>								
<b>Balance at 1 January 2016</b>	<b>60,668</b>	<b>2,247,311</b>	<b>88,179,828</b>	<b>55,261,952</b>	<b>3,475,403</b>	<b>3,422,711</b>	<b>17,115,858</b>	<b>169,763,731</b>
Additions	2,484,105	-	39,123	615,756	454,362	65,175	322,666	3,981,187
Transfers	(2,218,917)	-	311,933	1,423,289	207,150	276,545	-	-
Disposals	(133,807)	-	-	(843,181)	(560,336)	(32)	(271,483)	(1,808,839)
Effect of movement in exchange rates	8,756	37,423	1,650,276	963,253	20,829	85,144	330,311	3,095,992
<b>Balance at 31 December 2016</b>	<b>200,805</b>	<b>2,284,734</b>	<b>90,181,160</b>	<b>57,421,069</b>	<b>3,597,408</b>	<b>3,849,543</b>	<b>17,497,352</b>	<b>175,032,071</b>
<b>Accumulated depreciation and impairment losses</b>								
<b>Balance at 1 January 2016</b>	<b>-</b>	<b>192,728</b>	<b>51,786,523</b>	<b>43,736,123</b>	<b>2,653,599</b>	<b>3,049,372</b>	<b>2,704,742</b>	<b>104,123,087</b>
Depreciation for the year	-	-	1,721,275	2,381,533	398,256	135,135	673,811	5,310,010
Reversal of impairment loss	-	-	(113,703)	(2,423)	-	-	-	(116,126)
Disposals	-	-	-	(512,413)	(472,150)	(20)	(198,795)	(1,183,378)
Effect of movement in exchange rates	-	-	1,055,383	788,032	16,239	51,818	55,491	1,966,963
<b>Balance at 31 December 2016</b>	<b>-</b>	<b>192,728</b>	<b>54,449,478</b>	<b>46,390,852</b>	<b>2,595,944</b>	<b>3,236,305</b>	<b>3,235,249</b>	<b>110,100,556</b>
<b>Carrying amounts</b>								
<b>At 1 January 2016</b>	<b>60,668</b>	<b>2,054,583</b>	<b>36,393,305</b>	<b>11,525,829</b>	<b>821,804</b>	<b>373,339</b>	<b>14,411,116</b>	<b>65,640,644</b>
<b>At 31 December 2016</b>	<b>200,805</b>	<b>2,092,006</b>	<b>35,731,682</b>	<b>11,030,217</b>	<b>1,001,464</b>	<b>613,238</b>	<b>14,262,103</b>	<b>64,931,515</b>

The property, plant and equipment of the Group was located in the following countries:

	31 December 2017	31 December 2016
Republic of Moldova	65,971,318	58,820,586
Romania	6,738,428	6,110,929
<b>Total</b>	<b>72,709,746</b>	<b>64,931,515</b>

## Depreciation charge

Depreciation charge is included in the following financial statement captions:

	2017	2016
Cost of sales	2,792,659	2,744,567
General and administrative expenses	1,224,735	716,968
Inventories	1,754,781	1,712,240
Unallocated overheads	77,139	136,235
<b>Total</b>	<b>5,849,314</b>	<b>5,310,010</b>

## Leased assets

The Group leases land, equipment and vehicles under a number of finance

lease agreements. As at 31 December 2017 and 31 December 2016 the net carrying amount of the leased assets were as follows:

	31 December 2017	31 December 2016
Vehicles	468,734	625,779
Equipment	66,705	86,801
<b>Total</b>	<b>535,439</b>	<b>712,580</b>

## Security

The carrying amount of property, plant and equipment that is subject to a registered debenture to secure bank loans is disclosed in Note 15. The Group is not involved in any legal disputes that may restrict its ability to use or dispose of its properties.

## Impairment

For the years 2017 and 2016 the Group generated profits before tax amounting to RON 34,878,828 and RON 26,973,840,

and operating cash flows amounting to RON 9,135,606 and RON 17,573,240 respectively. The Group met the expectations set in the budgets for these years, and projected for the next years to continue the growth both in terms of revenue and profitability. Consequently, the Group concluded that no indicators of impairment were identified for the years ended 31 December 2017 and 31 December 2016 and no further impairment testing was performed.

## NOTE 8. EQUITY-ACCOUNTED INVESTEEES

As at 31 December 2017 and 31 December 2016 interests in equity-accounted investees are as follows:

	31 December 2017	31 December 2016
Investment in IM Glass Container Company SA Group	7,136,953	-
Investment in Ecosmart Union SA	120,555	-
<b>Total interests in equity-accounted investees</b>	<b>7,257,508</b>	<b>-</b>

The share of profit of equity-accounted investees, net of tax, for the

years ended 31 December 2017 and 31 December 2016 is as follows:

	2017	2016
Share of the profit of IM Glass Container Company SA group	408,418	-
Share of the profit of Ecosmart Union SA	12,555	-
<b>Total share of the profit of equity-accounted investees, net of tax</b>	<b>420,973</b>	<b>-</b>

IM Glass Container Company SA group (provisional amounts)

In March 2017 the Group, through its subsidiary Vinaria Purcari SRL, purchased 31.415% ownership interest in IM Glass Container Company SA group (which include IM Glass Container Company SA and its subsidiary Glass Container Company-SP SRL) for a consideration in cash of RON 6,406,685 (the equivalent of MDL 29,498,035). This ownership interest was acquired

from the Moldovan State as a result of privatisation round launched in this period. The consideration was paid entirely during the year ended 31 December 2017. The main activity of IM Glass Container Company SA group is the production of glass bottles.

The movement in the investment in IM Glass Container Company SA group for the year ended 31 December 2017 is as follows:

	2017
<b>Balance at 1 January</b>	<b>-</b>
Acquisition cost	6,406,685
Share of profit	408,418
Effect of movements in exchange rates	321,850
<b>Balance at 31 December</b>	<b>7,136,953</b>

The share of profit was calculated based on the consolidated results of

IM Glass Container Company SA group for the period after acquisition (1 April

2017 – 31 December 2017) as per its own financial statements.

The following table summarizes the financial information of IM Glass Container Company SA group as included in its own financial statements. The table also reconciles the summarised financial information of IM Glass Container Company SA group to the carrying amount of the

Group's interest in IM Glass Container Company SA group.

The initial accounting for the acquisition of the investment in this associate is incomplete due to the fact that the Group has not sufficient information in order to complete the fair value measurement of the net assets of the associate. Therefore the

Group presents provisional amounts in this respect.

	<b>31 December 2017</b>
<b>Percentage ownership interest</b>	<b>31.415%</b>
Non-current assets (provisional amounts)	39,625,883
Current assets (provisional amounts)	59,983,604
Non-current liabilities (provisional amounts)	(2,500)
Current liabilities (provisional amounts)	(20,191,397)
Net assets (100%) (provisional amounts)	79,415,590
Group's share of net assets (31.415%) (provisional amounts)	24,948,408
Gain from bargain purchase (provisional amounts)	(17,811,455)
<b>Carrying amount of investment in associate (provisional amounts)</b>	<b>7,136,953</b>
Revenue	107,009,879
Profit (100%) (provisional amounts)	1,300,074
Share of profit (31.415%) (provisional amounts)	408,418
<b>Group's share of profit (provisional amounts)</b>	<b>408,418</b>

### Ecosmart Union SA

In March 2017 the Group, through its subsidiary Crama Ceptura SRL, contributed to the foundation of Ecosmart Union SA, contributing RON 108,000 for a 27% share. The main activity of Ecosmart Union SA is providing recycling services.

The movement in the investment in Ecosmart Union SA for the year ended 31 December 2017 is as follows:

	<b>2017</b>
<b>Balance at 1 January</b>	<b>-</b>
Contribution	108,000
Share of profit	12,555
<b>Balance at 31 December</b>	<b>120,555</b>

The following table summarizes the financial information of Ecosmart Union SA as included in its own financial statements. The table also reconciles

the summarised financial information of Ecosmart Union SA to the carrying amount of the Group's interest in Ecosmart Union SA.

	<b>31 December 2017</b>
<b>Percentage ownership interest</b>	<b>27%</b>
Non-current assets	1,750,863
Current assets	997,748
Non-current liabilities	(10,958)
Current liabilities	(2,291,151)
Net assets (100%)	446,501
Group's share of net assets (27%)	120,555
<b>Carrying amount of investment in associate</b>	<b>120,555</b>
Revenue	6,475,423
Profit (100%)	46,501
Share of profit (27%)	12,555
<b>Group's share of profit</b>	<b>12,555</b>

## NOTE 9. INTANGIBLE ASSETS

The movements in intangible assets from 1 January 2016 to 31 December 2017 are the following:

	2017	2016
<b>Cost</b>		
Balance at 1 January	1,604,817	1,428,966
Additions	61,882	137,660
Disposals	(12,263)	-
Effect of movement in exchange rates	62,074	38,191
<b>Balance at 31 December</b>	<b>1,716,510</b>	<b>1,604,817</b>
<b>Amortization</b>		
Balance at 1 January	546,265	460,847
Amortization for the year	82,444	73,463
Disposals	-	-
Effect of movement in exchange rates	31,841	11,955
<b>Balance at 31 December</b>	<b>660,550</b>	<b>546,265</b>
<b>Carrying amounts</b>		
<b>At 1 January</b>	<b>1,058,552</b>	<b>968,119</b>
<b>At 31 December</b>	<b>1,055,960</b>	<b>1,058,552</b>

Intangible assets are represented by trademarks, technological instructions, licenses, software and other. The carrying amount of intangible assets that is subject to a registered debenture to secure bank loans is disclosed in Note 15.

The amortization was allocated to General and administrative expenses, Cost of sales, Inventories and Unallocated overheads.

## NOTE 10. LOANS RECEIVABLE

As at 31 December 2017 and 31 December 2016 loans receivable were as follows:

	Currency	Interest rate	Year of maturity	31 December 2017		31 December 2016
				Non-current portion	Current portion	Non-current portion
Victoriavin SRL (principal)	USD	4%	2018	-	374,362	1,678,287
Victoriavin SRL (interest receivable)	USD	-	2018	-	578,670	657,523
Victoriavin SRL (principal) *	MDL	26.25%	2019	66,797	-	54,308
Victoriavin SRL (principal) *	MDL	15.43%	2018	-	250,328	215,320
Victoriavin SRL (principal) *	MDL	10.05%	2017	-	-	235,515
<b>Total loans receivable</b>				<b>66,797</b>	<b>1,203,360</b>	<b>2,840,953</b>

(\*) These are interest free loan receivables, which are discounted at the market interest rate from the date of granting the loans. At the date of the granting of the loan, the difference between the fair value and the nominal value of loans was treated as other operating expenses, impairment of loan receivables (see Note 23).

The Group concluded that there are no impairment indicators related to the loan receivables from Victoriavin SRL, as it intends to collect them in 2018.

## NOTE 11. TRADE AND OTHER RECEIVABLES

As at 31 December 2017 and 31 December 2016, trade and other receivables were as follows:

	31 December 2017	31 December 2016
<b>Financial receivables</b>		
Gross trade receivables	43,794,029	29,747,661
Trade receivables due from related parties (Note 30)	1,321	129,000
Allowance for impairment of trade receivables	(2,050,657)	(1,896,606)
<b>Total financial receivables</b>	<b>41,744,693</b>	<b>27,980,055</b>
<b>Non-financial receivables</b>		
Other receivables due from related parties (Note 30)	296,056	694,890
Other receivables	372,069	558,531
VAT receivable	3,687,099	1,005,570
Other taxes receivable	595,154	114,216
Excise receivable	508,082	63,719
<b>Total non-financial receivables</b>	<b>5,458,460</b>	<b>2,436,926</b>
<b>Total trade and other receivables</b>	<b>47,203,153</b>	<b>30,416,981</b>

The carrying amount of trade and other receivables that is subject to a registered debenture to secure bank loans is disclosed in Note 15.

The market risk, credit risk, aging of trade receivables at the reporting date and the movement in the allowance for impairment in respect of them during the year are disclosed in Note 27.

## NOTE 12. INVENTORIES

As at 31 December 2017 and 31 December 2016 inventories were as follows:

	31 December 2017	31 December 2016
<b>Raw materials</b>		
Distilled alcohol	14,863,296	9,776,783
Wine materials	2,529,312	338,259
Other raw materials	95,260	189,599
<b>Total raw materials</b>	<b>17,487,868</b>	<b>10,304,641</b>
<b>Other materials</b>		
Packaging materials	8,857,937	5,937,500
Other materials	2,162,518	1,440,087
Chemicals	1,358,682	585,302
<b>Total other materials</b>	<b>12,379,137</b>	<b>7,962,889</b>
<b>Semi-finished production</b>		
Wine in barrels	38,328,925	26,762,209
Divin in barrels	6,480,733	2,245,247
Brandy in barrels	10,285	9,735
<b>Total semi-finished production</b>	<b>44,819,943</b>	<b>29,017,191</b>
<b>Bottled finished goods</b>		
Wine	3,808,164	3,266,355
Divin	276,849	175,988
Other finished goods	31,632	4,806
Brandy	3,895	1,684
<b>Total bottled finished goods</b>	<b>4,120,540</b>	<b>3,448,833</b>
<b>Total inventories</b>	<b>78,807,488</b>	<b>50,733,554</b>

The carrying amount of inventories that is subject to a registered debenture to secure bank loans is disclosed in Note 15.

The inventories that are expected to be recovered in more than 12 months after the end of the reporting date have been classified to non-current assets and amount to RON 15,106,252

as at 31 December 2017 (2016: RON 7,756,212). These relate to wine in barrels RON 2,984,592 (2016: RON 1,445,311) and distilled alcohol and divin in barrels RON 12,121,660 (2016: RON 6,310,901).

Write-down / (reversal) of inventories for the year ended 31 December 2017 of RON 256,833 (2016: RON 164,951) was recognised in cost of sales.

## NOTE 13. CASH AND CASH EQUIVALENTS

As at 31 December 2017 and 31 December 2016 cash and cash equivalents were as follows:

	31 December 2017	31 December 2016
Bank accounts	21,318,470	13,119,235
Petty cash	109,745	148,739
<b>Total cash and cash equivalents</b>	<b>21,428,215</b>	<b>13,267,974</b>

Cash and cash equivalents consist of cash in hand, short-term deposits and balances with banks, which are at the free disposal of the Group.

The carrying amount of cash and cash equivalents that is subject to a registered debenture to secure bank loans is disclosed in Note 15.

## NOTE 14. EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY

(in shares)	2017	2016
On issue at 1 January	4,751,295	4,751,295
Issued during the year	-	-
<b>On issue at 31 December</b>	<b>4,751,295</b>	<b>4,751,295</b>
<b>Authorized – par value EUR 0.00171</b>	<b>4,751,295</b>	<b>4,751,295</b>

### Share capital and share premium

All shares rank equally with regard to the Company's residual assets. The holders of ordinary shares are entitled to receive dividends as declared, and

are entitled to one vote per share at meetings of the Company.

At 31 December 2017 and 31 December 2016 the share capital structure and the ownership of registered shares was as follows:

	Amount of share capital	Number of shares	% of ownership
Lorimer Ventures Limited	22,139	3,019,523	63.55%
Amboselt Universal Inc.	10,462	1,426,855	30.03%
International Finance Corporation	2,237	304,917	6.42%
<b>Total</b>	<b>34,838</b>	<b>4,751,295</b>	<b>100%</b>

The share premium resulting at the time of subscription of ordinary shares amounted to RON 123,685,006.

### Translation reserve

The translation reserve comprises all foreign currency differences arising from the translation to the presentation currency.

### Contributions by owners

These represent contribution from the former owners of the Company.

### Earnings per share

The calculation of earnings per share has been based on the following profit attributable to ordinary shareholders and weighted-average number of ordinary shares outstanding:

	2017	2016
Profit for the year, attributable to owners of the Company	25,597,420	19,741,620
Weighted-average number of ordinary shares outstanding	4,751,295	4,751,295
<b>Earnings per share – basic and diluted</b>	<b>5.39</b>	<b>4.15</b>

The Group has not issued any potentially dilutive instruments.

## NOTE 15. BORROWINGS AND FINANCE LEASE

This note provides information about the contractual terms of the Group's interest-bearing borrowings and finance lease, which are measured at amortized cost. For more information about the Group's exposure to interest rate, foreign currency and liquidity risk, see Note 27.

As at 31 December 2017 and 31 December 2016, borrowings and finance lease were as follows:

	31 December 2017	31 December 2016
Non-current liabilities		
Secured bank loans	10,306,755	10,690,742
Finance lease liabilities	170,016	407,366
<b>Total non-current portion</b>	<b>10,476,771</b>	<b>11,098,108</b>
Current liabilities		
Current portion of secured bank loans	63,499,817	47,287,117
Current portion of finance lease liabilities	246,351	244,796
Unsecured loans from related parties	-	2,158
<b>Total current portion</b>	<b>63,746,168</b>	<b>47,534,071</b>
<b>Total borrowings and finance lease</b>	<b>74,222,939</b>	<b>58,632,179</b>

The movements of borrowings and finance lease for the years ended 31 December 2017 and 31 December 2016 were as follows:

	2017	2016
Balance at 1 January	58,632,179	59,307,494
Proceeds from borrowings	40,741,254	19,607,450
Repayment of borrowings and finance lease	(26,104,629)	(22,438,697)
Interest expense (Note 24)	2,969,434	4,637,007
Interest paid	(2,974,434)	(4,054,678)
Effect of movement in exchange rates	959,135	1,573,603
<b>Balance at 31 December</b>	<b>74,222,939</b>	<b>58,632,179</b>



**TERMS AND DEBT REPAYMENT SCHEDULE**

Type of loan	Lender	Currency	Nominal interest rate	Year of maturity	31 December 2017			31 December 2016		
					Non-current	Current (classified from non-current)	Current	Non-current	Current (classified from non-current)	Current
Secured bank loan	BC Moldova Agroindbank SA (1)	MDL	9.75%	2017	-	-	-	-	2,062,859	1,660
Secured bank loan	BC Moldova Agroindbank SA (2)	EUR	4.50%	2017	-	-	-	-	-	768,758
Secured bank loan	BC Moldova Agroindbank SA (3)	EUR	4.50%	2018	-	-	2,698,351	-	653,262	3,196,277
Secured bank loan	BC Moldova Agroindbank SA (4)	MDL	16.00%	2017	-	-	-	-	-	19,296
Secured bank loan	BC Moldova Agroindbank SA (5)	USD	5.00%	2018	-	-	326,505	-	363,637	1,321
Secured bank loan	BC Moldova Agroindbank SA (6)	MDL	9.75%	2018	-	-	2,566,486	-	49,458	2,790,066
Secured bank loan	BC Moldova Agroindbank SA (7)	EUR	4.50%	2018	-	-	1,157,840	-	1,784,884	2,768,704
Secured bank loan	BC Moldova Agroindbank SA (8)	EUR	4.50%	2017	-	-	-	-	-	1,515,148
Secured bank loan	BC Moldova Agroindbank SA (9)	USD	5.00%	2017	-	-	-	-	-	3,736,870
Secured bank loan	BC Moldova Agroindbank SA (10)	EUR	4.50%	2017	-	-	-	-	-	1,864,530
Secured bank loan	BC Moldova Agroindbank SA (11)	MDL	9.75%	2017	-	-	-	-	-	3,164,907
Secured bank loan	BC Moldova Agroindbank SA (12)	MDL	9.75%	2019	-	1,462,165	3,818,326	-	4,915,707	214,760
Secured bank loan	BC Moldova Agroindbank SA (13)	EUR	4.50%	2019	-	2,781,005	2,460,560	-	5,241,592	15,337
Secured bank loan	BC Moldova Agroindbank SA (14)	EUR	4.35%	2020	-	10,992,280	127,598	-	-	-
Secured bank loan	BC Moldova Agroindbank SA (15)	MDL	9.60%	2020	-	1,357,557	473,121	-	-	-
Secured bank loan	BC Moldova Agroindbank SA (16)	MDL	9.75%	2020	-	826,298	2,208,426	-	-	-
Secured bank loan	BC Moldova Agroindbank SA (17)	EUR	4.50%	2020	-	6,543,546	1,356,235	-	-	-
Secured bank loan	Ministry of Finance of Moldova (1) (project financed by EIB)	EUR	3.50%	2020	1,393,407	-	928,938	2,249,436	-	449,888
Secured bank loan	Ministry of Finance of Moldova (2) (project financed by EIB)	EUR	3.73%	2021	2,388,694	-	394,366	-	-	-

## Breach of loan covenants

The secured loans from BC Moldova Agroindbank SA (3), (5)-(7), (12)-(17) with total carrying amount of RON 41,156,299 at 31 December 2017 (2016: RON 35,109,737; BC Moldova Agroindbank SA (1)-(3), (5)-(13)) contain debt covenants stating that the subsidiaries Vinaria Bostavan SRL and Vinaria Purcari SRL: should not lend money to third parties; should not borrow money from other financial institutions or companies; should not assign receivables related to their operating activities to third parties. Vinaria Bostavan SRL and Vinaria Purcari SRL have not complied with these debt covenants during 2016-2017.

The secured loans from BC Moldova Agroindbank SA (3), (16), (17) with total carrying amount of RON 13,632,856 at 31 December 2017 (2016: RON 8,197,964; 2014: BC Moldova Agroindbank SA (1)-(3), (8)) contain a debt covenant stating that the subsidiary Vinaria Purcari SRL should not open and carry out transactions through accounts in other banks from Republic of Moldova. The Group has not complied with this debt covenant, as during 2016 - 2017 Vinaria Purcari SRL had accounts at BCR Chisinau SA and carried out transactions through them.

The secured loan from BC Moldova Agroindbank SA (8) with total carrying amount of RON 1,515,148 at 31 December 2016 contains a debt covenant stating that the subsidiary Vinaria Purcari SRL should not repay the borrowings to Purcari Wineries Plc. prior to repayment of all the loans to BC Moldova Agroindbank SA. The Group has not complied with this debt covenant, as during 2016 Vinaria Purcari SRL repaid partially

the outstanding loans to Purcari Wineries Plc.

If covenants are breached, the credit institutions may require the acceleration of repayment of the outstanding loans. Therefore, the Group classified the related long-term liabilities of RON 23,962,851 as current liabilities as at 31 December 2017 (2016: RON 15,071,399) in these financial statements.

The Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

The Group monitors the level of expected cash inflows on trade receivables together with expected cash outflows on borrowings and finance lease and trade and other payables. Shortages in working capital and cash required for investments are financed through new credit facilities from banks.

The Group intends to extend with one year the maturity of the short-term loans due on 13 July 2018 from Unicredit Bank SA (1) and (5) with a carrying amount of RON 16,237,139 as at 31 December 2017.

Up to the date of authorization of this consolidated financial statements the Group has not received any early reimbursement notification from BC Moldova Agroindbank SA. Therefore the Group expects that the loans will be repaid in accordance with the initial contractual maturities.

## Security

As at 31 December 2017 and 31 December 2016 the carrying amounts of assets that are subject to a

registered debenture to secure bank loans were as follows:

	31 December 2017	31 December 2016
Property, plant and equipment	55,299,571	55,339,244
Trade and other receivables	35,167,625	29,162,436
Inventories	23,560,407	21,046,788
Intangible assets	524,015	495,911
Cash and cash equivalents	3,898,836	109,717
<b>Total</b>	<b>118,450,454</b>	<b>106,154,096</b>

The finance lease liabilities are secured over property plant and equipment with a carrying amount of RON 535,439 (2016: RON 712,580).

## FINANCE LEASE LIABILITIES

	31 December 2017		
	Future minimum lease payments	Interest	Present value of minimum lease payments
Less than 1 year	256,287	9,936	246,351
Between 1 and 5 years	175,067	5,051	170,016
<b>Total</b>	<b>431,354</b>	<b>14,987</b>	<b>416,367</b>

	31 December 2016		
	Future minimum lease payments	Interest	Present value of minimum lease payments
Less than 1 year	271,452	26,656	244,796
Between 1 and 5 years	414,167	6,801	407,366
<b>Total</b>	<b>685,619</b>	<b>33,457</b>	<b>652,162</b>

## NOTE 16. DEFERRED INCOME

The movement in deferred income for 31 December 2017 and 31 December 2016 was as follows:

	2017	2016
<b>Balance at 1 January</b>	<b>124,017</b>	<b>406,657</b>
Grants received	1,129,196	122,242
Release of deferred income	(316,922)	(405,810)
Effect of movements in exchange rates	34,565	928
<b>Balance at 31 December</b>	<b>970,856</b>	<b>124,017</b>

## NOTE 17. TRADE AND OTHER PAYABLES

As at 31 December 2017 and 31 December 2016 trade and other payables were as follows:

	31 December 2017	31 December 2016
<b>Financial payables</b>		
Trade accounts payable	24,580,266	16,442,647
Trade payables due to related parties (Note 30)	6,074,033	470,650
<b>Total financial payables</b>	<b>30,654,299</b>	<b>16,913,297</b>
<b>Non-financial payables</b>		
Payables to state budget	1,747,280	1,416,245
Advances received	295,587	337,736
<b>Total non-financial payables</b>	<b>2,042,867</b>	<b>1,753,981</b>
<b>Total trade and other payables</b>	<b>32,697,166</b>	<b>18,667,278</b>

For more information about the Group's exposure to foreign currency and liquidity risk, see Note 27.

## NOTE 18. REVENUE

Revenues for the years ended 31 December 2017 and 31 December 2016 were as follows:

	2017	2016
<b>Sales of finished goods</b>		
Wine	121,419,485	87,406,624
Divin	17,097,980	14,093,218
Brandy	283,764	310,472
<b>Total sales of finished goods</b>	<b>138,801,229</b>	<b>101,810,314</b>
<b>Sales of other goods</b>		
Merchandise	1,238,728	1,936,864
Other	33,111	1,581,834
Wine materials	326,510	293,322
Agricultural products	19,383	44,205
<b>Total sales of other goods</b>	<b>1,617,732</b>	<b>3,856,225</b>
<b>Services</b>		
Hotel and restaurant services	1,559,986	1,009,568
Agricultural services	275,493	84,135
<b>Total services</b>	<b>1,835,479</b>	<b>1,093,703</b>
<b>Total revenue</b>	<b>142,254,440</b>	<b>106,760,242</b>

The management monitors the performance of the Group as a single segment, however it analyses the gross margin per categories of products, as presented above.

### Segment analysis

A reportable segment is a component of a business entity that produces goods or provides services to individuals (or groups of related products or services) in a particular economic environment that is subject to risks and generate revenues other than risks and income of those components that are peculiar to other business segments.

Reportable segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. All operating segments results are reviewed regularly by the Group's CEO to make decisions about resources to be allocated to the segment and to assess its performance, and for which discrete financial information is available.

The operating business are organized and managed separately according to the nature of products and services provided, with each segment representing a strategic business unit

that offers different products and serve different markets.

Sales of finished goods by brand and geographic region for the year ended 31 December 2017 were as follows:

	Bostavan wine	Purcari wine	Crama Ceptura wine	Bardar divin and brandy	Total
Romania	2,011,032	28,216,259	20,191,244	-	50,418,535
Republic of Moldova	4,915,398	15,773,857	-	11,585,297	32,274,552
Poland	14,141,207	233,273	131,937	26,420	14,532,837
Czech Rep. and Slovakia	10,634,029	132,769	16,779	-	10,783,577
Asia	3,468,457	4,126,677	439,239	1,202	8,035,575
Belarus	820,578	199,954	-	5,376,044	6,396,576
Baltic countries	4,899,164	7,888	-	225,104	5,132,156
Ukraine	2,754,538	2,253,696	-	-	5,008,234
Other	4,248,812	988,310	812,884	169,181	6,219,187
<b>Total</b>	<b>47,893,215</b>	<b>51,932,683</b>	<b>21,592,083</b>	<b>17,383,248</b>	<b>138,801,229</b>

Sales of finished goods by brand and geographic region for the year ended 31 December 2016 were as follows:

	Bostavan wine	Purcari wine	Crama Ceptura wine	Bardar divin and brandy	Total
Romania	1,091,424	15,514,972	13,571,752	-	30,178,148
Republic of Moldova	3,081,072	12,032,397	-	5,831,074	20,944,543
Poland	13,855,836	155,494	242,324	-	14,253,654
Belarus	305,588	22,914	-	7,731,846	8,060,348
Czech Rep. and Slovakia	7,379,777	393,583	-	-	7,773,360
Asia	3,714,717	2,458,000	269,209	11,817	6,453,743
Baltic countries	4,697,473	-	-	263,901	4,961,374
Ukraine	1,707,782	1,400,753	-	-	3,108,535
Other	4,092,155	827,139	592,263	565,052	6,076,609
<b>Total</b>	<b>39,925,824</b>	<b>32,805,252</b>	<b>14,675,548</b>	<b>14,403,690</b>	<b>101,810,314</b>

## NOTE 19. COST OF SALES

Cost of sales for the years ended 31 December 2017 and 31 December 2016 was as follows:

	2017	2016
<b>Sales of finished goods</b>		
Wine	63,693,471	44,007,472
Divin	7,343,393	5,086,153
Brandy	186,897	205,310
<b>Total sales of finished goods</b>	<b>71,223,761</b>	<b>49,298,935</b>
<b>Sales of other goods</b>		
Merchandise	1,019,171	1,439,794
Other	31,910	1,256,465
Wine materials	324,431	300,945
Agricultural products	16,133	39,078
<b>Total sales of other goods</b>	<b>1,391,645</b>	<b>3,036,282</b>
<b>Services</b>		
Hotel and restaurant services	1,647,325	1,055,270
Agricultural services	267,558	80,616
<b>Total services</b>	<b>1,914,883</b>	<b>1,135,886</b>
<b>Total cost of sales</b>	<b>74,530,289</b>	<b>53,471,103</b>

The nature of the expenses that are part of the Group's cost of sales for the

years ended 31 December 2017 and 31 December 2016 was as follows:

	2017	2016
Consumption of inventories	67,042,505	47,043,019
Employee benefits (Note 26)	4,214,507	3,102,775
Depreciation of property, plant and equipment (Note 7)	2,792,659	2,744,567
Other	480,618	580,742
<b>Total cost of sales</b>	<b>74,530,289</b>	<b>53,471,103</b>

Other expenses presented above include amortization of intangible

assets and services rendered by third parties.

## NOTE 20. MARKETING AND SALES EXPENSES

Marketing and sales expenses for the years ended 31 December 2017 and 31 December 2016 were as follows:

	2017	2016
Marketing and sales	4,959,231	5,031,788
Transportation expenses	3,130,654	2,256,424
Employee benefits (Note 26)	2,341,855	1,606,859
Certification of production	470,544	287,152
Other expenses	198,037	380,507
<b>Total marketing and sales expenses</b>	<b>11,100,321</b>	<b>9,562,730</b>

## NOTE 21. GENERAL AND ADMINISTRATIVE EXPENSES

General and administrative expenses for the years ended 31 December 2017 and 31 December 2016 were as follows:

	2017	2016
Employee benefits (Note 26)	8,350,590	5,523,029
Taxes and fees	1,236,876	1,667,243
Depreciation (Note 7)	1,224,735	716,968
Repairs and maintenance	397,100	506,422
Rent	645,413	467,169
Travel	1,368,845	435,658
Professional fees	1,496,819	354,591
Bank charges	680,386	355,415
Communication	261,929	179,551
Insurance	149,391	131,892
Fuel	174,570	119,393
Materials	49,513	70,285
Penalties	109,596	58,473
Other	1,314,095	1,215,114
<b>Total general and administrative expenses</b>	<b>17,459,858</b>	<b>11,801,203</b>

During the year ended 31 December 2017 the company prepared for IPO on Bucharest Stock Exchange. To successfully realize this, the Company incurred non-recurring expenses like professional fees, travel and communication, amounting RON 1,222,984.

In professional fees have been included fees for independent auditors' remuneration for statutory audit of the annual financial statements in amount of RON 134,328 (2016: RON 0) and independent auditor's remuneration for other services in amount of RON 664,793 (2016 RON 176,595).

## NOTE 22. OTHER PERATING INCOME

Other operating income for the years ended 31 December 2017 and 31 December 2016 was as follows:

	2017	2016
Release of deferred income	316,922	405,810
Gains on write-off of trade and other payables	9,596	263,056
Compensation from insurance company	-	188,530
Rent income	14,058	33,107
Net gain/ (loss) from sale of other materials	(118,969)	41,712
Other	280,597	291,368
<b>Total other operating income</b>	<b>502,204</b>	<b>1,223,583</b>

## NOTE 23. OTHER OPERATING EXPENSES

Other operating expenses for the years ended 31 December 2017 and 31 December 2016 were as follows:

	2017	2016
Change in provisions, net	2,280,244	1,922,786
Impairment of trade receivables, net	624,150	440,013
Impairment of loans receivable, net	(32,619)	(73,739)
Impairment of other receivables, net	-	(82,637)
Impairment of property, plant and equipment, net	(90,727)	(116,126)
Unallocated overheads	123,245	296,870
Adjustment to fair value of harvest of grapes from own grape vines (a)	225,955	(1,125,580)
Adjustment to fair value of harvest of grapes from joint operation (b)	396,002	197,732
Adjustment to fair value of harvest of grapes from operating leasing (c)	155,563	(14,682)
Net gain from disposal of property, plant and equipment and intangible assets	(165,472)	(166,671)
Other	78,216	171,152
<b>Total other operating expenses</b>	<b>3,594,557</b>	<b>1,449,118</b>

### Provisions

The Group has set-up provisions for tax risks for which management has assessed as probable an outflow of resources.

The movement in provisions for the years ended 31 December 2017 and 31 December 2016 is as follows:

	2017	2016
<b>Balance at 1 January</b>	<b>3,447,034</b>	<b>1,357,687</b>
Provisions made during the year	2,280,244	1,922,786
Effect of movements in exchange rates	(420,451)	166,561
<b>Balance at 31 December</b>	<b>5,306,827</b>	<b>3,447,034</b>

### Adjustment to fair value of harvest of grapes

The movement of biological assets (grapes on vines) for the years ended

31 December 2017 and 31 December 2016 was as follows:

	2017	2016
<b>Balance at 1 January</b>	<b>-</b>	<b>-</b>
Costs for cultivation of grapes	14,392,612	11,636,891
Fair value adjustment of harvest of grapes	(777,520)	942,530
Harvested grapes transferred to inventories	(13,615,092)	(12,579,421)
<b>Balance at 31 December</b>	<b>-</b>	<b>-</b>

Harvested grapes are transferred to inventories at their fair value, equal to the market price at the date of harvest, less costs to sell at the date of harvest. Market prices are determined by making reference to the weighted average of the grape prices for each region for the current vintage, and vary with the grade quality of grapes produced. Costs to sell refer to costs that are necessary for a sale to occur but that would not otherwise arise, such as com-

missions to brokers and dealers, levies by regulatory agencies and commodity exchanges, and transfer taxes and duties. In the regions where the grapes are cultivated, a sale of grapes would take place without the above mentioned costs being incurred, therefore for the estimation of fair value of grapes the costs to sell are considered nil.

Costs for cultivation of grapes comprise the following types of costs:

	2017	2016
Services	6,899,920	3,914,360
Consumption of inventories	3,334,758	3,894,003
Employee benefits	1,635,224	1,923,833
Depreciation of property, plant and equipment	1,151,542	972,771
Rent	945,412	537,925
Other	425,756	393,999
	<b>14,392,612</b>	<b>11,636,891</b>

### a) Harvest of grapes from own grape vines

The subsidiaries of the Group, Vinaria Bostavan SRL and Vinaria Purcari SRL have their own grape vines, which are located in the Republic of Moldova.

The movement of biological assets (grapes on vines) from own grape vines for the years ended 31 December 2017 and 31 December 2016 was as follows:

	2017	2016
<b>Balance at 1 January</b>	<b>-</b>	<b>-</b>
Costs for cultivation of grapes	12,199,196	9,502,161
Fair value adjustment of harvest of grapes	(225,955)	1,125,580
Harvested grapes transferred to inventories	(11,973,241)	(10,627,741)
<b>Balance at 31 December</b>	<b>-</b>	<b>-</b>

The areas of plantations of own grape vines (hectares of plantations) and

quantities of harvested grapes were as follows:

	2017	2016
Area of plantations of mature vines, hectares	869	869
Area of plantations of immature vines, hectares	27	27
<b>Total area of plantations of vines, hectares</b>	<b>896</b>	<b>896</b>
Quantity of harvested grapes, tonnes	9,977	9,546

The Group is subject to laws and regulations in the country where the vines are cultivated. The Group has established environmental policies and procedures aimed at compliance with local environmental and other laws.

The Group's vine plantations are exposed to the risk of damage from climatic changes, diseases and other natural forces. The Group has extensive processes in place aimed at monitoring and mitigating those risks, including regular inspections of the health of vines and industry pest and disease surveys.

#### a) Joint operations

Starting from 27 February 2013, Crama Ceptura SRL entered into a joint arrangement with Vie Vin Podgoria Valea Calugareasca SRL ("Vie Vin"), for a period of one year. After one year of activity, based on the arrangement's results the management of the Group decided to extend the agreement until 2018. The purpose of the arrangement is to produce and/or to trade grapes and wine. In addition, the partners are jointly involved in viticulture and provide each other with management, legal, marketing and trade support. The joint operation takes place in Romania.

Crama Ceptura SRL and Vie Vin contractually agreed that the

operation is administrated by a governing council, formed by two members. Each party appointed one representative to this council. The activities of the operation require the unanimous consent of the parties that control the arrangement collectively. As joint control exists explicitly, because no decisions can be made about the relevant activities of the arrangement without both Crama Ceptura SRL and Vie Vin agreeing, the arrangement is a joint arrangement. The Group has concluded that the arrangement is a joint operation. In doing so, the Group considered the terms and conditions of the partnership agreement and the purpose and design of the joint arrangement. The arrangement was not structured as a separate vehicle from the parties.

Under the contractual arrangement between Crama Ceptura SRL and Vie Vin, each retain the rights and legal title to their respective assets and the obligation to settle their respective liabilities. However, they agree to jointly cultivate the vines, which are rented by Vie Vin from individuals under operating lease, and therefore Crama Ceptura SRL and Vie Vin recognize 87 % and 13 % (2016: 87 % and 13 %) respectively of all revenues and expenses relating to the partnership.

The contractual obligation of Vie Vin is to contribute to the joint arrangement with the following:

- right of use for vines it rents from individuals under operating lease;
- right of use for equipment it owns at the date of agreement; and
- labour force.

The contractual obligation of Crama Ceptura SRL is to contribute to the joint arrangement with:

- working capital up to RON 1,600,000 per year; and
- know-how, technical management and joint arrangement management.

The outputs from joint operations are distributed in kind (grapes, wine) or in cash. Crama Ceptura SRL is entitled only to distributions in kind. The joint operators allocate the outputs annually, at the end of the harvest period, using the proportion from the harvest of 87 % for Crama Ceptura SRL and 13% for Vie Vin (2016: 87 % and 13 %).

The movement of biological assets (grapes on vines) from joint operations for the years ended 31 December 2017 and 31 December 2016 was as follows:

	2017	2016
<b>Balance at 1 January</b>	-	-
Costs for cultivation of grapes	1,567,345	1,575,656
Fair value adjustment of harvest of grapes	(396,002)	(197,732)
Harvested grapes transferred to inventories	(1,171,343)	(1,377,924)
<b>Balance at 31 December</b>	-	-

The areas of plantations of vines under joint operations (hectares

of plantations) and quantities of harvested grapes were as follows:

	2017	2016
Area of plantations of vines under joint operation arrangement, hectares	110	130
Quantity of harvested grapes under joint operation arrangement, tonnes	386	815

#### a) Operating lease of grape vines

Starting from 27 February 2013, Crama Ceptura SRL entered into an operational lease agreement with Vie Vin, for a period of one year. After one year of activity, based on the arrangement's results the management of the Company decided to extend the agreement until 2018. The object of the lease are grape vines owned by Vie Vin, located in Romania. Crama Ceptura SRL is required to maintain the grape vines and it is entitled to harvest.

The Group carried out an analysis and concluded that the lease of grape vines should be accounted as operating lease.

The lease payments are made to Vie Vin in nature (grapes, wine), in proportion of 30% from the harvest on leased grape vines.

The movement of biological assets (grapes on vines) from lease of grape vines for the years ended 31 December 2017 and 31 December 2016 was as follows:

	2017	2016
<b>Balance at 1 January</b>	-	-
Costs for cultivation of grapes	626,071	559,074
Fair value adjustment of harvest of grapes	(155,563)	14,682
Harvested grapes transferred to inventories	(470,508)	(573,756)
<b>Balance at 31 December</b>	-	-

The areas of plantations of vines under operating lease (hectares

of plantations) and quantities of harvested grapes were as follows:

	2017	2016
Area of plantations of vines under operating lease, hectares	34	34
Quantity of harvested grapes under operating lease, tonnes	215	295

## NOTE 24. NET FINANCE COST

Net finance costs for the years ended 31 December 2017 and 31 December 2016 were as follows:

	2017	2016
Net foreign exchange gain	1,295,440	-
Interest income	60,230	158,309
<b>Finance income</b>	<b>1,355,670</b>	<b>158,309</b>
Net foreign exchange loss	-	(247,133)
Interest expense	(2,969,434)	(4,637,007)
<b>Finance costs</b>	<b>(2,969,434)</b>	<b>(4,884,140)</b>
<b>Net finance costs</b>	<b>(1,613,764)</b>	<b>(4,725,831)</b>

## NOTE 25. INCOME TAX

The corporate income tax rate in Cyprus was 12.5% for the years 2017 and 2016, 12% in the Republic of Moldova and 16% in Romania. Deferred tax has been determined using tax rates (and laws) that have been enacted or substantially enacted by the balance sheet date and are

expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Tax recognized in profit or loss for the years ended 31 December 2017 and 31 December 2016 was as follows:

	2017	2016
<b>Current tax expense</b>		
Current tax	6,181,346	4,244,466
Adjustment for prior years	(201,904)	-
<b>Total current tax expense</b>	<b>5,979,442</b>	<b>4,244,466</b>
<b>Deferred tax expense</b>		
Origination and reversal of temporary differences	(59,548)	(383,013)
<b>Total deferred tax expense/ (benefit)</b>	<b>(59,548)</b>	<b>(383,013)</b>
<b>Income tax expense</b>	<b>5,919,894</b>	<b>3,861,453</b>

The reconciliation of effective tax rate for the years ended 31 December 2017 and 31 December 2016 was as follows:

	2017		2016	
<b>Profit before tax</b>		<b>34,878,828</b>		<b>26,973,840</b>
Tax using the Company's domestic tax rate	12.50%	4,359,854	12.50%	3,371,730
Effect of different tax rates in foreign jurisdictions	0.86%	298,434	0.50%	135,788
Tax exempt income	(0.33%)	(114,090)	(0.38%)	(101,349)
Non-deductible expenses	4.52%	1,577,600	2.26%	607,366
Utilization of prior year tax losses	-	-	(0.56%)	(152,082)
Under (over) provided in prior years	(0.58%)	(201,904)	0.00%	-
<b>Income tax expense</b>	<b>16.97%</b>	<b>5,919,894</b>	<b>14.32%</b>	<b>3,861,453</b>

Deferred tax assets and liabilities as at 31 December 2017 were generated by the temporary differences in the following financial statement captions:

	Deferred tax assets	Deferred tax liabilities	Net
Property, plant and equipment	446,817	(4,436,121)	(3,989,304)
Intangible assets	-	(62,882)	(62,882)
Loans receivable	2,525	-	2,525
Inventories	766,104	(132,430)	633,674
Other current assets	12,405	-	12,405
Trade and other receivables	196,933	(25,443)	171,490
Contributions by owners	-	(1,478,227)	(1,478,227)
Borrowings and finance lease	-	(42,379)	(42,379)
Deferred income	-	(418,219)	(418,219)
Trade and other payables	92,564	-	92,564
<b>Deferred tax assets (liabilities) before set-off</b>	<b>1,517,348</b>	<b>(6,595,701)</b>	<b>(5,078,353)</b>
Set off of tax	(1,517,348)	1,517,348	-
<b>Deferred tax liabilities</b>	<b>-</b>	<b>(5,078,353)</b>	<b>(5,078,353)</b>

Deferred tax assets and liabilities as at 31 December 2016 were generated by the temporary differences in the following financial statement captions:

	Deferred tax assets	Deferred tax liabilities	Net
Property, plant and equipment	413,317	(4,265,176)	(3,851,859)
Intangible assets	-	(59,509)	(59,509)
Loans receivable	6,236	-	6,236
Inventories	771,923	(163,899)	608,024
Other current assets	18,110	-	18,110
Trade and other receivables	169,643	-	169,643
Contributions by owners	-	(1,634,653)	(1,634,653)
Borrowings and finance lease	1,480	(49,413)	(47,933)
Deferred income	-	(414,733)	(414,733)
Trade and other payables	140,266	-	140,266
<b>Deferred tax assets (liabilities) before set-off</b>	<b>1,520,975</b>	<b>(6,587,383)</b>	<b>(5,066,408)</b>
Set off of tax	(1,520,975)	1,520,975	-
<b>Deferred tax liabilities</b>	<b>-</b>	<b>(5,066,408)</b>	<b>(5,066,408)</b>

The movement in deferred tax balances during the year ended 31 December 2017 was as follows:

	31 December 2016	Recognized in profit or loss	Effect of movements in exchange rates	31 December 2017
Property, plant and equipment	(3,851,859)	90,169	(227,614)	(3,989,304)
Intangible assets	(59,509)	-	(3,373)	(62,882)
Loans receivable	6,236	(3,915)	204	2,525
Inventories	608,024	7,176	18,474	633,674
Other current assets	18,110	(6,479)	774	12,405
Trade and other receivables	169,643	(2,221)	4,068	171,490
Contributions by owners	(1,634,653)	-	156,426	(1,478,227)
Borrowings and finance lease	(47,933)	7,828	(2,274)	(42,379)
Deferred income	(414,733)	19,279	(22,765)	(418,219)
Trade and other payables	140,266	(52,289)	4,587	92,564
<b>Total</b>	<b>(5,066,408)</b>	<b>59,548</b>	<b>(71,493)</b>	<b>(5,078,353)</b>

The movement in deferred tax balances during the year ended 31 December 2016 was as follows:

	31 December 2015	Recognized in profit or loss	Effect of movements in exchange rates	31 December 2016
Property, plant and equipment	(4,011,525)	232,662	(72,996)	(3,851,859)
Intangible assets	(58,300)	-	(1,209)	(59,509)
Loans receivable	10,026	(3,784)	(6)	6,236
Inventories	436,934	153,712	17,378	608,024
Other current assets	11,034	6,477	599	18,110
Trade and other receivables	253,889	(83,849)	(397)	169,643
Contributions by owners	(1,575,546)	-	(59,107)	(1,634,653)
Borrowings and finance lease	(65,341)	12,546	4,862	(47,933)
Deferred income	(423,738)	16,836	(7,831)	(414,733)
Trade and other payables	93,879	48,413	(2,026)	140,266
<b>Total</b>	<b>(5,328,688)</b>	<b>383,013</b>	<b>(120,733)</b>	<b>(5,066,408)</b>

## NOTE 26. EMPLOYEE BENEFITS

As at 31 December 2017 and 31 December 2016, employee benefit payables were as follows:

	31 December 2017	31 December 2016
Payables to employees	1,052,258	613,087
Accruals for unused vacation	738,926	586,993
<b>Total employee benefit payables</b>	<b>1,791,184</b>	<b>1,200,080</b>

During the year ended 31 December 2017 the average number of staff was 533 persons (2016: 466). Employee benefit expenses include base salaries, mandatory medical contribution, mandatory social contribution and bonuses for performance.

The employee benefit expenses are included in the following captions:

	2017	2016
General and administrative expenses (Note 21)	8,350,590	5,523,029
Cost of sales (Note 19)	4,214,507	3,102,775
Inventory	3,357,144	2,795,567
Marketing and sales expenses (Note 20)	2,341,855	1,606,859
<b>Total employee benefit expenses</b>	<b>18,264,096</b>	<b>13,028,230</b>

The employee benefit expenses comprise the following categories:

	2017	2016
Base salaries and bonuses for performance	15,371,401	11,017,712
Mandatory social and medical contributions	2,892,695	2,010,518
<b>Total employee benefit expenses</b>	<b>18,264,096</b>	<b>13,028,230</b>

## NOTE 27. FINANCIAL INSTRUMENTS

### FINANCIAL RISK MANAGEMENT

#### Overview

The Group has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risk

This note presents information about the Group's exposure to each of the above risks, the Group's objectives, policies and processes for measuring and managing risk, and the Group's management of capital.

#### Risk management framework

The Group's risk management policies are established to identify and analyze the risks faced by the Group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and sys-

tems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

#### Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers.

#### Exposure to credit risk

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	Carrying amount	
	31 December 2017	31 December 2016
Cash and cash equivalents	21,428,215	13,267,974
Trade receivables	41,744,693	27,980,055
Loan receivables	1,270,157	2,840,953
<b>Total</b>	<b>64,443,065</b>	<b>44,088,982</b>

#### TRADE RECEIVABLES AND LOAN RECEIVABLES

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. However, management also considers the demographics of the Group's customer base, including the default risk of the industry and country in which

customers operate, as these factors may have an influence on credit risk.

The Group has established a credit policy under which each new customer is analysed individually for creditworthiness before the Group's standard payment and delivery terms and conditions are offered. The Group limits its exposure to credit

risk from trade receivables based on this assessment, and establishes a maximum payment period in its agreements with customers. The creditworthiness assessment is updated each time by the Group when there is a significant delay in the payment period compared to the maximum payment period agreed contractually or when the Group extends or amends the agreements with its customers.

In monitoring customer credit risk, customers are grouped according to

	2017	2016
Revenues from transactions with a customer from Republic of Moldova	19,136,699	16,952,011
Revenues from transactions with a customer from Romania	14,439,779	13,126,710
<b>Total</b>	<b>33,576,478</b>	<b>30,078,721</b>

The Group establishes an allowance for uncollectible receivables that represents its estimate of incurred losses in respect of trade receivables. The main components of this allowance are a specific loss

their credit characteristics, including customer geographic location, aging profile, maturity and existence of previous financial difficulties. The Group's most significant 10 customers account for RON 22,931,250 or 55% of the trade receivables' carrying amount as at 31 December 2017 (2016: RON 14,576,094 or 52% of the trade receivables' carrying amount).

Revenues from transactions with a single external customer of 10% or more of the Group's revenues were as follows:

component that relates to individually significant exposures.

The maximum exposure to credit risk for trade receivables at the reporting date by geographic region was as follows.

	31 December 2017	31 December 2016
Republic of Moldova	9,778,810	5,493,205
Romania	16,294,695	10,139,943
Other European Union countries	11,413,497	8,199,400
Other	1,959,113	181,219
Belarus	1,683,576	3,460,271
Ukraine	383,391	308,151
Kazakhstan	177,515	145,077
Russian Federation	54,096	52,789
<b>Total</b>	<b>41,744,693</b>	<b>27,980,055</b>

The maximum exposure to credit risk for loan receivables at the reporting date by geographic region was as follows.

	31 December 2017	31 December 2016
Republic of Moldova	1,270,157	2,840,953

### Impairment losses

The ageing of trade receivables at the reporting date was as follows:

	31 December 2017		
	Gross	Impairment	Net
Not due	19,461,746	382,406	19,079,340
Overdue less than 1 month	11,692,167	156,617	11,535,550
Overdue 1 to 3 months	9,059,677	79,418	8,980,259
Overdue 3 to 6 months	913,331	83,823	829,508
Overdue 6 months to 1 year	311,795	123,582	188,213
Overdue more than 1 year	2,356,634	1,224,811	1,131,823
<b>Total</b>	<b>43,795,350</b>	<b>2,050,657</b>	<b>41,744,693</b>

	31 December 2016		
	Gross	Impairment	Net
Not due	21,599,828	106,997	21,492,831
Overdue less than 1 month	4,679,249	466,615	4,212,634
Overdue 1 to 3 months	1,856,547	36,432	1,820,115
Overdue 3 to 6 months	497,431	171,052	326,379
Overdue 6 months to 1 year	207,819	80,648	127,171
Overdue more than 1 year	1,035,787	1,034,862	925
<b>Total</b>	<b>29,876,661</b>	<b>1,896,606</b>	<b>27,980,055</b>

The ageing of loans receivable at the reporting date was as follows:

	31 December 2017	31 December 2016
Not due	1,291,204	21,047

### 31 December 2017

	Gross	Impairment	Net
Not due	1,291,204	21,047	1,270,157

### 31 December 2016

	Gross	Impairment	Net
Not due	2,892,920	51,967	2,840,953

The movement in the allowance for impairment with respect to trade receivables and loan receivables during the year was as follows:

	Trade receivables	Loans receivable	Total
<b>Balance 31 December 2015</b>	<b>2,429,996</b>	<b>127,276</b>	<b>2,557,272</b>
(Reversal of) impairment loss	440,013	(73,739)	366,274
Amounts written-off	(992,552)	-	(992,552)
Effect of movement in exchange rates	19,149	(1,570)	17,579
<b>Balance 31 December 2016</b>	<b>1,896,606</b>	<b>51,967</b>	<b>1,948,573</b>
(Reversal of) impairment loss	624,150	(32,619)	591,531
Amounts written-off	(438,780)	-	(438,780)
Effect of movement in exchange rates	(31,319)	1,699	(29,620)
<b>Balance 31 December 2017</b>	<b>2,050,657</b>	<b>21,047</b>	<b>2,071,704</b>

The impairment allowance of receivables are used to record impairment losses, unless the Group believes that no recovery of the amount is possible, in which case the allowances for amounts considered irrecoverable are written off against the financial asset.

### Cash and cash equivalents

The Group held cash and cash equivalents of RON 21,428,215 at 31 December 2017 (2016: RON 13,267,974), which represent its maximum credit exposure on these assets. 90% of cash and cash equivalents as at 31 December 2017 (2016: 94%) are held with banks from which the Group has secured loans.

## Liquidity risk

Liquidity risk is the risk that the Group will encounter difficulties in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

The Group monitors the level of expected cash inflows on trade

Monetary liabilities	Carrying Amount	Total Contractual Cash Flow	Less than 1 month	Between 1 – 12 months	Between 1-2 years	Between 2-5 years
<b>31 December 2017</b>						
Trade and other payables	30,654,299	30,654,299	1,554,619	29,099,680	-	-
Borrowings and finance lease	74,222,939	83,662,268	2,895,401	42,706,394	23,080,564	14,979,909
<b>Total</b>	<b>104,877,238</b>	<b>114,316,567</b>	<b>4,450,020</b>	<b>71,806,074</b>	<b>23,080,564</b>	<b>14,979,909</b>
<b>31 December 2016</b>						
Trade and other payables	16,913,297	16,913,297	857,749	16,055,548	-	-
Borrowings and finance lease	58,632,179	65,770,709	2,291,688	30,705,504	22,666,695	10,106,822
<b>Total</b>	<b>75,545,476</b>	<b>82,684,006</b>	<b>3,149,437</b>	<b>46,761,052</b>	<b>22,666,695</b>	<b>10,106,822</b>

As at 31 December 2017 and 31 December 2016, the Group had not complied with the covenants for secured bank loans from BC Moldova Agroindbank SA (see Note

receivables together with expected cash outflows on borrowings and finance lease and trade and other payables. The shortages in working capital and cash outflows for investment activities are financed through new credit facilities made available by the banks.

The following were the estimated cash outflows for trade and other payables and contractual maturities of borrowings and finance lease, including estimated interest payments and excluding the impact of netting agreements:

15). Therefore, the Group classified the long term liabilities as current liabilities of RON 23,962,851 as at 31 December 2017 (2016: RON 15,071,399) in these consolidated financial statements.

No early reimbursement notification has been received by the Group for breach of covenants. Therefore the Group expects that the loans will be repaid in accordance with the contractual maturities.

## Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates and interest rates will affect the Group's income or the value of its holdings of financial

instruments. The Group does not use derivatives (interest rate or foreign exchange swaps) as hedging instruments under a fair value hedge accounting model. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

## Currency risk

The following significant exchange rates applied during the year.

	31 December 2017	Average 2017	31 December 2016	Average 2016
MDL1	0.2283	0.2194	0.2174	0.2037
EUR 1	4.6597	4.5681	4.5411	4.4908
USD 1	3.8915	4.0525	4.3033	4.0592

The Group is exposed to currency risk on sales, purchases and borrowings that are denominated in a currency other than the respective functional currencies of Group entities. The currencies in which these transactions are primarily denominated are EUR, USD, MDL and RON.

The summary of quantitative data about the Group's monetary assets and monetary liabilities in original currency provided to management of the Group based on its risk management policy was as follows:

	EUR	USD	MDL	RON	Total
<b>31 December 2017</b>					
<b>Monetary assets</b>					
Cash and cash equivalents	7,054,270	6,900,109	4,667,072	2,806,764	21,428,215
Trade receivables	8,730,973	6,961,088	9,777,375	16,275,257	41,744,693
Loan receivables	-	953,031	317,126	-	1,270,157
<b>Total monetary assets</b>	<b>15,785,243</b>	<b>14,814,228</b>	<b>14,761,573</b>	<b>19,082,021</b>	<b>64,443,065</b>
<b>Monetary liabilities</b>					
Borrowings and finance lease	42,756,027	5,511,796	12,839,024	13,116,092	74,222,939
Trade and other payables	3,926,975	2,665,716	17,714,233	6,347,375	30,654,299

<b>Total monetary liabilities</b>	<b>46,683,002</b>	<b>8,177,512</b>	<b>30,553,257</b>	<b>19,463,467</b>	<b>104,877,238</b>
<b>Net statement of financial position exposure</b>	<b>(30,897,759)</b>	<b>6,636,716</b>	<b>(15,791,684)</b>	<b>(381,446)</b>	<b>(40,434,173)</b>
<b>31 December 2016</b>					
<b>Monetary assets</b>					
Cash and cash equivalents	4,028,526	7,099,847	1,107,893	1,031,708	13,267,974
Trade receivables	8,300,097	4,603,980	5,167,992	9,907,986	27,980,055
Loan receivables	-	2,335,806	505,147	-	2,840,953
<b>Total monetary assets</b>	<b>12,328,623</b>	<b>14,039,633</b>	<b>6,781,032</b>	<b>10,939,694</b>	<b>44,088,982</b>
<b>Monetary liabilities</b>					
Borrowings and finance lease	21,134,729	8,490,028	13,247,636	15,759,786	58,632,179
Trade and other payables	3,160,033	656,339	10,352,741	2,744,184	16,913,297
<b>Total monetary liabilities</b>	<b>24,294,762</b>	<b>9,146,367</b>	<b>23,600,377</b>	<b>18,503,970</b>	<b>75,545,476</b>
<b>Net statement of financial position exposure</b>	<b>(11,966,139)</b>	<b>4,893,266</b>	<b>(16,819,345)</b>	<b>(7,564,276)</b>	<b>(31,456,494)</b>

### Exposure to currency risk

For monetary assets and liabilities, the Group is exposed to currency risk only for balances denominated in EUR and USD.

### Sensitivity analysis

A 10% strengthening of the EUR against RON and MDL would have decreased the profit before tax/ increased the loss before tax by RON 3,089,776 for the year 2017 (2016: RON 1,196,614). A 10% strengthening of the USD against RON and MDL would have increased the profit before tax by RON 663,672 for the year 2017 (2016: RON 489,327). This analysis is based on foreign currency

exchange rate variances that the Group considered to be reasonably possible at the reporting date. The analysis assumes that all other variables, in particular interest rates, remain constant. The analysis has been carried out on the same basis for the years 2017 and 2016, although the reasonably possible foreign exchange rate variances were different.

### INTEREST RATE RISK

#### Profile

At the reporting date the interest rate profile of the Group's interest-bearing financial instruments was as follows.

	<b>31 December 2017</b>	<b>31 December 2016</b>
<b>Fixed rate instruments</b>		
Financial assets	1,270,157	2,840,953
Financial liabilities	(164,343)	(240,425)
<b>Total fixed rate instruments</b>	<b>1,105,814</b>	<b>2,600,528</b>
<b>Variable rate instruments</b>		
Financial liabilities	(74,058,596)	(58,389,601)
<b>Total variable rate instruments</b>	<b>(74,058,596)</b>	<b>(58,389,601)</b>

### Fair value sensitivity analysis for fixed rate instruments

The Group does not account for any fixed rate financial assets and liabilities at fair value through profit or loss, and the Group does not use derivatives (interest rate swaps) as hedging instruments under a fair value hedge accounting model. Therefore a change in interest rates at the reporting date would not affect profit or loss.

### Cash flow sensitivity analysis for variable rate instruments

An increase/ decrease of 100 basis points in interest rates at the reporting date would have decreased/ increased the profit before tax by RON 740,586 for the year 2017 (2016: RON 583,896). The analysis assumes that all other variables, in particular foreign exchange rates, remain constant

### CAPITAL MANAGEMENT

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for the shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The Group monitors capital on the basis of the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings and finance lease less cash and cash equivalents. Total capital is calculated as total equity plus net debt.

The gearing ratios as at 31 December 2017 and 31 December 2016 were as follows:

	<b>31 December 2017</b>	<b>31 December 2016</b>
Borrowings and finance lease (Note 15)	74,222,939	58,632,179
Less: Cash and cash equivalents (Note 13)	(21,428,215)	(13,267,974)
Net debt	52,794,724	45,364,205
Total equity	108,435,947	76,786,092
Total capital	161,230,671	122,150,297
<b>Gearing ratio</b>	<b>32.74%</b>	<b>37.14%</b>

The Group has borrowing agreements concluded with banks, which require that covenants have to be met in accordance with provisions of those agreements. The Group's management assesses on a yearly basis whether these covenants have been met and that ratios stated by the banks are within the required threshold.

According to laws and regulations in Romania, the net assets of the Group's subsidiary domiciled in this country (Crama Ceptura SRL), determined as the difference between total assets and total liabilities based on statutory financial statements, should not decrease to less than half of the subscribed share capital. Crama Ceptura SRL complied with this capital requirement based on the unaudited statutory financial statements.

According to laws and regulations in the Republic of Moldova, the net assets of the Group's subsidiaries domiciled in this country (Vinaria Bostavan SRL, Vinaria Purcari SRL, Vinaria Bardar SA),

determined as the difference between total assets and total liabilities based on statutory financial statements, should not decrease to less than the subscribed share capital. The Group's subsidiaries complied with this capital requirement based on the unaudited statutory financial statements, except for Vinaria Bostavan SRL, therefore an extraordinary general meeting of shareholders should be organized to decide on the measures to be implemented as required by the legislation in force.

## FAIR VALUES

### Fair values versus carrying amounts

The fair values of financial assets and liabilities, together with the carrying amounts shown in the statement of financial position are presented in the below table. The table does not include the financial assets and liabilities which are not measured at fair value, if the carrying amount approximates the fair value.

	Carrying amount		Fair value	
	31 December 2017	31 December 2016	31 December 2017	31 December 2016
<b>Financial assets</b>				
Loan receivables	1,270,157	2,840,953	1,282,596	2,851,289
<b>Total</b>	<b>1,270,157</b>	<b>2,840,953</b>	<b>1,282,596</b>	<b>2,851,289</b>
<b>Financial liabilities</b>				
Floating rate borrowings	74,058,593	58,389,601	74,693,840	59,173,228
Fixed rate borrowings	164,346	240,426	165,085	238,536
Non-interest bearing borrowings	-	2,152	-	2,152
<b>Total</b>	<b>74,222,939</b>	<b>58,632,179</b>	<b>74,858,925</b>	<b>59,413,916</b>

## Loan receivables

The fair value of loan receivables is estimated at the present value of future cash flows, discounted at the market rate of interest at the reporting date.

## Interest bearing borrowings and finance lease

Fair value is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date. For finance leases the

market rate of interest is determined by reference to similar lease agreements.

The fair value measurement of the above assets and liabilities for disclosure purposes has been categorized as a Level 3 fair value (see Note 4 b)).

## INTEREST RATES USED TO DETERMINING FAIR VALUE

The interest rates used to discount estimated cash flows, when applicable, are based on market interest rates at the reporting date, and were as follows:

	31 December 2017	31 December 2016
Loan receivables	10.03%	11.17%
Borrowings and finance lease denominated in MDL	9.15%-11.76%	11.28%-12.55%
Borrowings and finance lease denominated in RON	2.02%-2.94%	2.22%-3.36%
Borrowings and finance lease denominated in EUR and USD	3.382%-5.17%	5.39%-5.58%

## NOTE 28. NON-CONTROLLING INTERESTS

The following table summarized the information relating to each of the Group's subsidiaries that has non-controlling interests, before any intra-group eliminations.

31 December 2017	Vinaria Bostavan	Vinaria Bardar	Vinaria Purcari	Intra-group eliminations	Total
<b>NCI percentage</b>	<b>0.46%</b>	<b>45.39%</b>			
Non-current assets	33,053,998	5,450,637			
Current assets	58,570,950	30,588,618			
Non-current liabilities	(24,444,809)	(2,533,483)			
Current liabilities	(35,561,311)	(9,332,443)			
<b>Net assets</b>	<b>31,618,828</b>	<b>24,173,329</b>			
<b>Carrying amount of NCI</b>	<b>144,783</b>	<b>10,973,134</b>	<b>-</b>	<b>76,659</b>	<b>11,194,576</b>
Revenue	55,717,545	18,231,025			
Profit	4,104,924	6,148,029			
OCI	(274,514)	1,351,449			
<b>Total comprehensive income</b>	<b>3,830,410</b>	<b>7,499,478</b>			
<b>Profit allocated to NCI</b>	<b>18,796</b>	<b>2,790,809</b>	<b>546,295</b>	<b>5,614</b>	<b>3,361,514</b>
<b>OCI allocated to NCI</b>	<b>(1,257)</b>	<b>613,471</b>	<b>(20,337)</b>	<b>-</b>	<b>591,877</b>
Cash flows from operating activities	3,553,272	(3,086,188)			
Cash flows used in investment activities	(4,027,679)	(21,748)			
Cash flows from. (used in) financing activities (dividends to NCI: nil)	3,065,085	(333,389)			
<b>Net increase in cash and cash equivalents</b>	<b>2,590,678</b>	<b>(3,441,325)</b>			

31 December 2016	Vinaria Bostavan	Vinaria Bardar	Vinaria Purcari	Intra-group eliminations	Total
<b>NCI percentage</b>	<b>0.46%</b>	<b>45.39%</b>	<b>8.95%</b>		
Non-current assets	29,676,228	5,413,097	27,928,318		
Current assets	40,322,818	24,617,925	26,927,262		
Non-current liabilities	(17,439,910)	(3,074,039)	(12,215,736)		
Current liabilities	(26,669,762)	(9,634,569)	(13,279,028)		
<b>Net assets</b>	<b>25,889,374</b>	<b>17,322,414</b>	<b>29,360,816</b>		
<b>Carrying amount of NCI</b>	<b>118,547</b>	<b>7,863,260</b>	<b>2,627,734</b>	<b>(214,063)</b>	<b>10,395,478</b>
Revenue	44,781,808	14,965,200	37,883,025		
Profit	7,321,175	5,328,868	11,009,609		
OCI	1,509,282	541,898	859,148		
<b>Total comprehensive income</b>	<b>8,830,457</b>	<b>5,870,766</b>	<b>11,868,757</b>		
<b>Profit allocated to NCI</b>	<b>33,524</b>	<b>2,418,963</b>	<b>985,338</b>	<b>(67,058)</b>	<b>3,370,767</b>
<b>OCI allocated to NCI</b>	<b>6,911</b>	<b>245,987</b>	<b>76,892</b>	<b>-</b>	<b>329,790</b>
Cash flows from operating activities	7,968,903	4,965,455	4,912,072		
Cash flows used in investment activities	(630,555)	(75,253)	(4,419,117)		
Cash flows from. (used in) financing activities (dividends to NCI: nil)	(3,979,350)	(213,649)	1,123,237		
<b>Net increase in cash and cash equivalents</b>	<b>3,358,998</b>	<b>4,676,553</b>	<b>1,616,192</b>		

## NOTE 29. ACQUISITION OF NON-CONTROLLING INTERESTS

During the year ended 31 December 2017 the Group increased its shareholding in the subsidiary Vinaria Purcari SRL from 91.05% to 100% by acquiring shares from non-controlling interests of the subsidiary.

The following table summarizes the effect of changes in the non-controlling interests in Vinaria Purcari SRL:

	<b>31 December 2017</b>
Carrying amount of non-controlling interests acquired	2,860,083
Purchase price	2,023,580
<b>Increase in equity attributable to owners of the Company</b>	<b>836,503</b>

## NOTE 30. RELATED PARTIES

In 2010, after an issue of ordinary shares, the majority of the Company's shares were acquired by Lorimer Ventures Ltd., which is controlled by the private equity investment fund, Emerg-

ing Europe Growth Fund II, which is the ultimate controlling party of the Group.

The Group's related parties for the years 2017 and 2016 were the following:

Name of the entity	Relationship with the Company
Emerging Europe Growth Fund II	Ultimate controlling party
Lorimer Ventures Limited	Majority shareholder of the Company
Amboselt Universal Inc.	Shareholder of the Company
Key management personnel	Members of board of directors of the Company, CEOs, CFO and Sales Director of the Group companies
Victor Bostan	CEO and Chairman of the Board of Directors, majority shareholder of Amboselt Universal Inc., minority shareholder of the Company through Amboselt Universal Inc.
Agro Sud Invest SRL	Entity controlled by a key member of management through a significant shareholding
BSC Agro SRL	Entity controlled by a key member of the management through a significant shareholding
Agrovinexpo SRL	Entity controlled by Victor Bostan through a significant shareholding
Purcari Vin SRL	Entity controlled by Victor Bostan through a significant shareholding
Victoriavin SRL	Entity controlled by Victor Bostan through a significant shareholding
Art Vin SRL	Entity controlled by Victor Bostan through a significant shareholding
Elkas Home SRL	Entity controlled by a shareholder of Amboselt Universal Inc.
Ecosmart Union SA	Associate
IM Glass Container Company SA	Associate
Glass Container Company-SP SRL	Subsidiary of the associate IM Glass Container Company SA

**KEY MANAGEMENT PERSONNEL  
AND OTHER RELATED PARTY TRANSACTIONS**

	Transaction value for the year ended 31 December		Outstanding balance - receivable/(payable) as at 31 December	
	2017	2016	2017	2016
<b>Amboselt Universal Inc</b>				
- Impairment of trade receivables	-	(22,906)	-	-
- Other expenses	(7,700)	-	-	-
<b>Victor Bostan</b>				
- Sale of property, plant and equipment	294,456	-	-	-
- Other receivables	-	-	296,056	90,453
- Borrowings	-	-	-	(2,154)
- Impairment of other receivables	-	(7,550)	-	-
- Accommodation expenses	(780,743)	(571,759)	-	-
- Salaries and bonuses for performance	(191,857)	(402,449)	(18,041)	(25,349)
<b>IM Glass Container Company SA</b>				
-Trade receivables	-	-	1,321	-
Acquisition of inventories	(5,125,603)	-	-	-
- Trade payables	-	-	(4,178,110)	-
- Sales of merchandise	420	-	1,321	-
- Other operating income	11,242	-	-	-
<b>Glass Container Company-SP SRL</b>				
Acquisition of inventories	(1,171,355)	-	-	-
- Trade payables	-	-	(873,070)	-
<b>Ecosmart Union SA</b>				
Recycling services	(617,195)	-	-	-
- Trade payables	-	-	(182,719)	-
<b>Victoriavin SRL</b>				
- Other receivables	-	-	-	604,437
- Gross loans receivable	-	-	1,291,204	2,892,920
- Allowance for impairment of loan receivables	-	-	(21,047)	(51,968)

- (Provision for) / reversal of impairment loss of loans receivable	(29,549)	73,741	-	-
- Other expenses	(382,738)	-	-	-
- Trade payables	-	-	(284,693)	(327,177)
- Rent expenses	(339,140)	(333,727)	-	-
- Interest income	60,232	158,309	-	-
<b>Agro Sud Invest SRL</b>				
- Agricultural services	(2,535,116)	(1,360,428)	-	-
- Trade payables	-	-	(273,569)	(70,396)
<b>BSC Agro SRL</b>				
- Agricultural services	(3,964,694)	(2,312,773)	-	-
- Trade payables	-	-	(280,626)	(73,077)
- Transportation services	12,234	29,338	-	-
- Sales of merchandise	45,627	6,921	-	-
<b>Elkas Home SRL</b>				
- Trade receivables	-	-	-	129,000
- Other expenses	-	(244,809)	-	-
- Trade payables	-	-	(1,246)	-
<b>Key management personnel</b>				
- Salaries and bonuses for performance	(2,428,748)	(1,249,260)	(99,764)	(62,117)

## NOTE 31. COMMITMENTS AND CONTINGENCIES

### (i) Capital commitments

The Group has no commitments for purchase of property, plant and equipment and intangible assets as at 31 December 2017 and 31 December 2016.

### (ii) Commitments for finance and operating lease contracts

As detailed in Note 15, the Group has obligations amounting to RON 416,367 (2016: RON 652,162) under the finance lease contracts.

The future lease payments under current operational lease agreements at 31 December 2017 and 31 December 2016 were as follows:

	31 December 2017	31 December 2016
Within one year	467,105	337,953
Between one and five years	-	-
<b>Total</b>	<b>467,105</b>	<b>337,953</b>

### Classification of lease

The Group's subsidiaries, Vinaria Bostavan SRL and Vinaria Purcari SRL, rent land for their plantations of grape vines (as disclosed in Note 23 a)) from Victoriavin SRL, a related party. All the lease agreements have a period of 29 years, and mature between the years 2033-2039.

According to the agreements valid at 31 December 2017, the lessor or the lessee can terminate the lease early within 6 months with no penalties incurred, and as a result, the minimum lease payments are the payments made only over this period, and the present value of the minimum lease payments does not amount to substantially all of the fair value of the leased land. Therefore the Group concluded that the lease of land should be accounted as operating lease, as the conditions for classification of the lease as financing were not met.

On 1 January 2018 the Group signed new lease agreements with Victoriavin

SRL for these plots of land, where the lease period is changed to 29 years from 1 January 2018 (to 31 December 2047), and the termination clause mentioned above has been excluded.

### (iii) Litigations and claims

The Group is involved in several litigation or disputes. The Group does not present information and did not set-up provisions for these items, as the management assessed as remote the probability of outflow of economic benefits, because it considers unlikely unfavourable outcome of the litigations.

### (iv) Fiscal environment

The tax laws and regulations in Romania, Moldova and Cyprus may be subject to change, and there may be changes in interpretation and enforcement of tax law. The tax systems in these countries can be characterized by numerous taxes and frequently changing legislation, open to interpretation and in some cases are conflicting. These changes in tax law

and/or interpretation and enforcement of the tax law may be difficult for the Group to predict, and the Group may therefore be unprepared for these changes. As a result, the Group may face increases in taxes payable if tax laws or regulations are modified by the competent authorities in an adverse manner, or are interpreted in a way that is different from Group's interpretation, which could have a material adverse effect on the Group's financial statements, as influenced by additional tax liabilities, including fines, penalties and charged interest.

Tax audits consists of detailed verifications of the accounting records of tax payers. These audits sometimes take place months, or even years, after the date liabilities are established. Tax returns may be subject to revision

and corrections by tax authorities, generally for a five year period after they are completed in Romania, a four year period in Republic of Moldova and six years in Cyprus. Consequently, companies may be found liable for significant taxes and fines.

The Group regularly makes assessment of tax risks and establishes tax provisions, which represent management's best estimate, also based on consultations with relevant tax advisors. Management believes that it has adequately provided for tax risks and liabilities. However, the interpretations of the relevant authorities could differ and the effect on these consolidated financial statements, if the authorities were successful in enforcing their interpretations, could be significant.

## NOTE 32. EBITDA

Earnings before Interest, Tax, Depreciation and Amortisation ("EBITDA") is calculated as profit/ (loss) for the year (as presented in the consolidated statement of profit or loss and other comprehensive income), and adding back the income tax, net finance result and total amortization of intangible assets and total depreciation of property plant and equipment (as presented in Notes 7 and 9).

The management of the Group has presented EBITDA as they monitor this performance measure at a consolidated level and they believe this measure is relevant to an

understanding of the Group's financial performance.

EBITDA is not an IFRS measure and should not be treated as an alternative to IFRS measures. Moreover, EBITDA is not uniformly defined. The method used to calculate EBITDA by other companies may differ significantly from that used by the Group. As a consequence, the EBITDA presented in this note cannot, as such, be relied upon for the purpose of comparison to EBITDA of other companies.

EBITDA for the years ended 31 December 2017 and 31 December 2016 was as follows:

	Indicator	Note	2017	2016
<b>Adjusted EBIDTA</b>	<b>Adjusted EBIDTA</b>		<b>43,647,334</b>	<b>37,083,144</b>
Non-recurring general and administrative expenses related to IPO		<b>21</b>	(1,222,984)	-
<b>EBITDA</b>	<b>EBITDA</b>		<b>42,424,350</b>	<b>37,083,144</b>
Less: depreciation for the year		<b>7</b>	(5,849,314)	(5,310,010)
Less: amortization for the year		<b>9</b>	(82,444)	(73,463)
<b>Result from operating activities</b>			<b>36,492,592</b>	<b>31,699,671</b>
Less: net finance costs		<b>24</b>	(1,613,764)	(4,725,831)
<b>Earnings Before Income Taxes</b>	<b>EBIT</b>		<b>34,878,828</b>	<b>26,973,840</b>
Less: tax expense		<b>25</b>	(5,919,894)	(3,861,453)
<b>Profit / (loss) for the year</b>			<b>28,958,934</b>	<b>23,112,387</b>

## NOTE 33. EVENTS AFTER THE REPORTING PERIOD

There were no further material events after the reporting period except:

On 04 January 2018 the Company increased its authorized share capital to 200,000 EUR divided into 20,000,000 ordinary shares with nominal value of 0.01 EUR each, by making subdivision and issue of fully paid bonus shares, made out of the share premium reserve.

On 15 February 2018 the Company made a secondary IPO and its shares were admitted for trading at Bucharest Stock Exchange.

These consolidated financial statements for the year ended 31 December 2017 were approved and authorised for issue by the Board of Directors on 21 May 2018.



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