

# APRANGA

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APB APRANGA

Consolidated and Company's Financial Statements,  
Consolidated Annual Report and  
Independent Auditor's Report  
for the year ended 31 December 2018

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APB APRANCA, Company's code 121933274, Ukmerges 362, Vilnius

Translation note:

This version of the accompanying documents is a translation from the original, which was prepared in Lithuanian language. All possible care has been taken to ensure that the translation is an accurate representation of the original. However, in all matters of interpretation of information, views or opinions, the original language version of the accompanying documents takes precedence over this translation.

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## INDEPENDENT AUDITOR'S REPORT

To the shareholders of APB Apranga

### Report on the Audit of the Company's and Consolidated Financial Statements

#### Opinion

We have audited the accompanying financial statements of APB Apranga, a public limited liability company registered in the Republic of Lithuania (hereinafter the Company), and the consolidated financial statements of APB Apranga and its subsidiaries (hereinafter the Group), which comprise the statements of financial position as of 31 December 2018, the statements of comprehensive income, changes in equity and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying Company's and consolidated financial statements present fairly, in all material respects, the financial position of the Company and the Group as of 31 December 2018 and their financial performance and their cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and Regulation (EU) No 537/2014 of the European Parliament and of the Council of 16 April 2014 on specific requirements regarding statutory audit of public-interest entities (regulation (EU) No 537/2014 of the European Parliament and of the Council). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial statements* section of our report. We are independent of the Company and the Group in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* (IESBA Code) together with the requirements of the Law on Audit of the financial statements of the Republic of Lithuania that are relevant to the audit in the Republic of Lithuania, and we have fulfilled our other ethical responsibilities in accordance with the Law on Audit of the financial statements of the Republic of Lithuania and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

We have fulfilled the responsibilities described in the *Auditor's responsibilities for the audit of the financial statements* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying financial statements.



## Key audit matters

## How the matter was addressed in the audit

### 1. Impairment assessment of property, plant and equipment

Property, plant and equipment (PPE) amounted to EUR 15 116 thousand and EUR 23 257 thousand in the statements of financial position of the Company and the Group as at 31 December 2018, respectively. As disclosed in Note 12 to the financial statements, management of the Group performed an annual impairment test of these assets as at 31 December 2018 based on the value in use estimation of the Group's cash generating units. Based on the outcome of this impairment test, the Company and the Group have recognized an impairment amounting to EUR 226 thousand and EUR 374 thousand in the statement of financial position as of 31 December 2018 (Note 12). The annual impairment test was significant to our audit as it involves management judgment regarding the assumptions used in the underlying cash flows forecasts. Furthermore, the property, plant and equipment represent more than 26% and 29% of the total assets of the Company and the Group as at 31 December 2018, respectively.

We obtained an understanding of the management's procedures in relation to the impairment assessment of the property, plant and equipment. Among other procedures for the assessment of the management's annual impairment test, we involved a valuation specialist to assist us with the assessment of the impairment model structure and composition as well as the assessment of the discount rates used by the management in the impairment test. We also considered other key assumptions used by the management in the estimation of cash flows forecasts as follows: the expected trend in revenue, costs, level of capital expenditure by comparing them to historical performance levels and management's expectations of their development in the future. We tested the sensitivity in the available headroom of the impairment test by considering if a reasonably possible change in assumptions could cause the carrying amount of CGU to exceed its recoverable amount. We have also assessed the historical accuracy of the management's estimates. Finally, we have reviewed the adequacy of the Company's and the Group's disclosures included in Note 12 about the assumptions used in the impairment test and the outcome of the test.

### 2. Inventory write down to net realizable value

As at 31 December 2018 the Company's and the Group's inventory balance amounted to EUR 21 924 thousand and EUR 40 563 thousand, respectively, in the statement of financial position of the Company and the Group, accounted for at the lower of cost or net realizable value (Note 15). The determination as to whether net realizable value of inventory is higher than the cost of inventory involves significant management's judgment. In addition, this matter is significant to our audit due to materiality of the amounts as inventories constitute over 37% and 51% of the total assets of the Company and the Group in the statement of financial position as at 31 December 2018, respectively.

We obtained an understanding of management's procedures in relation to the inventory write down to net realizable value. Among other procedures, we reviewed the management's assumptions used in the valuation of inventory and recording the write down to net realizable value. Our procedures included testing the subsequent sales of inventory to identify items sold below their cost comparing the actual results with the management's estimate. We analyzed the inventory ageing by seasonality of goods and the data of prior periods to identify any unusual variations. We tested the inventory ageing reports by obtaining purchase documents for the selected items and comparing that with the information included in the ageing reports. In addition we recalculated the inventory allowance for accuracy. Furthermore, we have considered the adequacy of disclosures in the financial statements in this area (Note 15).

## Other information

Other information consists of the information included in the Consolidated Group's 2018 Annual Report, including Corporate Governance Report and Corporate Social Responsibility Report, other than the financial statements and our auditor's report thereon. Management is responsible for the other information presentation.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon, except as indicated below.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our



knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

We also have to evaluate, if the financial information included in the Consolidated Group's Annual Report, including Corporate Governance Report, corresponds to the financial statements for the same financial year and if the Consolidated Group's Annual Report, including Corporate Governance Report, was prepared in accordance with the relevant legal requirements. In our opinion, based on the work performed in the course of the audit of financial statements, in all material respects:

- The financial information included in the Consolidated Group's Annual Report, including Corporate Governance Report, corresponds to the financial information included in the accompanying financial statements for the same year; and
- The Consolidated Group's Annual Report, including Corporate Governance Report, was prepared in accordance with the requirements of the Law on Financial Reporting by Undertakings of the Republic of Lithuania and the Law on Consolidated Financial Reporting by Groups of Undertakings of the Republic of Lithuania.

We also need to check that the Corporate Social Responsibility Report has been provided. If we identify that Corporate Social Responsibility Report has not been provided, we are required to report that fact. We have nothing to report in this regard.

#### **Responsibilities of management and those charged with governance for the financial statements**

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

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

Those charged with governance are responsible for overseeing the Company's and/or the Group's financial reporting process.

#### **Auditor's responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

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



a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company and/or the Group to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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

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

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

*Other requirements of the auditor's report in accordance with Regulation (EU) No 537/2014 of the European Parliament and of the Council.*

##### Appointment and approval of the auditor

In accordance with the decision made on 27 April 2017 by the General Meeting of Shareholders we have been appointed to carry out the audit of Company's financial statements and Group's consolidated financial statements the first time in 2017. Our appointment to carry out the audit of the Company's financial statements and the Group's consolidated financial statements in accordance with the decision made by the General Meeting of Shareholders has been renewed annually and the period of total uninterrupted engagement is 2 years.

##### Consistency with the audit report submitted to the audit committee

We confirm that our opinion in the section 'Opinion' is consistent with the additional Audit report which we have submitted to the Audit Committee.

##### Non audit services

We confirm that to the best of our knowledge and belief, services provided to the Company and the Group are consistent with the requirements of the law and regulations and do not comprise non-audit services referred to in the Article 5(1) of the Regulation (EU) No 537/2014 of the European Parliament and of the Council.

Throughout our audit engagement period, we have not provided any other services except for the audit of the Company's, its subsidiaries' and Group's consolidated financial statements.

The partner in charge of the audit resulting in this independent auditor's report is Asta Štreimikienė.

UAB ERNST & YOUNG BALTIC  
Audit company's licence No. 001335



Asta Štreimikienė  
Auditor's licence  
No. 000382

8 April 2019

APB APRANGA, Company's code 121933274, Ukmerges 362, Vilnius  
**FOR THE YEAR ENDED 31 DECEMBER 2018**  
(all tabular amounts are in EUR thousands unless otherwise stated)

## STATEMENTS OF COMPREHENSIVE INCOME

	Note	GROUP		COMPANY	
		Year ended 31 December		Year ended 31 December	
		2018	2017	2018	2017
Revenue from contracts with customers	6	187 207	-	78 262	-
Revenue	4	-	182 265	-	72 389
Cost of sales	5	(106 197)	(100 473)	(48 317)	(47 332)
<b>GROSS PROFIT</b>		<b>81 010</b>	<b>81 792</b>	<b>29 945</b>	<b>25 057</b>
Selling (costs)	5	(60 808)	(58 651)	(21 321)	(19 769)
General and administrative (expenses)	5	(11 077)	(10 728)	(7 661)	(7 701)
Other income	6	95	4 124	8 302	16 649
Net foreign exchange gain (loss)		(21)	41	(21)	43
<b>OPERATING PROFIT</b>		<b>9 199</b>	<b>16 578</b>	<b>9 244</b>	<b>14 279</b>
Finance income (costs)	7	67	(23)	90	(23)
<b>PROFIT BEFORE INCOME TAX</b>		<b>9 266</b>	<b>16 555</b>	<b>9 334</b>	<b>14 256</b>
Income tax (expense)	8	(1 701)	(2 680)	(240)	(963)
<b>PROFIT FOR THE YEAR</b>	<b>11</b>	<b>7 565</b>	<b>13 875</b>	<b>9 094</b>	<b>13 293</b>
Other comprehensive income		-	-	-	-
<b>TOTAL COMPREHENSIVE INCOME</b>		<b>7 565</b>	<b>13 875</b>	<b>9 094</b>	<b>13 293</b>
Total comprehensive income attributable to:		7 565	13 875	9 094	13 293
Owners of the Company		7 565	13 875	9 094	13 293
Non-controlling interests		-	-	-	-
<b>Basic and diluted earnings per share (in EUR)</b>	<b>11</b>	<b>0,14</b>	<b>0,25</b>	<b>0,16</b>	<b>0,24</b>

The notes on pages 11 to 44 are an integral part of these financial statements.

These financial statements were approved by Management Board on 8 April 2019 and signed by:



Rimantas Perveneckas  
General Director



Saulius Bačauskas  
Chief Financial Officer



APB APRANGA, Company's code 121933274, Ukmerges 362, Vilnius

FOR THE YEAR ENDED 31 DECEMBER 2018


(all tabular amounts are in EUR thousands unless otherwise stated)

## STATEMENTS OF FINANCIAL POSITION


ASSETS		GROUP		COMPANY	
		As at 31 December		As at 31 December	
NON-CURRENT ASSETS		2018	2017	2018	2017
Property, plant and equipment	12	23 257	24 407	15 116	14 551
Intangible assets	13	166	252	165	204
Investments in subsidiaries	14	-	-	4 913	4 813
Prepayments	17	733	685	80	68
Trade and other receivables	20	8	9	8	9
Financial assets	18	2 000	-	2 000	-
<b>Total non-current assets</b>		<b>26 164</b>	<b>25 353</b>	<b>22 282</b>	<b>19 645</b>
<b>CURRENT ASSETS</b>					
Inventories	15	40 563	38 236	21 924	20 180
Financial assets	18	732	1 598	732	1 598
Prepayments	17	1 529	1 059	900	951
Trade and other receivables	20	2 916	5 329	9 798	14 625
Cash and cash equivalents	21	7 009	7 763	3 119	4 799
<b>Total current assets</b>		<b>52 749</b>	<b>53 985</b>	<b>36 473</b>	<b>42 153</b>
Non-current assets held for sale	16	190	324	190	324
<b>TOTAL ASSETS</b>		<b>79 103</b>	<b>79 662</b>	<b>58 945</b>	<b>62 122</b>
<b>EQUITY AND LIABILITIES</b>					
EQUITY		GROUP		COMPANY	
		2018	2017	2018	2017
Ordinary shares	22	16 035	16 035	16 035	16 035
Legal reserve	23	1 604	1 604	1 604	1 604
Foreign currency translation reserve		( 53)	( 53)	-	-
Retained earnings		39 178	41 013	29 213	29 519
<b>Total equity</b>		<b>56 764</b>	<b>58 599</b>	<b>46 852</b>	<b>47 158</b>
<b>NON-CURRENT LIABILITIES</b>					
Borrowings	24	800	1 100	800	1 100
Deferred tax liabilities	9	1 436	927	311	202
Non-current employee benefits	2.18	552	478	552	478
<b>Total non-current liabilities</b>		<b>2 788</b>	<b>2 505</b>	<b>1 663</b>	<b>1 780</b>
<b>CURRENT LIABILITIES</b>					
Borrowings	24	300	300	2 878	5 334
Current income tax liability		38	808	1	588
Trade and other payables	25	19 213	17 450	7 551	7 262
<b>Total current liabilities</b>		<b>19 551</b>	<b>18 558</b>	<b>10 430</b>	<b>13 184</b>
<b>Total liabilities</b>		<b>22 339</b>	<b>21 063</b>	<b>12 093</b>	<b>14 964</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>79 103</b>	<b>79 662</b>	<b>58 945</b>	<b>62 122</b>

The notes on pages 11 to 44 are an integral part of these financial statements.

These financial statements were approved by Management Board on 8 April 2019 and signed by:



Rimantas Perveneckas  
General Director



Saulius Bačauskas  
Chief Financial Officer



APB APRANGA, Company's code 121933274, Ukmerges 362, Vilnius

FOR THE YEAR ENDED 31 DECEMBER 2018

(all tabular amounts are in EUR thousands unless otherwise stated)

## STATEMENTS OF CHANGES IN EQUITY

GROUP	Note	Share capital	Legal reserve	Translation reserve	Retained earnings	Total
Balance at 1 January 2017		16 035	1 604	( 53)	35 985	53 571
<b>Comprehensive income</b>						
Profit for the year 2017		-	-	-	13 875	13 875
<b>Total comprehensive income</b>		-	-	-	<b>13 875</b>	<b>13 875</b>
<b>Transactions with owners</b>						
Dividends	10, 23	-	-	-	(8 847)	(8 847)
Balance at 31 December 2017		16 035	1 604	( 53)	41 013	58 599
<b>Comprehensive income</b>						
Profit for the year 2018		-	-	-	7 565	7 565
<b>Total comprehensive income</b>		-	-	-	<b>7 565</b>	<b>7 565</b>
<b>Transactions with owners</b>						
Dividends	10, 23	-	-	-	(9 400)	(9 400)
Balance at 31 December 2018		16 035	1 604	( 53)	39 178	56 764

COMPANY	Note	Share capital	Legal reserve	Retained earnings	Total
Balance at 1 January 2017		16 035	1 604	25 073	42 712
<b>Comprehensive income</b>					
Profit for the year 2017		-	-	13 293	13 293
<b>Total comprehensive income</b>		-	-	<b>13 293</b>	<b>13 293</b>
<b>Transactions with owners</b>					
Dividends	10, 23	-	-	(8 847)	(8 847)
Balance at 31 December 2017		16 035	1 604	29 519	47 158
<b>Comprehensive income</b>					
Profit for the year 2018		-	-	9 094	9 094
<b>Total comprehensive income</b>		-	-	<b>9 094</b>	<b>9 094</b>
<b>Transactions with owners</b>					
Dividends	10, 23	-	-	(9 400)	(9 400)
Balance at 31 December 2018		16 035	1 604	29 213	46 852

The notes on pages 11 to 44 are an integral part of these financial statements.

These financial statements were approved by Management Board on 8 April 2019 and signed by:



Rimantas Perveneckas  
General Director



Saulius Bačauskas  
Chief Financial Officer

APB APRANGA, Company's code 121933274, Ukmerges 362, Vilnius

FOR THE YEAR ENDED 31 DECEMBER 2018


(all tabular amounts are in EUR thousands unless otherwise stated)

## STATEMENTS OF CASH FLOW


	Note	GROUP		COMPANY	
		Year ended 31 December		Year ended 31 December	
		2018	2017	2018	2017
<b>OPERATING ACTIVITIES</b>					
Profit (loss) before income taxes		9 266	16 555	9 334	14 256
<b>ADJUSTMENTS FOR:</b>					
Depreciation and amortization	5	6 364	6 497	2 959	2 791
Impairment charge (reverse)	12	147	(176)	167	(151)
Change in allowances for slow-moving inventories	5	128	748	(17)	189
(Gain) on disposal of property, plant and equipment	6	(9)	(3 506)	(6)	(3 506)
Write-off of property, plant and equipment		50	146	10	99
Dividends income	6	-	-	(8 200)	(8 050)
Interest income, net of interest expenses	6, 7	-	(34)	(23)	(93)
<b>Total</b>		<b>15 946</b>	<b>20 230</b>	<b>4 224</b>	<b>5 535</b>
<b>CHANGES IN OPERATING ASSETS AND LIABILITIES:</b>					
Decrease (increase) in inventories	15	(2 455)	(3 515)	(1 727)	(940)
Decrease (increase) in receivables		1 829	676	4 652	(1 047)
Increase (decrease) in payables		1 849	1 360	375	790
<b>Cash generated from operations</b>		<b>17 169</b>	<b>18 751</b>	<b>7 524</b>	<b>4 338</b>
Income taxes paid		(1 962)	(2 399)	(718)	(611)
Interest paid	7	(34)	(23)	(34)	(23)
<b>Net cash from operating activities</b>		<b>15 173</b>	<b>16 329</b>	<b>6 772</b>	<b>3 704</b>
<b>INVESTING ACTIVITIES</b>					
Interest received		34	64	57	123
Dividends received	6	-	-	8 200	8 050
Loans granted		(60 400)	(38 250)	(78 121)	(52 622)
Loans repayments received		60 400	38 250	78 270	54 502
Purchases of property, plant and equipment and intangible assets	12, 13	(8 901)	(8 263)	(3 531)	(3 640)
Proceeds on disposal of property, plant and equipment	6	3 719	2 084	9	1 012
Purchases of financial assets at fair value	18	(2 000)	-	(2 000)	-
Proceeds on disposal of financial assets at fair value	18	933	-	933	-
Investment in subsidiaries	14	-	-	(100)	(15)
<b>Net cash used in investing activities</b>		<b>(6 215)</b>	<b>(6 115)</b>	<b>3 717</b>	<b>7 410</b>
<b>FINANCING ACTIVITIES</b>					
Dividends paid	23	(9 412)	(8 827)	(9 412)	(8 827)
Proceeds from borrowings	3	1 122	8 264	50 180	57 167
Repayments of borrowings	3	(1 422)	(6 864)	(52 937)	(57 710)
<b>Net cash from financing activities</b>		<b>(9 712)</b>	<b>(7 427)</b>	<b>(12 169)</b>	<b>(9 370)</b>
<b>NET INCREASE (DECREASE) IN CASH AND BANK OVERDRAFTS</b>					
		<b>(754)</b>	<b>2 787</b>	<b>(1 680)</b>	<b>1 744</b>
<b>CASH AND BANK OVERDRAFTS:</b>					
AT THE BEGINNING OF THE PERIOD	21	7 763	4 976	4 799	3 055
<b>AT THE END OF THE PERIOD</b>	<b>21</b>	<b>7 009</b>	<b>7 763</b>	<b>3 119</b>	<b>4 799</b>

The notes on pages 11 to 44 are an integral part of these financial statements.

These financial statements were approved by Management Board on 8 April 2019 and signed by:



Rimantas Perveneckas  
General Director



Saullius Bačauskas  
Chief Financial Officer



APB APRANGA, Company's code 121933274, Ukmerges 362, Vilnius

FOR THE YEAR ENDED 31 DECEMBER 2018

(all tabular amounts are in EUR thousands unless otherwise stated)

## 1. GENERAL INFORMATION

APB Apranga, (hereinafter "the Company"), was incorporated and commenced its operations in March 1993 in Lithuania. The Company's main office is situated in Ukmerges str. 362, Vilnius, Lithuania. The Company has legal form of public limited liability company under the Law on Companies of Republic of Lithuania. The principal activity of the Company and its subsidiaries (hereinafter "the Group") is retail trade of apparel.

At 31 December the Company's shareholders were:

Shareholder	2018		2017	
	Number of shares	% of total ownership	Number of shares	% of total ownership
UAB MG Baltic investment	34 442 189	62,3	34 262 189	62,0
UAB Minvista	5 942 826	10,7	5 442 826	9,8
Swedbank AS (Estonia) clients	3 665 962	6,6	3 908 574	7,1
Other	11 240 983	20,3	11 678 371	21,1
Total	55 291 960	100,0	55 291 960	100,0

The ultimate parent company whose financial statements are available for public use is UAB Koncernas MG Baltic. The ultimate controlling individual of the Group is Mr. D. J. Mockus.

The Company is listed on Nasdaq Vilnius Stock Exchange.

At 31 December 2017 the Group consisted of the Company and the following its wholly owned subsidiaries:

Name	Country	Ownership interest in % 31 12 2018	Ownership interest in % 31 12 2018
UAB Apranga LT	Lithuania	100%	100%
UAB Apranga BPB LT	Lithuania	100%	100%
UAB Apranga PLT	Lithuania	100%	100%
UAB Apranga SLT	Lithuania	100%	100%
UAB Apranga MLT	Lithuania	100%	100%
UAB Apranga HLT	Lithuania	100%	100%
UAB Apranga OLT	Lithuania	100%	100%
UAB Apranga Ecom LT	Lithuania	100%	100%
SIA Apranga	Latvia	100%	100%
SIA Apranga LV	Latvia	100%	100%
SIA Apranga BPB LV	Latvia	100%	100%
SIA Apranga PLV	Latvia	100%	100%
SIA Apranga SLV	Latvia	100%	100%
SIA Apranga MLV	Latvia	100%	100%
SIA Apranga OLV	Latvia	100%	100%
SIA Apranga Ecom LV	Latvia	100%	100%
OU Apranga <sup>1</sup>	Estonia	100%	100%
OU Apranga Estonia	Estonia	100%	100%
OU Apranga BEE	Estonia	100%	100%
OU Apranga PB Trade	Estonia	100%	100%
OU Apranga ST Retail	Estonia	100%	100%
OU Apranga MDE	Estonia	100%	100%
OU Apranga HEST	Estonia	100%	100%
OU Apranga Ecom EE	Estonia	100%	100%

<sup>1</sup> The Company directly owns 22.37% shares and indirectly through its subsidiary owns the rest 77.63% of shares (Note 14)

At 31 December the Group's number of stores was:

Country	Total number of shops		Shops, where premises are owned by Group	
	2018	2017	2018	2017
Lithuania	111	107	6	6
Latvia	42	46	-	-
Estonia	29	29	-	-
Total	182	182	6	6

At 31 December 2018 the Group and the Company employed 2 174 and 806 people respectively (2017: 2 168 and 783 people respectively).

The shareholders of the Company have a statutory right to approve or not these financial statements and to require preparation of a new set of the financial statements.

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## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principle accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

The financial statements are presented in Euro and all values are rounded to the nearest thousand, except when otherwise indicated. The numbers in tables may not coincide due to rounding of particular amounts to EUR thousand. Such rounding differences are not material to these financial statements.

### 2.1 BASIS OF PREPARATION

The financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union (IFRS).

These financial statements have been prepared under the historical cost convention, except for financial asset at fair value through profit (loss) or other comprehensive income as described in Note 18 (available for sale financial assets stated at fair value until 1 January 2018).

These financial statements comprise the Group's consolidated financial statements and the Company's separate financial statements.

### 2.2 CRITICAL ACCOUNTING ESTIMATES AND ASSUMPTIONS

International Financial Reporting Standards require that in preparing the financial statements, management of the Company and the Group make estimates and assumptions that affect the reported amounts of assets and liabilities and required disclosure at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. There are no areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, except for the following:

#### ***(a) Income taxes***

Tax authorities have right to examine accounting records of the Company and its Lithuanian subsidiaries at anytime during the 5 year period after the current tax year (the Latvian and Estonian subsidiaries - 3 and 5 year period after the current year respectively) and account for additional taxes and fines. In the opinion of the Company's management, currently there are no circumstances which would raise substantial liability in this respect to the Company and to the Group.

#### ***(b) Revenue recognition***

Management judgment is needed to determine whether revenue for certain sales transactions should be recorded on a gross basis or on a net basis. Revenue is recognised on a gross basis where the role is that of principal in a transaction. The gross basis represents the cost of sales after discounts, with any related costs charged to expenses. Where the Company or the Group acts on a consignment basis in a transaction, revenue is recognised on the net basis and inventory held on consignment is not recognised in the statement of the financial position.

#### ***(c) Estimates concerning useful lives of tangible and intangible assets***

The useful lives of tangible and intangible assets are determined by management at the time the asset is acquired and reviewed on an annual basis for appropriateness. The lives are based on historical experiences with similar assets as well as anticipation of future events, which may impact their life.

#### ***(d) Impairment of property, plant and equipment***

Each shop is considered to represent a separate cash generating unit for impairment test. The Group and the Company has tested its leasehold improvements and other fixed assets whether those have suffered any impairment, in accordance with the accounting policies stated in note 2.9. The Group and the Company has used "value in use" calculations to test for impairment as information on fair value less costs to sell was not available. These calculations require the use of estimates as described in note 12.

#### ***(e) Inventory write-down to net realizable value***

In accordance with the accounting policies stated in note 2.12 the Group and the Company recognise inventory at the lower of cost and net realizable value. The Group and the Company evaluates whether the value of inventory recognised at cost is not lower than its net realisable value based on the historical data and actual results of inventory items sold below costs.



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### 2.3 ADOPTION OF NEW AND REVISED INTERNATIONAL FINANCIAL REPORTING STANDARDS

In the current year, the Company and the Group has adopted all of the new and revised Standards and Interpretations that are relevant to its operations and effective for accounting periods beginning on 1 January 2018.

**(a) The following new standards, amendments and interpretations are mandatory for accounting periods beginning on or after 1 January 2018:**

- **IFRS 9 Financial Instruments.** The final version of IFRS 9 Financial Instruments reflects all phases of the financial instruments project and replaces IAS 39 Financial Instruments: Recognition and Measurement and all previous versions of IFRS 9. The standard introduces new requirements for classification and measurement, impairment, and hedge accounting. The Group and the Company applied IFRS 9 prospectively, with an initial application date of 1 January 2018, no practical expedients have been used. Adoption of the standard had no impact on the Group's and the Company's financial statements (therefore there is no adjustment to the opening balance of retained earnings as of 1 January 2018), except for the presentation of the required additional disclosures described in accounting policy (Notes 2.8, 14). The Group and the Company has not restated the comparative information, which continues to be reported under IAS 39.
- **IFRS 15 Revenue from Contracts with Customers.** IFRS 15 supersedes IAS 11 Construction Contracts, IAS 18 Revenue and related Interpretations and it applies, with limited exceptions, to all revenue arising from contracts with customers. IFRS 15 establishes a five-step model to account for revenue arising from contracts with customers and requires that revenue be recognised 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. IFRS 15 requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model to contracts with their customers. The standard also specifies the accounting for the incremental costs of obtaining a contract and the costs directly related to fulfilling a contract. In addition, the standard requires extensive additional disclosures, which are presented in these financial statements as relevant. The Group and the Company adopted IFRS 15 using the modified retrospective method of adoption with the date of initial application of 1 January 2018 and as allowed applied it to all contracts, no practical expedients have been used. The adoption of IFRS 15 did not have an impact on the financial statements of the Group and the Company (therefore there is no adjustment to the opening balance of retained earnings as of 1 January 2018), except for the presentation of the required additional disclosures described in accounting policy (Notes 2.20, 6, 26). The comparative information was not restated and continues to be reported under IAS 11, IAS 18 and related Interpretations.
- **IFRS 15: Revenue from Contracts with Customers (Clarifications).** The objective of the Clarifications is to clarify the IASB's intentions when developing the requirements in IFRS 15 Revenue from Contracts with Customers, particularly the accounting of identifying performance obligations amending the wording of the "separately identifiable" principle, of principal versus agent considerations including the assessment of whether an entity is a principal or an agent as well as applications of control principle and of licensing providing additional guidance for accounting of intellectual property and royalties. The Clarifications also provide additional practical expedients for entities that either apply IFRS 15 fully retrospectively or that elect to apply the modified retrospective approach. As disclosed above, adoption of the standards and its clarifications had no impact.
- **IFRS 2: Classification and Measurement of Share based Payment Transactions (Amendments).** The Amendments provide requirements on the accounting for the effects of vesting and non-vesting conditions on the measurement of cash-settled share-based payments, for share-based payment transactions with a net settlement feature for withholding tax obligations and for modifications to the terms and conditions of a share-based payment that changes the classification of the transaction from cash-settled to equity-settled. Management concluded that the Amendments had no significant impact for financial statements.
- **IAS 40: Transfers to Investment Property (Amendments).** The Amendments clarify when an entity should transfer property, including property under construction or development into, or out of investment property. The Amendments state that a change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. A mere change in management's intentions for the use of a property does not provide evidence of a change in use. Management concluded that the Amendments had no significant impact for financial statements.
- **IFRIC INTERPETATION 22: Foreign Currency Transactions and Advance Consideration.** The Interpretation clarifies the accounting for transactions that include the receipt or payment of advance consideration in a foreign currency. The Interpretation covers foreign currency transactions when an entity recognizes a non-monetary asset or a non-monetary liability arising from the payment or receipt of advance consideration before the entity recognizes the related asset, expense or income. The Interpretation states that the date of the transaction, for the purpose of determining the exchange rate, is the date of initial recognition of the non-monetary prepayment asset or deferred income liability. If there are multiple payments or receipts in advance, then the entity must determine a date of the transactions for each payment or receipt of advance consideration. Management has adopted the interpretation and concluded that the adoption had no impact.
- The IASB has issued *the Annual Improvements to IFRSs 2014 - 2016 Cycle*, which is a collection of amendments to IFRSs. Management has adopted improvements and concluded that the adoption had no impact.
  - **IAS 28 Investments in Associates and Joint Ventures.** The amendments clarify that the election to measure at fair value through profit or loss an investment in an associate or a joint venture that is held by an entity that is venture capital organization, or other qualifying entity, is available for each investment in an associate or joint venture on an investment-by-investment basis, upon initial recognition.

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**(b) The following new standards, amendments to existing standards and interpretations have been issued and adopted by the European Union or are in the process of adoption by the European Union but are not yet effective and have not been early adopted by the Group and the Company:**

- **IFRS 16: Leases.** The standard is effective for annual periods beginning on or after 1 January 2019. IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, i.e. the customer ('lessee') and the supplier ('lessor'). The new standard requires lessees to recognize most leases on their financial statements. Lessees will have a single accounting model for all leases, with certain exemptions. Lessor accounting is substantially unchanged. The Group and the Company has material operating lease contracts for rent of premises for the shops and office premises. These contracts were accounted as operating lease based on standards effective until 1 January 2019. Based on preliminary evaluation the right of use assets will increase by EUR 65 351 and 31 439 thousand for the Group and the Company, respectively, with the corresponding entry to lease liability in the statement of financial position. The implantation of IFRS 16 will have no material impact on cashflows or the performance of the business. Under current estimates it will result in a small change on net income of the year 2019 over former IAS 17. Due to the adoption of IFRS 16, the Group's and the Company's operating profit is expected to improve by EUR 210 and 149 thousand, while its interest expense will increase by EUR 720 and 348 thousand, respectively.

Expected impact on the Statement of financial position (increase / (decrease)) as of 1 January 2019:

	GROUP	COMPANY
ASSETS:		
Property, plant and equipment (Right of use the assets)	65 351	31 439
LIABILITIES:		
Financial lease liabilities	65 351	31 439
Impact on Equity	-	-

Expected impact on the Statement of comprehensive income (increase / (decrease)) for 2019:

	GROUP	COMPANY
Depreciation expenses (included in selling costs)	11 711	5 165
Rent expenses (included in selling costs)	(11 921)	(5 314)
OPERATING PROFIT	210	149
Finance costs	( 720)	( 348)
PROFIT FOR THE YEAR	( 510)	( 199)

The Company and the Group selected to use the exemptions proposed by the standard on lease contracts for which the lease terms ends within 12 months as of the date of initial application, and lease contracts for which the underlying asset is of low value.

Lease payments are discounted using an alternative borrowings rate of 1.2% on average. The alternative interest rate is the interest rate that the Group and the Company would have to pay if they financed the purchase of a similar right to use the asset with a loan. The determination of the lease period is based on the guidance in IFRS 16, which is usually equal to the rent period stated in the agreement, not taking into account possible extentions. The leased asset ("right of use of the asset") will be recognized by the acquisition costs minus depreciation method. The depreciation period is usually equal to the lease period.

The actual impact might differ from the potential impact due to the fact that certain aspects/arrangements are still under consideration.

- **Amendment in IFRS 10 Consolidated Financial Statements and IAS 28 Investments in Associates and Joint Ventures: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture.** The amendments address an acknowledged inconsistency between the requirements in IFRS 10 and those in IAS 28, in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The main consequence of the amendments is that a full gain or loss is recognized when a transaction involves a business (whether it is housed in a subsidiary or not). A partial gain or loss is recognized when a transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary. In December 2015 the IASB postponed the effective date of this amendment indefinitely pending the outcome of its research project on the equity method of accounting. The amendments have not yet been endorsed by the EU. The Company and the Group has not yet evaluated the impact of the implementation of this amendment.
- **IFRS 9: Prepayment features with negative compensation (Amendments).** The Amendment is effective for annual reporting periods beginning on or after 1 January 2019 with earlier application permitted. The Amendment allows financial assets with prepayment features that permit or require a party to a contract either to pay or receive reasonable compensation for the early termination of the contract (so that, from the perspective of the holder of the asset there may be 'negative compensation'), to be measured at amortized cost or at fair value through other comprehensive income. These Amendments have not yet been endorsed by the EU. The Company and Group has not yet evaluated the impact of the implementation of this amendment.
- **IAS 28: Long-term Interests in Associates and Joint Ventures (Amendments).** The Amendments are effective for annual reporting periods beginning on or after 1 January 2019 with earlier application permitted. The Amendments relate to whether the measurement, in particular impairment requirements, of long term interests in associates and joint ventures



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that, in substance, form part of the 'net investment' in the associate or joint venture should be governed by IFRS 9, IAS 28 or a combination of both. The Amendments clarify that an entity applies IFRS 9 Financial Instruments, before it applies IAS 28, to such long-term interests for which the equity method is not applied. In applying IFRS 9, the entity does not take account of any adjustments to the carrying amount of long-term interests that arise from applying IAS 28. The Company and Group has not yet evaluated the impact of the implementation of this amendment.

- *IAS 19: Plan Amendment, Curtailment or Settlement (Amendments)*. The Amendments are effective for annual periods beginning on or after 1 January 2019 with earlier application permitted. The Amendments require entities to use updated actuarial assumptions to determine current service cost and net interest for the remainder of the annual reporting period after a plan amendment, curtailment or settlement has occurred. The amendments also clarify how the accounting for a plan amendment, curtailment or settlement affects applying the asset ceiling requirements. These Amendments have not yet been endorsed by the EU. The Company and Group has not yet evaluated the impact of the implementation of this amendment.
- *IFRIC INTERPRETATION 23: Uncertainty over Income Tax Treatments*. The Interpretation is effective for annual periods beginning on or after 1 January 2019 with earlier application permitted. The Interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12. The Interpretation provides guidance on considering uncertain tax treatments separately or together, examination by tax authorities, the appropriate method to reflect uncertainty and accounting for changes in facts and circumstances. This Interpretation has not yet been endorsed by the EU. The Company and Group has not yet evaluated the impact of the implementation of this interpretation.
- *IFRS 3: Business Combinations (Amendments)*. The IASB issued amendments in Definition of a Business (Amendments to IFRS 3) aimed at resolving the difficulties that arise when an entity determines whether it has acquired a business or a group of assets. The Amendments are effective for business combinations for which the acquisition date is in the first annual reporting period beginning on or after 1 January 2020 and to asset acquisitions that occur on or after the beginning of that period, with earlier application permitted. These Amendments have not yet been endorsed by the EU. The Company/Group has not yet evaluated the impact of the implementation of this amendment.
- *IAS 1 Presentation of Financial Statements and IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors: Definition of 'material' (Amendments)*. The Amendments are effective for annual periods beginning on or after 1 January 2020 with earlier application permitted. The Amendments clarify the definition of material and how it should be applied. The new definition states that, 'Information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity'. In addition, the explanations accompanying the definition have been improved. The Amendments also ensure that the definition of material is consistent across all IFRS Standards. These Amendments have not yet been endorsed by the EU. The Company/Group has not yet evaluated the impact of the implementation of this amendment.
- *The IASB has issued the Annual Improvements to IFRSs 2015 – 2017 Cycle*, which is a collection of amendments to IFRSs. The amendments are effective for annual periods beginning on or after 1 January 2019 with earlier application permitted. These annual improvements have not yet been endorsed by the EU. The Company and Group has not yet evaluated the impact of the implementation of these improvements.
  - *IFRS 3 Business Combinations and IFRS 11 Joint Arrangements*. The amendments to IFRS 3 clarify that when an entity obtains control of a business that is a joint operation, it remeasures previously held interests in that business. The amendments to IFRS 11 clarify that when an entity obtains joint control of a business that is a joint operation, the entity does not remeasure previously held interests in that business.
  - *IAS 12 Income Taxes*. The amendments clarify that the income tax consequences of payments on financial instruments classified as equity should be recognized according to where the past transactions or events that generated distributable profits has been recognized.
  - *IAS 23 Borrowing Costs*. The amendments clarify paragraph 14 of the standard that, when a qualifying asset is ready for its intended use or sale, and some of the specific borrowing related to that qualifying asset remains outstanding at that point, that borrowing is to be included in the funds that an entity borrows generally.
- *Conceptual Framework in IFRS standards*. The IASB issued the revised Conceptual Framework for Financial Reporting on 29 March 2018. The Conceptual Framework sets out a comprehensive set of concepts for financial reporting, standard setting, guidance for preparers in developing consistent accounting policies and assistance to others in their efforts to understand and interpret the standards. IASB also issued a separate accompanying document, Amendments to References to the Conceptual Framework in IFRS Standards, which sets out the amendments to affected standards in order to update references to the revised Conceptual Framework. It's objective is to support transition to the revised Conceptual Framework for companies that develop accounting policies using the Conceptual Framework when no IFRS Standard applies to a particular transaction. For preparers who develop accounting policies based on the Conceptual Framework, it is effective for annual periods beginning on or after 1 January 2020.

The Group plans to adopt the above mentioned standards and interpretations on their effectiveness date provided they are endorsed by the EU.

## 2.4 CONSOLIDATION

The consolidated financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries). The Group controls an entity when the group 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.

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The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity.

The Group uses the acquisition method of accounting to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition-related costs are expensed as incurred. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the group recognises any non-controlling interest in the acquiree either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any previous equity interest in the acquiree over the fair value of the group's share of the identifiable net assets acquired is recorded as goodwill. If this is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognised directly in the statement of comprehensive income.

Inter-company transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated but considered an impairment indicator of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

## 2.5 SEGMENT REPORTING

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as General Director and other 6 Directors who make strategic decisions.

## 2.6 FOREIGN CURRENCY TRANSLATION

### *(a) Functional and presentation currency*

The individual financial statements of each group entity are presented in the currency of the primary economic environment in which the entity operates (its functional currency). For the purpose of the consolidated financial statements, the results and financial position of each entity are expressed in euro, which is the functional currency of the Company, and the presentation currency for the consolidated financial statements.

### *(b) Transactions and balances*

In preparing the financial statements of the individual entities, transactions in currencies other than the entity's functional currency (foreign currencies) are recorded at the rates of exchange prevailing on the dates of the transactions. At the end of the reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at the end of the reporting period. Exchange differences arising on the settlements of monetary items, and on the retranslation of monetary items, are included in the statement of comprehensive income for the period.

### *(c) Group companies*

For the purpose of presenting consolidated financial statements, the assets and liabilities of the Group's foreign operations (including comparatives) are expressed in euro using exchange rates prevailing at the end of the reporting period. Income and expense items (including comparatives) are translated at the average exchange rates for the period, unless exchange rates fluctuated significantly during that period, in which case the exchange rates at the dates of the transactions are used. Exchange differences arising, if any, are classified as other comprehensive income and transferred to the Group's translation reserve. Such translation differences are recognised in profit or loss in the period in which the foreign operation is disposed of.

## 2.7 INTANGIBLE ASSETS

Intangible assets expected to provide economic benefit to the Company and the Group in future periods are valued at acquisition cost less subsequent accumulated amortisation and impairment losses.

Amortisation is calculated on a straight-line basis to write off the cost of each asset over the estimated useful life as follows:

Software	3-5 years
Licences and rights acquired	5-9 years

Amortisation is accounted for as selling expense.

The Group and the Company have no intangible asset with indefinite useful life.

## 2.8 PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment is stated at historical cost, less accumulated depreciation and impairment losses.



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Lease hold improvements, that meet definition of a non current assets, are capitalised in the statement of financial position and depreciated as per rent period.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the Group and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

Depreciation is charged so as to write-off the cost of fixed assets to their residual value over their estimated useful lives, using the straight-line method, on the following basis:

Buildings	15-50 years
Plant and equipment	5-20 years
Leasehold improvements	4-10 years
Other fixed assets	3-6 years

All depreciation of property, plant and equipment is recognised in the statement of comprehensive income and accounted for as selling expenses.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of the reporting period.

Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount (Note 2.9). Impairment of property, plant and equipment as well as reversals of impairment during the year are included into selling costs caption in the statement of comprehensive income.

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in the statement of comprehensive income within operating profit.

The Group and the Company capitalise borrowing costs that relate to assets that take more than 12 months to get ready for use. Otherwise borrowing costs are recognised as expenses of the current reporting period.

## 2.9 IMPAIRMENT OF NON-FINANCIAL ASSETS

At the end of the reporting period, the Company and the Group reviews the carrying amounts of its tangible and intangible fixed assets to determine whether there is any indication (loss of cash-generating unit) that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the Company and Group estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the greater of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash-generating unit) is reduced to its recoverable amount. Impairment losses are recognized as an expense immediately (under selling caption).

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset (cash-generating unit) in prior years. A reversal of an impairment loss is recognized as income immediately.

## 2.10 INVESTMENTS IN SUBSIDIARIES

In the separate Company's financial statements investments in subsidiaries are accounted for at cost less impairment. Cost also includes direct attributable costs of investment.

Dividends received are credited to the Company's statement of comprehensive income.

## 2.11 NON-CURRENT ASSETS HELD FOR SALE

Non-current assets are classified as held for sale if their carrying amount will be recovered through a disposal rather than through continuing use. This condition is regarded as met only when the disposal is highly probable and the asset is available for immediate disposal sale in its present condition.

Non-current assets classified as held for sale are measured at the lower of the carrying value of assets and fair value less costs to sell.

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## 2.12 INVENTORIES

Inventories are stated at the lower of cost and net realizable value. Cost is determined by the first-in, first-out method. Net realizable value represents the estimated selling price less all estimated costs to be incurred in selling. Unrealisable inventory has been fully written-off. Impairment losses are recognized as an expense immediately (under cost of sales caption).

## 2.13 FINANCIAL ASSETS AND LIABILITIES

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

### *Financial assets (from 1 January 2018)*

#### Initial recognition and measurement

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

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Group's/Company's business model for managing them. With the exception of trade receivables that do not contain a significant financing component, the Group/Company initially measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs. Trade receivables that do not contain a significant financing component are measured at the transaction price determined under IFRS 15.

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

The Group's/Company's business model for managing financial assets refers to how the Group/Company manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both.

A regular way purchases or sales of financial assets are recognised on the trade date, i.e., the date that the Group/Company commits to purchase or sell the asset.

#### Subsequent measurement

After initial recognition, the Group/Company measures a financial asset at:

- a) Amortised cost (debt instruments);
- b) Fair value through other comprehensive income (OCI) with recycling of cumulative gains and losses upon derecognition (debt instruments), see Note 18;
- c) Fair value through other comprehensive income (OCI) with no recycling of cumulative gains and losses upon derecognition (equity instruments). The Group/Company did not have such items as at 31 December 2018 and 2017;
- d) Fair value through profit or loss, see note 18.

#### Financial assets at amortised cost (debt instruments)

The Group/Company measures financial assets at amortised cost if both of the following conditions are met:

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

Financial assets at amortised cost are subsequently measured using the effective interest (EIR) method and are subject to impairment. Gains and losses are recognised in the statement of comprehensive income when the asset is derecognised, modified or impaired.

The Group's/Company's financial assets at amortised cost includes trade, other current and non-current receivables and loans granted.

#### Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss include financial assets held for trading, financial assets designated upon initial recognition at fair value through profit or loss, or financial assets mandatorily required to be measured at fair value. Financial assets are classified as held for trading if they are acquired for the purpose of selling or repurchasing in the near term. Derivatives, including separated embedded derivatives, are also classified as held for trading unless they are designated as effective hedging instruments (as defined by IFRS9). Financial assets with cash flows that are not solely payments of principal and interest are classified and measured at fair value through profit or loss, irrespective of the business model. Notwithstanding the criteria for debt instruments to be classified at amortised cost or at fair value through OCI, as described above, debt instruments may be designated at fair value through profit or loss on initial recognition if doing so eliminates, or significantly reduces, an accounting mismatch. Financial assets at fair value through profit or loss are carried in the statement of financial position at fair value with net changes in fair value recognised in the statement of comprehensive income.

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The Group/Company in order to make efficient use of the available free cash, in 2018 acquired collective investment scheme (fund units), which fair value (level 2) as at 31 December 2018 is EUR 2 000 thousand (Note 18).

#### Financial assets at fair value through OCI (debt instruments)

The Group/Company measures debt instruments at fair value through OCI if both of the following conditions are met:

- The financial asset is held within a business model with the objective of both holding to collect contractual cash flows and selling

And

- The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding

These instruments include assets, which were presented as available for sale financial assets as per IAS 39. Subsequently financial assets at fair value through OCI are carried in the statement of financial position at fair value with net changes in fair value recognised in OCI. For debt instruments at fair value through OCI, interest income, foreign exchange revaluation and impairment losses or reversals are recognised in profit or loss and computed in the same manner as for financial assets measured at amortised cost. The remaining fair value changes are recognised in OCI. Upon derecognition, the cumulative fair value change recognised in OCI is recycled to profit or loss.

The Group/Company included these assets under other non-current financial assets, unless the maturity term is shorter than 12 months or management intends to realize the asset within 12 months from the end of the reporting period.

Expected credit losses for debt instruments measured at FVOCI do not reduce the carrying amount of these financial assets in the statement of financial position, which remains at fair value. Instead, an amount equal to the allowance that would arise if the assets were measured at amortised cost is recognised in OCI as an accumulated impairment amount, with a corresponding charge to profit or loss. The accumulated loss recognised in OCI is recycled to the profit and loss upon derecognition of the assets. According to management's assessment this asset was not impaired as at 31 December 2017 and 2018.

#### Impairment of financial assets

Following IFRS 9, in common case scenario, the Group/Company recognises an allowance for expected credit losses (ECLs) for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Company expects to receive, discounted at an approximation of the original effective interest rate. ECLs are recognised in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

At the end of every reporting period it is assessed whether credit risk significantly increased from initial recognition taking into account change in probability of default during the maturity of the instrument. During this process the Group/Company summarizes debt instruments into stages 1, 2 and 3:

- Stage 1: on initial recognition the Group/Company recognizes a 12-month ECL. Stage 1 debt instruments include instruments which credit risk improved and which were transferred back from Stage 2.

- Stage 2: When a loan has shown a significant increase in credit risk since origination, the Group/Company records an allowance for the lifetime ECL. Stage 2 debt instruments include instruments which credit risk improved and which were transferred back from Stage 3. Group/Company considers that significant increase in credit risk when debt is overdue more than 60 days or when it is visible from financial information that debtor is experiencing financial difficulties.

- Stage 3: For loans considered credit-impaired, the Group/Company recognises the lifetime expected credit losses for these loans. The method is similar to that for Stage 2 assets, with the probability of default set at 100%.

In 2018 there were no transfers between the different stages.

In 2018 there were no financial instruments which credit risk significantly increased.

The Group/Company calculates ECLs based on a four probability-weighted scenarios to measure the expected cash shortfalls, discounted at an approximation to the EIR. A cash shortfall is the difference between the cash flows that are due to an The Group/Company in accordance with the contract and the cash flows that the The Group/Company expects to receive. The Group/Company did not recognize allowance for loans granted because based on probability of default, loss given default, exposure at default and forward looking information the allowance is not material.

For trade receivables, the Group/Company applies a simplified approach in calculating ECLs. Therefore, the Group/Company does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date. For that purpose the Group/Company has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment. The Group/Company considers a financial asset in default when contractual payments are 90 days past due or when indications exist that the debtors or a group of debtors are experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows. The Group/Company did not recognize allowance for trade receivables because based on historical as well as forward looking information the allowance is not material.



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### ***Financial liabilities (from 1 January 2018)***

#### Initial recognition and measurement

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings and payables. All financial liabilities are recognised initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs. The Group's/Company's financial liabilities include trade and other payables, loans and borrowings including bank overdrafts and finance lease liabilities, as well as derivative financial instruments.

#### Subsequent measurement

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

#### Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss. Financial liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments entered into by the Group/Company that are not designated as hedging instruments in hedge relationships as defined by IFRS 9. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments. Gains or losses on liabilities held for trading are recognised in the statement of comprehensive income. As at 31 December 2017 and 2018 the Group/Company did not have any financial liabilities measured at fair value through profit or loss.

#### Loans, borrowings and other payables

After initial recognition, loans, borrowings and other payables are subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in the statement of comprehensive income, when the liabilities are derecognised as well as through the EIR amortisation process. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included as finance costs in the statement of comprehensive income.

#### Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, i.e. to realise the assets and settle the liabilities simultaneously.

#### IFRS 9 adoption impact as of 1 January 2018

The classification and measurement requirements of IFRS 9 did not have a significant impact to the Group/Company. Trade receivables and other non-current and current financial assets classified as Loans and receivables as at 31 December 2017 are held to collect contractual cash flows and give rise to cash flows representing solely payments of principal and interest. These are classified and measured as debt instruments at amortised cost beginning 1 January 2018. The Group/Company continued measuring at fair value through OCI all financial assets and liabilities previously presented as available for sale financial assets under IAS 39 until 1 January 2018. There are no changes in classification and measurement for the Group's/Company's financial liabilities.

As described above, the adoption of IFRS 9 has fundamentally changed accounting for impairment losses for financial assets by replacing IAS 39's incurred loss approach with a forward-looking expected credit loss (ECL) approach. IFRS 9 requires the Group/Company to recognise an allowance for ECLs for all debt instruments not held at fair value through profit or loss. Upon adoption of IFRS 9 the Group and the Company did not recognise additional impairment on the trade and other receivables, loans granted, as in accordance to the management estimate considering the Group's and the Company's specificity, clients creditworthiness, amounts repayment, and the expected impact of future factors, estimated potential credit losses are immaterial.

#### Derecognition of financial instruments

##### Financial assets

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

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

When the Group/Company has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if, and to what extent, it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the Group/Company continues to recognise the transferred asset to the extent of its continuing involvement. In that case, the Group/Company also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group/Company has retained.

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Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group/Company could be required to repay (amount of the guarantee).

#### Financial liabilities

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

#### **Financial assets and financial liabilities (until 1 January 2018)**

Financial assets and financial liabilities are recognized on the Company's and Group's statement of financial position when the Company or the Group becomes a party to the contractual provisions of the instrument.

The Group and the Company classifies all its financial assets into the category of loans and receivables and available for sale financial assets. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition. Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities greater than 12 months after the end of the reporting period. These are classified as non-current assets. The Group's and the Company's loans and receivables comprise 'trade and other receivables' and 'cash and cash equivalents' in the statement of financial position. All "regular way" purchases and sales of financial assets are recognised using trade date accounting.

#### **(a) Trade and other receivables**

Trade and other receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for impairment of trade receivables is established when there is objective evidence that the Group and the Company will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments (more than 30 days overdue) are considered indicators that the trade receivable is impaired. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognised in the statement of comprehensive income within 'general and administrative expenses'. When a trade receivable is uncollectible, it is written off against the allowance account for trade receivables. Subsequent recoveries of amounts previously written off are credited against 'general and administrative expenses' in the statement of comprehensive income.

#### **(b) Available for sale financial assets**

Available-for-sale financial assets are those non-derivative financial assets that are designated as available-for-sale or are not classified in any of the other financial assets categories.

After initial recognition available-for-sale financial assets are measured at fair value based on available market prices or quotes of brokers. For investments where there is no active market, fair value is determined using valuation techniques. Such techniques include using recent arm's length market transactions, reference to the current market value of another instrument, which is substantially the same, and discounted cash flow analysis. The result of revaluation of available-for-sale securities is recognised in other comprehensive income.

Revaluation of available-for-sale debt securities is calculated as difference between market value and amortised cost calculated using the original effective interest rate. When the securities are disposed of, the related accumulated fair value revaluation is included in the statement of comprehensive income as gain (loss) from sale of available-for-sale securities. If there is objective evidence that the value of an investment has been impaired, the cumulative net loss that has been recognised directly in equity is charged to profit (loss) for the year. Interest earned while holding available-for-sale financial assets is reported as interest income.

The Group and the Company assess at each date of preparation of the statement of financial position whether there is objective evidence that a financial asset or a group of financial assets is impaired.

Available for sale financial assets are included in non-current assets unless the investment matures or management intends to dispose of it within 12 months of the end of the reporting period.

#### **(c) Cash and cash equivalents**

For the purposes of the cash flow statement, cash and cash equivalents comprise cash on hand, deposits held at call with banks and other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts held in banks with credit ratings disclosed in note 21. Bank overdrafts are included into cash and cash equivalents on the statement of financial position.

#### **(d) Bank and subsidiaries borrowings**

Interest-bearing bank and subsidiaries loans and overdrafts are initially measured at fair value. Bank and subsidiaries borrowings are subsequently measured at amortised cost, using the effective interest rate method. Any difference between the proceeds

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(net of transaction costs) and the settlement or redemption of borrowings is recognised over the term of the borrowings in the statement of comprehensive income.

Borrowings are classified as current liabilities unless the Company or the Group has an unconditional right to defer settlement of the liability for at least 12 months after the statement of financial position date.

#### ***(e) Trade and other payables***

Trade payables are initially measured at fair value, and are subsequently measured at amortised cost, using the effective interest rate method.

In relation to trade and other receivables, an allowance for impairment is made when there is objective evidence (such as the probability of insolvency or significant financial difficulties of the debtor) that the Group will not be able to collect all of the amounts due under the original terms of the invoice. The carrying amount of the receivable is reduced through use of an allowance account. Impaired debts are derecognised when they are assessed as uncollectible.

## **2.14 SHARE CAPITAL**

#### ***(a) Ordinary shares***

Ordinary shares are stated at their par value. Consideration received for the shares sold in excess over their par value is shown as share premium. Incremental external costs directly attributable to the issue of new shares are accounted for as a deduction from share premium.

## **2.15 RESERVE**

#### ***(a) Foreign currency translation reserve***

The foreign currency translation reserve is used for translation differences arising on consolidation of financial statements of foreign subsidiaries. Exchange differences are classified as equity in the consolidated financial statements until disposal of the investment. Upon disposal of the corresponding assets, the cumulative revaluation of translation reserves is recognised as income or expenses in the same period when the gain or loss on disposal is recognised.

#### ***(b) Legal reserves***

Legal reserve is included into other reserves. Legal reserve is compulsory under the Lithuanian regulatory legislation. Annual transfers of 5 per cent of net result are required until the reserve reaches 10 per cent of share capital. The legal reserve cannot be used for payment of dividends and it is established to cover future losses only.

## **2.16 INCOME TAX**

#### ***(a) Current income tax***

The Group companies are taxed individually irrespective of the overall results of the Group. Since 1<sup>st</sup> January 2010 the Group companies in Lithuania may transfer the estimated tax losses (or part thereof) to another Group company in Lithuania, which has a right to reduce the taxable profit with the respective amount of the tax losses transferred for the same taxable period. The Group companies have not used this option in 2017 and 2018, as all companies in Lithuania have earned a taxable profit.

The charge for taxation included in these financial statements is based on the calculation made by the management in accordance with tax legislation of the respective country in which group entity operates.

The tax currently payable is based on taxable profit for the reporting period. For companies operating in Lithuania tax losses can be carried forward for indefinite period, except for the losses incurred as a result of disposal of securities and/or derivative financial instruments not designated for hedging. Starting from 1 January 2014 the transferable tax loss cannot cover more than 70% of the taxable profit of the current year. Such carrying forward is disrupted if the company changes its activities due to which these losses were incurred except when the company does not continue its activities due to reasons which do not depend on the company itself. Taxable profit differs from net profit as reported in the statement of comprehensive income because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's and the Company's liability for current tax is calculated using tax rates that have been enacted at the end of the reporting period.

The income tax rate applied for the Company and subsidiaries operating in Lithuania was 15 per cent in 2017 and in 2018. Income tax rate on prior period taxable profits in Latvia is 15 per cent and is nil on reporting period taxable profits. In Estonia income tax rate on reporting period and prior taxable profits is nil. In Estonia and Latvia, the taxation of profit of operating subsidiaries is deferred until the profit appropriation moment, i.e. payment of dividends. The dividends paid by the Group's companies in Estonia are taxed at the withholding tax rate of 20% of their gross amounts as at 31 December 2018 (20% as at 31 December 2017). The dividends paid by the Group's companies in Latvia are taxed at the withholding tax rate of 20% of their gross amounts as at 31 December 2018.



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Amendments to the Estonian Income Tax Act that entered into force on 1 January 2018 enable companies to use a 14% reduced tax rate for regular dividend payments. The 14% reduced tax rate can be applied to dividends distributed on or after 1 January 2019 as follows: the 14% rate is applicable to the amount equal to a third of the last financial year's dividend distribution, while the portion of the distribution exceeding this threshold shall remain taxable at 20%. The reduced rate can be used on the share of the distribution equal to the company's last three years' average profit distributions.

**(b) Deferred income tax**

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

Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the end of the reporting period and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled. Deferred income tax is charged or credited in the statement of comprehensive income, except when it relates to items charged or credited directly to equity, in which case the deferred income tax is also dealt with in equity.

Deferred income tax liabilities are recognised for taxable temporary differences arising on investments in subsidiaries, except where the Group and the Company is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

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

Deferred income tax assets and liabilities are offset when they relate to income taxes levied by the same taxation authority and the Group and the Company intends to settle its current tax assets and liabilities on a net basis.

As the object of taxation in Latvia (from 1 January 2018) and Estonia is dividends, not profit, there are no differences between the carrying amounts and tax bases of assets and liabilities which could give rise to deferred tax assets or liabilities. The income tax payable on dividends is recognised as the income tax expense of the period in which the dividends are declared, except for deferred tax liability on retain earnings, as disclosed in Note 9.

## 2.17 LEASES

The determination of whether an arrangement is or contains a lease is based on the substance of the arrangement at inception date of whether the fulfilment of the arrangement is dependent on the use of a specific asset or assets or the arrangement conveys a right to use the asset.

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

**(a) the Company or the Group as lessor**

Payments received under operating leases (net of any incentives given to the lessee) are credited to the statement of comprehensive income on a straight-line basis over the period of the lease (Note 12).

**(b) the Company or the Group as lessee**

Leases where the lessor transfers to the Group substantially all the risks and benefits incidental to ownership of the leased item are classified as finance leases. The Group recognises finance leases as assets and liabilities in the statement of financial position at amounts equal at the inception of the lease to the fair value of the leased property or, if lower, to the present value of the minimum lease payments. The rate of discount used when calculating the present value of minimum payments of finance lease is the interest rate implicit in the lease, when it is possible to determine it, in other cases, the Group's incremental interest rate on borrowings applies. Directly attributable initial costs are included into the asset value. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability.

The depreciation is accounted for finance lease assets. The depreciation policy for leased assets is consistent with that for depreciable assets that are owned. The leased assets are not depreciated over the period longer than the lease term, unless the Group, according to the lease contract, gets transferred their ownership after the lease term is over.

Leases where the lessor does not transfer substantially all the risks and benefits of ownership of the asset are classified as operating leases. Operating lease payments are recognised as an expense in the statement of comprehensive income on a straight-line basis over the lease term.

The terms of lease do not include restrictions on the activities of the Group in connection with the dividends, additional borrowings or additional lease agreements.

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## 2.18 EMPLOYEE BENEFITS

### **(a) Social security contributions**

The Company and the Group pays social security contributions to the state Social Security Fund (the Fund) on behalf of its employees based on the defined contribution plan in accordance with the local legal requirements. A defined contribution plan is a plan under which the Group and the Company pays fixed contributions into the Fund and will have no legal or constructive obligations to pay further contributions if the Fund does not hold sufficient assets to pay all employees benefits relating to employee service in the current and prior period. Social security contributions are recognised as expenses on an accrual basis and included in payroll expenses.

### **(b) Long-term employee benefits**

According to the requirements of Lithuanian Labor Code, each employee leaving the Group at the age of retirement is entitled to a one-off payment in the amount of 2 months' salary.

The actuarial gains and losses are recognized in the statement of other comprehensive income.

The past service costs are recognised as an expense on a straight line basis over the average period until the benefits become vested. Any gains or losses appearing as a result of curtailment and/or settlement are recognised in the statement of comprehensive income as incurred. Starting from 1 January 2013 after the amendments to IAS 19 became effective, the past service costs are recognized in the statement of comprehensive income as incurred.

The above mentioned employee benefit obligation is calculated based on actuarial assumptions, using the projected unit credit method. Obligation is recognized in the statement of financial position and reflects the present value of these benefits on the date of the statement of financial position. Present value of the non-current obligation to employees is determined by discounting estimated future cash flows using the discount rate which reflects the interest rate of the Government bonds of the same currency and similar maturity as the employment benefits. Actuarial gains and losses are recognized in the statement of other comprehensive income as incurred.

### **(c) Termination benefits**

Termination benefits are payable whenever an employee's employment is terminated before the normal retirement date or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Company and the Group and the Company recognises termination benefits when it is demonstrably committed to either terminate the employment of current employees according to a detailed formal plan without possibility of withdrawal or to provide termination benefits as a result of an offer made to encourage voluntary redundancy. Benefits falling due more than 12 months after the end of the reporting period are discounted to present value.

### **(d) Bonus plans**

The Company and the Group recognises a liability and an expense for bonuses where contractually obliged or where there is a past practice that has created a constructive obligation.

## 2.19 PROVISIONS

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. The Group re-evaluates provisions at each reporting date and adjusts them in order to present the most reasonable current estimate. If the effect of the time value of money is material, the amount of provision is equal to the present value of the expenses, which are expected to be incurred to settle the liability. Where discounting is used, the increase in the provision due to the passage of time is recognised as a borrowing cost.

Provisions for restructuring costs and legal claims are recognised when: the Company or the Group has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount can be reliably estimated. Provisions are not recognised for future operating losses.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognised as interest expense.

## 2.20 RECOGNITION OF REVENUE AND RELATED EXPENSES

### **Revenue recognition (from 1 January 2018)**

Revenue from contracts with customers is recognised when control of the services or goods are transferred to the customer at an amount that reflects the consideration to which the Group/Company expects to be entitled in exchange for those services or goods. The Group/Company has concluded that it is the principal in its revenue arrangements (except for agent activity described below), because:

- The entity controls the goods or services before transferring them to the customer;
- The entity is primarily responsible for electricity supply and bears risk of non-performance;
- The entity has latitude in establishing price either directly or indirectly.

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Sales of goods are recognized when the Company or another Group entity sells a product to the customer. Retail sales are usually in cash or by credit card. The recorded revenue includes credit card fees payable for the transaction. Such fees are included in operating expenses. Revenue received under consignment where the Group and the Company is a consignee is recognised on a net basis.

Every sale of goods that The Group/Company makes is a separate performance obligations with separately identifiable fixed price. The Group/Company does not have any customer loyalty programmes.

The Company recognises revenue from management services over time, using a delivery method to measure provision of the services, because the customer simultaneously receives and consumes the benefits provided by the Company.

Other occasional revenue from the sale property, plant or equipment is recognised at a point in time, when sold items are delivered to client and control is transferred.

Dividend income is recognised when the right to receive payment is established.

In addition the management considers the effect of other matters to the revenue recognition such as the existence of significant financing components, non-cash consideration, consideration payable to the customer and warranties. Non of these are present in the Group's/Company's contracts with the costumers.

The Group/Company considers and does not recognize refund asset and refund liability relating to the returns after the reporting period of sold goods to customers because the amount is not material.

The Group/Company does not incur material costs to acquire or fulfill the contract.

#### Trade receivables

A receivable represents the Company's right to an amount of consideration that is unconditional (i.e., only the passage of time is required before payment of the consideration is due).

#### Contract liabilities - prepayments received

A contract liability is the obligation to transfer goods or services to a customer for which the Group/Company has received consideration (or an amount of consideration is due) from the customer. If a customer pays consideration before the Group/Company transfers goods or services to the customer, a contract liability is recognised when the payment is made. Contract liabilities are recognised as revenue when the Group/Company performs under the contract.

#### ***Revenue recognition (until 1 January 2018)***

Revenues are recognized as income on an accrual basis when earned. Expenses are charged to operations as incurred.

Revenue is measured at the fair value of the consideration received or receivable and represents amounts received of receivable for goods and services provided net of value-added tax, rebates and discounts.

Revenue is recognized as follows:

#### ***(a) Sales of goods - retail***

Sales of goods are recognized when the Company or another Group entity sells a product to the customer. Retail sales are usually in cash or by credit card. The recorded revenue includes credit card fees payable for the transaction. Such fees are included in operating expenses. Revenue received under consignment where the Group and the Company is a consignee is recognised on a net basis.

#### ***(b) Sales of services***

Revenue from services is recognised on performance of the services.

#### ***(c) Interest income***

Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable.

#### ***(d) Dividend income***

Dividend income is recognised when the right to receive payment is established.

#### ***(e) Rental income***

Payments received under operating leases (net of any incentives given to the lessee) are credited to the statement of comprehensive income on a straight-line basis over the period of the lease.

## **2.21 DIVIDEND DISTRIBUTION**

Dividend distribution to the Company's shareholders is recognised as a liability in the Company's and Group's financial statements in the period in which the dividends are approved by the Company's shareholders.



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## 2.22 EARNINGS PER SHARE

Basic earnings per share are calculated by dividing net profit attributed to the shareholders of the Company and the Group from average weighted number of ordinary registered shares in issue, excluding ordinary registered shares purchased by the Group and the Company and held as treasury shares, if any.

## 2.23 RELATED PARTIES

A related party is a person or entity that is related to the entity that is preparing its financial statements:

- a) A person or a close member of that person's family is related to a reporting entity if that person:
  - i. has control or joint control over the reporting entity;
  - ii. has significant influence over the reporting entity; or
  - iii. is a member of the key management personnel of the reporting entity or of a parent of the reporting entity.
- b) An entity is related to a reporting entity if any of the following conditions applies:
  - i. The entity and the reporting entity are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
  - ii. One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
  - iii. Both entities are joint ventures of the same third party.
  - iv. One entity is a joint venture of a third entity and the other entity is an associate of the third entity.
  - v. The entity is a post-employment benefit plan for the benefit of employees of either the reporting entity or an entity related to the reporting entity. If the reporting entity is itself such a plan, the sponsoring employers are also related to the reporting entity.
  - vi. The entity is controlled or jointly controlled by a person identified in (a).
  - vii. A person identified in (a)(i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity).

## 2.24 CONTINGENCIES

Contingent liabilities are not recognised in the financial statements, except for contingent liabilities associated with business combinations. They are disclosed unless the possibility of an outflow of resources embodying economic benefits is remote.

A contingent asset is not recognised in the financial statements but disclosed when an inflow of economic benefits is probable.

## 2.25 SUBSEQUENT EVENTS

Subsequent events that provide additional information about the Group's position at the reporting date (adjusting events) are reflected in the financial statements. Subsequent events that are not adjusting events are disclosed in the notes when material.

## 3. FINANCIAL RISK MANAGEMENT

### *(a) Financial risk factors*

The risk management function within the Group and the Company is carried out in respect of financial risks (credit, market (which consist of currency, interest rate and price) and liquidity), operational risks and legal risks. The primary objectives of the financial risk management function are to establish risk limits, and then ensure that exposure to risks stays within these limits. The operational and legal risk management functions are intended to ensure proper functioning of internal policies and procedures to minimize operational and legal risks.

The financial risks relate to the following financial instruments: financial assets at fair value through profit or loss (from 1 January 2018), financial assets at fair value through other comprehensive income (from 1 January 2018), available for sale financial assets (until 1 January 2018), trade receivables, cash and cash equivalents, trade and other payables and borrowings. The accounting policy with respect to these financial instruments is described in previous section.

### Credit risk

Credit risk is managed on Group basis. Credit risk arises from cash and cash equivalents and deposits with banks and financial institutions, financial assets at fair value through profit or loss (from 1 January 2018), financial assets at fair value through other comprehensive income (from 1 January 2018), available for sale financial assets (until 1 January 2018) as well as credit exposures to wholesale and retail customers, including outstanding receivables and committed transactions. For banks and financial institutions, only independently rated parties (or subsidiaries of such parties) with high credit ratings are accepted. Sales to wholesale customers are rare and immaterial, therefore risk control only assesses the credit quality of the customer, taking into account its financial position, past experience and future factors. Sales to retail customers are settled in cash or using major credit cards, therefore there is no credit risk.

Company's credit risk arising from trade receivables from subsidiaries and loans to subsidiaries is managed by controlling financial performance of subsidiaries on a monthly basis. All the subsidiaries having Company's loans have been profitable

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during the financial year, therefore, in the management's opinion, the credit risk is low.

Financial assets at fair value through other comprehensive income (from 1 January 2018) are invested only to Lithuanian government bonds (until 1 January 2018 available for sale financial assets).

The Company and the Group has no significant concentration of credit risk.

#### Liquidity risk

Liquidity risk management implies maintaining sufficient cash, the availability of funding through an adequate amount of committed credit facilities. Due to the dynamic nature of the underlying businesses, the Group and the Company treasury maintains flexibility in funding by maintaining availability under committed credit lines.

Management monitors rolling forecasts of the Group's and the Company's liquidity reserve (comprises undrawn borrowing facility (Note 24) and cash and cash equivalents (Note 21) on the basis of expected cash flow. This is generally carried out at local level in the operating companies of the Group in accordance with practice set by the group. In addition, the Group's and the Company's liquidity management policy involves projecting cash flows and considering the level of liquid assets necessary to meet these; and maintaining debt financing plans.

The table below analyses the Group's and the Company's financial liabilities into relevant maturity groupings based on the remaining period at the end of the reporting period to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows. Trade and other payables due within 12 months equal their carrying balances as the impact of discounting is not significant.

GROUP	Less than 1 month	Between 1 and 3 months	Between 3 and 12 months	Between 1 and 2 years	Total
<b>As at 31 December 2018</b>					
Borrowings	26	52	235	835	1 148
Trade and other payables	7 435	3 702	38	-	11 175
<b>Total</b>	<b>7 461</b>	<b>3 754</b>	<b>273</b>	<b>835</b>	<b>12 323</b>
<b>As at 31 December 2017</b>					
Borrowings	1	3	13	1 461	1 478
Trade and other payables	6 828	2 935	780	-	10 543
<b>Total</b>	<b>6 829</b>	<b>2 938</b>	<b>793</b>	<b>1 461</b>	<b>12 021</b>

COMPANY	Less than 1 month	Between 1 and 3 months	Between 3 and 12 months	Between 1 and 2 years	Total
<b>As at 31 December 2018</b>					
Borrowings	26	52	2 813	835	3 726
Trade and other payables	2 356	1 633	18	-	4 007
<b>Total</b>	<b>2 382</b>	<b>1 685</b>	<b>2 831</b>	<b>835</b>	<b>7 733</b>
<b>As at 31 December 2017</b>					
Borrowings	1	3	5 047	1 461	6 512
Trade and other payables	2 741	984	740	-	4 465
<b>Total</b>	<b>2 742</b>	<b>987</b>	<b>5 787</b>	<b>1 461</b>	<b>10 977</b>

Change in liabilities arising from financial activities:

GROUP	As at 31 December 2017	Dividends declared	Cash flow	As at 31 December 2018
Borrowings	1 400	-	(300)	1 100
Dividends payable	128	9 400	(9 412)	116
<b>Total</b>	<b>1 528</b>	<b>9 400</b>	<b>(9 712)</b>	<b>1 216</b>

COMPANY	As at 31 December 2017	Dividends declared	Cash flow	As at 31 December 2018
Borrowings	6 434	-	(2 757)	3 677
Dividends payable	128	9 400	(9 412)	116
<b>Total</b>	<b>6 562</b>	<b>9 400</b>	<b>(12 169)</b>	<b>3 793</b>

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### Market risk

#### *Cash flow and fair value interest rate risk*

As the Group and the Company most significant interest-bearing assets are financial assets at fair value through other comprehensive income (until 1 January 2018 available for sale financial assets), however, its income and operating cash flows are substantially independent of changes in market interest rates. The Company has loans to subsidiaries with floating interest rates, but the cash flow risk is mitigated by applying the same variable element of interest rate on those loans as the banks are charging the Company.

Borrowings issued at variable rates expose the Group to cash flow interest rate risk. Borrowings issued at fixed rates expose the Company to fair value interest rate risk, but this is not included in sensitivity analysis as the change in interest rates has no impact on profit or equity of the Group.

The Company's and Group's borrowings consist of loans with floating interest rate, which are related to EURIBOR and EONIA. The Company and the Group did not use any derivative financial instruments in order to control the risk of interest rate changes.

Trade and other receivables and payables are interest-free and have settlement dates within one year.

The Group's and the Company's cash flow and fair value interest rate risk is periodically monitored by the Group's management. It analyses its interest rate exposure on a dynamic basis taking into consideration refinancing, renewal of existing positions, alternative financing. Based on these scenarios, the Group and the Company calculates the impact on profit and loss of a defined interest rate shift. The scenarios are run only for receivables and liabilities that represent the major interest-bearing positions.

Based on the simulations performed, the impact on post tax profit of a 1 per cent shift in interest rates would be the maximum increase or decrease of EUR 34 thousand in 2018 (2017: EUR 55 thousand) for the Group and the maximum increase or decrease of EUR 39 thousand (2017: EUR 79 thousand) would be for the Company.

#### *Foreign exchange risk*

The Company and the Group has a policy to synchronize the cash flows from expected sales in the future with the expected purchases and other expenses in each foreign currency. Substantially all the Group's payables and receivables are short-term and in addition revenues and expenses in foreign currencies are insignificant (less than 10%) as compared to those in Euro.

The Group operates in Lithuania, Latvia and Estonia, and during the reporting period used Euro currency. Since Estonia, Latvia and Lithuania introduced the Euro (respectively, since 1st January 2011, 1st January 2014 and 1st January 2015), so there is no exchange rate fluctuations.

### **(b) Capital risk management**

The Group's and the Company's objectives when managing capital are to safeguard the Group's and the Company's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital. In order to maintain or adjust the capital structure, the Group and the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

Consistent with others in the industry, the Group and the Company 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 (including 'current and non-current borrowings' as shown in the consolidated statement of financial position) less cash and cash equivalents. Total capital is calculated as 'equity' as shown in the consolidated statement of financial position plus net debt.

Pursuant to the Lithuanian Law on Companies the authorised share capital of a public limited liability company must be not less than EUR 40 thousand and of a private limited liability company must be not less than EUR 2.5 thousand. In addition, for all entities the shareholders' equity should not be lower than 50 per cent of the company's registered share capital. As at 31 December 2017 and 31 December 2018, the Company and all its Lithuanian subsidiaries complied with these requirements.

Pursuant to the Latvian Commercial Law the authorised share capital of a private limited liability company must be not less than EUR 2.8 thousand. In addition, the losses of the company should not exceed 50 per cent of the company's share capital. As at 31 December 2018 and 31 December 2017, all of the Company's Latvian subsidiaries complied with these requirements.

Pursuant to the Estonian Commercial Code the authorised share capital of a private limited liability company must be not less than EUR 2.5 thousand. In addition, the shareholders' equity should not be lower than 50 per cent of the company's share capital. As at 31 December 2017 all of the Company's Estonian subsidiaries complied with these requirements. As at 31 December 2018 OU Apranga had not complied with the requirements. The Group management decided to increase the share capital of OU Apranga in order to comply with the statutory requirements. The additional share capital injection needed will be exactly calculated after General shareholders' meeting of the subsidiary.

In addition, the Group and the Company has to comply with the financial covenants imposed in the agreement with SEB bankas AB and Luminor Bank AS. The Group and the Company was in compliance with the covenants as at 31 December 2017 and 2018.



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### (c) Fair value estimation

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Group and the Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

Level 1 – Quoted (unadjusted) market prices in active markets for identical assets or liabilities;

Level 2 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable;

Level 3 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group and the Company determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

## 4. SEGMENT INFORMATION

Management has determined the operating segments based on the reports reviewed by the General Director and other 6 Directors (responsible for managing, sales and marketing, human resources, purchases, development and finance) that are used to make strategic decisions.

The Directors consider the business from both a geographic and product perspective to certain extent. From product perspective Directors review only sales volume and gross margin by brand name. Gross margins of different brands are not significantly different, therefore can be aggregated into one reportable segment. Geographically, Directors separately consider operations in Lithuania, Latvia and Estonia depending on where the stores are located. Different legislation, consumer habits and economic situation substantially affect the average sales and expenses in each country, therefore Directors believe that each country represents a separate reportable segment.

All financial information, including the measure of profit and total assets, is analysed on a country basis.

The segment information provided to the Directors for the reportable segments for the year ended 31 December is as follows:

31 December 2018	Lithuania	Latvia	Estonia	Total	Inter-company eliminations	Total in consolidated financial statements
Total segment revenue	125 617	43 966	33 908	203 491	-	
Inter-segment revenue	(15 569)	( 698)	( 436)	(16 703)	-	
Revenue from external customers (note 6)	110 048	43 268	33 472	186 788	-	186 788
Gross margin	42,5%	43,8%	44,5%	43,4%		43,4%
<b>Other income and expenses:</b>						
Rent and utilities	12 788	4 925	3 798	21 511		21 511
Remuneration and social security contributions	17 577	5 440	4 320	27 337		27 337
Depreciation and amortisation	3 990	1 075	1 300	6 365		6 365
Impairment charges (reversal)	167	( 27)	7	147		147
Other income and expenses	6 667	5 063	4 301	16 031		16 031
Finance income	124	-	-	124	( 23)	101
Finance costs	46	1	10	57	( 23)	34
Income tax expense	931	517	253	1 701		1 701
Profit (loss) for the year	4 692	1 952	921	7 565	-	7 565
Total assets	66 900	13 294	10 051	90 245	(11 142)	79 103
Additions to non-current assets (other than financial instruments and prepayments for leases)	5 615	3 210	195	9 020	( 119)	8 901

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31 December 2017	Lithuania	Latvia	Estonia	Total	Inter-company eliminations	Total in consolidated financial statements
Total segment revenue	122 609	43 636	33 208	199 453	-	
Inter-segment revenue	(15 501)	( 912)	( 775)	(17 188)	-	
Revenue from external customers	107 108	42 724	32 433	182 265	-	182 265
Gross margin	43,9%	46,1%	46,4%	44,9%		44,9%
<b>Other income and expenses:</b>						
Rent and utilities	12 013	5 052	3 716	20 781		20 781
Remuneration and social security contributions	17 204	5 292	4 141	26 637		26 637
Depreciation and amortisation	3 770	1 412	1 315	6 497		6 497
Impairment charges (reversal)	( 151)	12	( 37)	( 176)		( 176)
Other income and expenses	2 518	4 900	4 115	11 533		11 533
Finance income	116	-	-	116	( 59)	57
Finance costs	36	14	32	82	( 59)	23
Income tax expense	1 815	508	357	2 680		2 680
Profit for the year	9 949	2 505	1 421	13 875	-	13 875
Total assets	69 841	13 492	11 313	94 646	(14 984)	79 662
Additions to non-current assets (other than financial instruments and prepayments for leases)	5 910	619	1 874	8 403	( 140)	8 263

In 2018, the Group's profitability before taxes decreased to 5.0% (2017: 9.1%). The decrease in the profitability of 2018 was mainly influenced by a one-time sale of buildings, which took place in the third quarter 2017, with a positive influence on the year 2017 results of EUR 3.5 million. After the elimination of a one-time sale of buildings, the Group's profitability before taxes decreased from 7.2% to 5.0%. Accordingly, the profitability in Lithuania decreased from 7.7% (after the elimination of a one-time sale of buildings) to 5.2%. Profit margins in Latvia and Estonia also decreased (from 7.1% and 5.5% to 5.7% and 3.6%, respectively). Decrease in profitability in all three countries - a consequence of a decrease in gross profitabilities by 1.4% -2.3%.

The total non-current assets other than financial instruments and deferred tax assets located in Lithuania is EUR 20 752 thousand (2017: EUR 18 389 thousand), and the total of these non-current assets located in other countries is EUR 8 005 thousand (2017: EUR 6 963 thousand).

## 5. EXPENSES BY NATURE

For the year ended 31 December cost of sales consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Cost of goods sold	106 089	99 725	48 334	47 143
Write-down of inventories to net realisable value	108	748	( 17)	189
Total cost of sales	106 197	100 473	48 317	47 332

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For the year ended 31 December selling costs consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Rent and utilities	21 527	20 781	7 868	7 297
Remuneration	18 200	17 029	6 398	5 758
Social security contributions	4 885	4 920	1 560	1 706
Depreciation and amortization (Note 12, 13)	6 364	6 497	2 959	2 791
Impairment charge (reversal) (Note 12)	147	(176)	167	(151)
Advertising and marketing	2 471	2 363	1 242	1 171
Franchise expenses	4 292	4 186	82	106
Bank commissions	924	963	262	314
Labelling, packing and repairing	802	885	325	321
Logistics and distribution	607	561	84	77
Business trips	589	642	374	379
<b>Total selling costs</b>	<b>60 808</b>	<b>58 651</b>	<b>21 321</b>	<b>19 769</b>

For the year ended 31 December general and administrative expenses consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Remuneration	3 228	3 561	3 189	3 526
Social security contributions	1 024	1 127	1 011	1 116
IT and communications	982	819	551	452
Repair and maintenance	2 866	2 326	1 372	1 036
Taxes (excluding income tax)	239	208	137	128
Consulting and audit expense	386	465	304	384
Other expenses	2 352	2 222	1 097	1 059
<b>Total general and administrative expenses</b>	<b>11 077</b>	<b>10 728</b>	<b>7 661</b>	<b>7 701</b>

## 6. INCOME

For the year ended 31 December revenue from contracts with customers consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Stores income	186 788	-	57 862	-
Wholesale income	-	-	15 347	-
Management fees	-	-	4 753	-
Gain from disposal of fixed assets, net	9	-	6	-
Other income	410	-	294	-
<b>Total revenue from contracts with customers</b>	<b>187 207</b>	<b>-</b>	<b>78 262</b>	<b>-</b>

For the year ended 31 December stores income consisted of the following:

Chain	GROUP		COMPANY	
	2018	2017	2018	2017
Economy	24 291	-	16 243	-
Youth	40 356	-	10 648	-
Footwear	5 323	-	2 201	-
Business	32 739	-	11 620	-
Luxury	18 190	-	9 166	-
Zara	56 599	-	-	-
Outlets	9 290	-	7 984	-
<b>Total</b>	<b>186 788</b>	<b>-</b>	<b>57 862</b>	<b>-</b>

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For the year ended 31 December other income consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Rent income	95	212	102	219
Management fees	-	-	-	4 514
Gain from disposal of fixed assets, net	-	3 507	-	3 507
Interest income	-	57	-	116
Dividends	-	-	8 200	8 050
Other income	-	348	-	243
<b>Total other income</b>	<b>95</b>	<b>4 124</b>	<b>8 302</b>	<b>16 649</b>

In August 2017, the Company sold real estate and other non-current assets located in Kirtimu str. 51 in Vilnius. The total value of the transaction of the sale of assets amounted to EUR 6.05 million (including VAT). The transaction's positive impact on Company's and Group's accounting period results - almost EUR 3.5 million. The profit of the transaction is recorded under the item "Gain from disposal of fixed assets" in Other income.

## 7. FINANCE INCOME AND COSTS

For the year ended 31 December finance income consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Interest income	34	-	57	-
Gain from disposal of financial assets, net	67	-	67	-
<b>Total finance income</b>	<b>101</b>	<b>-</b>	<b>124</b>	<b>-</b>

For the year ended 31 December finance costs consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Interest on bank borrowings	34	23	34	23
<b>Total finance costs</b>	<b>34</b>	<b>23</b>	<b>34</b>	<b>23</b>

## 8. INCOME TAX EXPENSE

Domestic income tax is calculated at 15 per cent of the estimated profit for the year.

The total income tax charge can be reconciled to the accounting profit before tax as follows:

	GROUP		COMPANY	
	2018	2017	2018	2017
Profit before tax	9 266	16 555	9 334	14 256
Tax at the domestic income tax rate	1 390	2 483	1 400	2 138
Tax effect of income not subject to tax	(4)	(23)	(1 234)	(1 216)
Tax effect of expenses that are not deductible in determining taxable profit	133	191	74	41
Deferred tax liabilities charge (reversal)	-	(60)	-	-
Effect of different tax rates of foreign subsidiaries	182	89	-	-
<b>Tax expense</b>	<b>1 701</b>	<b>2 680</b>	<b>240</b>	<b>963</b>
<i>Effective income tax rate</i>	<i>18,4%</i>	<i>16,2%</i>	<i>2,6%</i>	<i>6,8%</i>

For the year ended 31 December income tax expense consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Current income tax expense	1 192	2 878	131	1 122
Deferred tax	509	(198)	109	(159)
<b>Total income tax expense</b>	<b>1 701</b>	<b>2 680</b>	<b>240</b>	<b>963</b>



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## 9. DEFERRED INCOME TAX

The movement in deferred income tax account was as follows:

	GROUP		COMPANY	
	2018	2017	2018	2017
At beginning of year	( 927)	(1 125)	( 202)	( 361)
Income statement (charge) credit	( 509)	198	( 109)	159
At end of year	(1 436)	( 927)	( 311)	( 202)

In 2017 and 2018 deferred income tax asset and liability related to the entities operating in Lithuania and Latvia (only in 2017) were calculated at 15 per cent rate. Deferred income tax liability related to the entities operating in Estonia were calculated at 20 per cent rate as at 31 December 2017 and as at 31 December 2018 for the accrued undistributed profit of these subsidiaries (also in Latvia as at 31 December 2018), since these indistributes profits are planned to be paid out as dividends during the years 2019-2020 (Note 2.16).

Deferred tax assets and liabilities recognised as follows:

	GROUP		COMPANY	
	2018	2017	2018	2017
<b>Deferred tax assets:</b>				
Inventory write down	302	288	231	235
Accruals	120	144	119	136
Total deferred tax assets	422	432	350	371
<b>Deferred tax liability:</b>				
Undistributed profits of subsidiaries	(1 094)	( 647)	-	-
Depreciation of property, plant and equipment	( 764)	( 712)	( 661)	( 573)
Total deferred tax liabilities	(1 858)	(1 359)	( 661)	( 573)
Total deferred tax (liabilities) assets, net	(1 436)	( 927)	( 311)	( 202)

## 10. DIVIDENDS PER SHARE

	2018	2017
Approved dividends	9 400	8 847
Weighted average number of ordinary shares in thousand (Note 22)	55 292	55 292
Approved dividends per share, EUR	0.17	0.16

In 2018 dividends of EUR 0.17 per share was paid to the shareholders (EUR 0.16 per share in 2017).

In respect of the current year, the Board of Directors propose a dividend of EUR 0.13 per share to be paid to the shareholders (Note 23). This dividend is subject to approval by the shareholders at the Annual Shareholder's Meeting and has not been included as a liability in these financial statements.

## 11. EARNINGS PER SHARE

	GROUP		COMPANY	
	2018	2017	2018	2017
Profit (loss) for the year	7 565	13 875	9 094	13 293
Weighted average number of ordinary shares in thousand (Note 22)	55 292	55 292	55 292	55 292
Basic and diluted earnings per share, EUR	0.14	0.25	0.16	0.24

Company has no dilutive potential ordinary shares, therefore, the diluted earnings per share are the same as basic earnings per share.

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## 12. PROPERTY, PLANT AND EQUIPMENT

At 31 December property, plant and equipment consisted of the following:

GROUP	Buildings	Plant and equipment	Leasehold improvements	Other fixed assets	Construction in progress	Total
<b>Cost</b>						
At 31 December 2016	11 880	498	17 681	39 335	-	69 394
Additions	-	5	1 901	3 249	3 050	8 205
Disposals and write-offs	(2 221)	(258)	(1 535)	(3 433)	-	(7 447)
Transfers	-	-	442	2 454	(2 896)	-
At 31 December 2017	9 659	245	18 489	41 605	154	70 152
Additions	6	40	71	2 265	3 963	6 345
Disposals and write-offs	-	(25)	(2 928)	(2 078)	(136)	(5 167)
Transfers	-	(4)	2 753	773	(3 522)	-
At 31 December 2018	9 665	256	18 385	42 565	459	71 330
<b>Accumulated depreciation</b>						
At 31 December 2016	4 105	457	11 609	27 456	-	43 627
Charge for the year	309	9	2 059	3 946	-	6 323
Disposals and write-offs	(782)	(251)	(458)	(3 108)	-	(4 599)
At 31 December 2017	3 632	215	13 210	28 294	-	45 351
Charge for the year	257	10	1 969	3 979	-	6 215
Disposals and write-offs	-	(25)	(1 788)	(2 054)	-	(3 867)
At 31 December 2018	3 889	200	13 391	30 219	-	47 699
<b>Impairment charge</b>						
At 31 December 2016	-	-	199	371	-	570
Charge for the year (reversal)	-	-	(33)	(143)	-	(176)
At 31 December 2017	-	-	166	228	-	394
Charge for the year (reversal)	-	-	(26)	6	-	(20)
At 31 December 2018	-	-	140	234	-	374
<b>Carrying amount</b>						
At 31 December 2016	7 775	41	5 873	11 508	-	25 197
At 31 December 2017	6 027	30	5 113	13 083	154	24 407
At 31 December 2018	5 776	56	4 854	12 112	459	23 257

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COMPANY	Buildings	Plant and equipment	Leasehold improvements	Other fixed assets	Construction in progress	Total
<b>Cost</b>						
At 31 December 2016	11 880	498	7 899	13 761	-	34 038
Additions	-	5	12	2 969	596	3 582
Disposals and write-offs	(2 221)	(258)	(107)	(1 066)	-	(3 652)
Transfers	-	-	441	1	(442)	-
At 31 December 2017	9 659	245	8 245	15 665	154	33 968
Additions	6	36	14	1 702	1 769	3 527
Disposals and write-offs	-	(25)	(1 308)	(1 241)	(58)	(2 632)
Transfers	-	-	1 554	296	(1 850)	-
At 31 December 2018	9 665	256	8 505	16 422	15	34 863
<b>Accumulated depreciation</b>						
At 31 December 2016	4 105	457	4 890	9 129	-	18 581
Charge for the year	309	9	921	1 450	-	2 689
Disposals and write-offs	(782)	(251)	(73)	(940)	-	(2 046)
At 31 December 2017	3 632	215	5 738	9 639	-	19 224
Charge for the year	257	10	1 006	1 585	-	2 858
Disposals and write-offs	-	(25)	(1 298)	(1 238)	-	(2 561)
At 31 December 2018	3 889	200	5 446	9 986	-	19 521
<b>Impairment charge</b>						
At 31 December 2016	-	-	76	268	-	344
Charge for the year (reversal)	-	-	(7)	(144)	-	(151)
At 31 December 2017	-	-	69	124	-	193
Charge for the year (reversal)	-	-	25	8	-	33
At 31 December 2018	-	-	94	132	-	226
<b>Carrying amount</b>						
At 31 December 2016	7 775	41	2 933	4 364	-	15 113
At 31 December 2017	6 027	30	2 438	5 902	154	14 551
At 31 December 2018	5 776	56	2 965	6 304	15	15 116

At 31 December 2018 the Group's and the Company's buildings with the carrying amount of EUR 5 764 thousand (2017: EUR 6 003 thousand) have been pledged as security for outstanding loans from financial institutions (Note 24).

The Company's buildings with the total carrying amount of EUR 82 thousand as of 31 December 2018 (2017: EUR 94 thousand) was leased to third parties.

The disposal transaction of the buildings and other fixed assets is disclosed in Note 6.

At 31 December the acquisition cost of the fully depreciated property, plant and equipment still in use was as follows:

	GROUP		COMPANY	
	2018	2017	2018	2017
Plant and equipment	375	326	321	326
Leasehold improvements	7 178	6 256	2 348	2 663
Other fixed assets	17 389	16 052	4 994	4 713
Total	24 942	22 634	7 663	7 702

At 31 December 2018 the Group did not have the property, plant and equipment acquired under finance lease contracts (did not have at 31 December 2017).

The main cash generating unit of the Group and the Company is store. The Group and the Company has tested fixed assets used in stores operations for impairment in accordance with the accounting policies stated in note 2.9.

Estimation of the value in use was based on the discounted pre-tax cash flows (DCF) of the latest available business plan. DCF was estimated over remaining useful life of leasehold improvements (vast majority of premises are leased). For the calculation

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of future cash flows in 2019 and in later years, 10% of the EBITDA growth rate was used (2017 - 10-20%). The weighted average cost of capital (further - WACC) of 6 per cent (2017: 6 per cent) was used for value in use estimation.

Based on the calculations performed the management concluded that impairment in the amount of EUR 374 thousand for the Group (2017: EUR 394 thousand) and EUR 226 thousand for the Company (2017: EUR 193 thousand) should be recorded against fixed assets in the statement of financial position.

If 5% of the EBITDA growth rate would be used for the calculation of future cash flows in 2018 and in later years, the Group and the Company in 2018 would have recognised by EUR 8 thousand and EUR 1 thousand higher impairment loss against fixed assets (2017: EUR 16 thousand and EUR 5 thousand respectively).

If the estimated pre-tax discount rate applied to the discounted cash flows for cash generating units had been 1% higher than management estimates (for example 7 per cent instead of 6 per cent), the Group in 2018 would have recognised by EUR 2 thousand higher impairment loss against fixed assets (2017: EUR 2 thousand). The Company would not have recognised the higher impairment loss against fixed assets (2017: EUR 1 thousand).

The Management does not expect material changes in estimations made in the near future.

### 13. INTANGIBLE ASSETS

At 31 December intangible assets consisted of the following:

	GROUP			COMPANY		
	Licenses and rights acquired	Software	Total	Licenses and rights acquired	Software	Total
<b>Cost</b>						
At 31 December 2016	584	811	<b>1 395</b>	109	782	<b>891</b>
Additions	3	55	<b>58</b>	3	55	<b>58</b>
Write-offs	(76)	(5)	<b>(81)</b>	-	-	<b>-</b>
At 31 December 2017	511	861	<b>1 372</b>	112	837	<b>949</b>
Additions	36	26	<b>62</b>	36	26	<b>62</b>
Write-offs	(309)	(12)	<b>(321)</b>	(30)	(11)	<b>(41)</b>
At 31 December 2018	238	875	<b>1 113</b>	118	852	<b>970</b>
<b>Accumulated amortisation</b>						
At 31 December 2016	417	592	<b>1 009</b>	76	566	<b>642</b>
Charge for the year	80	94	<b>174</b>	10	93	<b>103</b>
Write-offs	(58)	(5)	<b>(63)</b>	-	-	<b>-</b>
At 31 December 2017	439	681	<b>1 120</b>	86	659	<b>745</b>
Charge for the year	55	94	<b>149</b>	9	92	<b>101</b>
Write-offs	(310)	(12)	<b>(322)</b>	(30)	(11)	<b>(41)</b>
At 31 December 2018	184	763	<b>947</b>	65	740	<b>805</b>
<b>Carrying amount</b>						
At 31 December 2016	167	219	<b>386</b>	33	216	<b>249</b>
At 31 December 2017	72	180	<b>252</b>	26	178	<b>204</b>
At 31 December 2018	54	112	<b>166</b>	53	112	<b>165</b>

At 31 December the acquisition cost of fully amortized intangible assets still in use was as follows:

	GROUP		COMPANY	
	2018	2017	2018	2017
Licenses	161	165	42	70
Software	227	198	207	178
Total	388	363	249	248



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#### 14. INVESTMENTS IN SUBSIDIARIES

The Company's investments in subsidiaries at 31 December are as follows:

Name	Country of incorporation	Ownership, %	Cost	
			2018	2017
UAB Apranga LT	Lithuania	100	724	724
UAB Apranga BPB LT	Lithuania	100	145	145
UAB Apranga PLT	Lithuania	100	87	87
UAB Apranga SLT	Lithuania	100	87	87
UAB Apranga MLT	Lithuania	100	87	87
UAB Apranga HLT	Lithuania	100	75	75
UAB Apranga OLT	Lithuania	100	50	-
UAB Apranga Ecom LT	Lithuania	100	10	10
SIA Apranga	Latvia	100	2 175	2 175
SIA Apranga LV	Latvia	100	153	153
SIA Apranga BPB LV	Latvia	100	86	86
SIA Apranga PLV	Latvia	100	86	86
SIA Apranga SLV	Latvia	100	85	85
SIA Apranga MLV	Latvia	100	86	86
SIA Apranga OLV	Latvia	100	50	-
SIA Apranga Ecom LV	Latvia	100	3	3
OU Apranga <sup>1</sup>	Estonia	100	447	447
OU Apranga Estonia	Estonia	100	128	128
OU Apranga BEE	Estonia	100	96	96
OU Apranga PB Trade	Estonia	100	96	96
OU Apranga ST Retail	Estonia	100	96	96
OU Apranga MDE	Estonia	100	2	2
OU Apranga HEST	Estonia	100	50	50
OU Apranga Ecom EE	Estonia	100	10	10
<b>Total investments</b>			<b>4 913</b>	<b>4 813</b>

<sup>1</sup> The Company directly owns 22.37% shares and indirectly through its subsidiary owns the rest 77.63% of shares.

The changes in investments are as follows:

	2018	2017
Beginning of the year	4 813	4 798
Establishment of UAB Apranga OLT	50	-
Establishment of UAB Apranga OLV	50	-
Increase in share capital of UAB Apranga Ecom LT	-	7
Increase in share capital of OU Apranga Ecom EE	-	8
At end of the year	4 913	4 813

#### 15. INVENTORIES

	Group		Company	
	2018	2017	2018	2017
Goods for resale	42 485	40 180	22 764	21 127
Write-down of goods for resale to net realisable value	(2 669)	(2 541)	(1 492)	(1 525)
Goods in transit	307	260	244	260
Materials and spare parts	440	337	408	318
<b>Total</b>	<b>40 563</b>	<b>38 236</b>	<b>21 924</b>	<b>20 180</b>

During the year ended 31 December 2018 the Group and the Company recognised as cost of sales write-down of book value of the goods for resale to their net realizable value of EUR 2 669 thousand and EUR 1 492 thousand respectively (31 December 2017 - EUR 2 541 thousand and EUR 1 525 thousand, respectively). The reversal of write-down of book value of the goods for resale to net realizable value of EUR 2 541 thousand and EUR 1 525 thousand made during the year ended 31 December 2017 was credited to cost of sales of the Group and the Company in 2017 (EUR 1 793 thousand and EUR 1 376 thousand in 2016).

At 31 December 2018 inventories of the Group and the Company have been pledged as security for outstanding loans from financial institutions (Note 24). The total carrying amount of Group's pledged inventories as at 31 December 2018 was EUR 11 296 thousand, Company's - EUR 7 896 thousand (EUR 7 896 thousand and EUR 5 896 thousand as at 31 December 2017, respectively).

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## 16. NON-CURRENT ASSETS HELD FOR SALE

At 31 December 2018 and 2017 non-current assets held for sale consisted of the 91 per cent ownership in UAB Palangos Varuna. As at 31 December 2018, Group and Company recognized impairment losses of EUR 134 thousand for the non-current assets held for sale (there were no impairment charge on non-current assets held for sale in 2017).

## 17. PREPAYMENTS

At 31 December prepayments consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Prepayments	2 262	1 744	980	1 019
Less non-current portion of prepayments	( 733)	( 685)	( 80)	( 68)
Current portion of prepayments	1 529	1 059	900	951

The major share of prepayments are prepayments to suppliers for goods and advance rental payments.

## 18. FINANCIAL INSTRUMENTS BY CATEGORY

The accounting policies for financial instruments have been applied to the line items below:

	GROUP		COMPANY	
	Category - Loans and receivables		Category - Loans and receivables	
	2018	2017	2018	2017
<b>Assets as per statement of financial position:</b>				
Trade and other receivables	2 924	5 338	9 806	14 634
Cash and cash equivalents	7 009	7 763	3 119	4 799
Total	9 933	13 101	12 925	19 433
	GROUP		COMPANY	
	Category - at fair value		Category - at fair value	
	2018	2017	2018	2017
Shares of LIM Verslo Trikampio NT Fondas UAB (level 2)	2 000	-	2 000	-
Long-term Government bonds (level 1)	732	1 598	732	1 598
Total	2 732	1 598	2 732	1 598
Total assets	12 665	14 699	15 657	21 031

In 2014, the Company has acquired the Lithuanian Government issued the long-term bonds (redemption year - 2022), which are recorded as financial assets at fair value through other comprehensive income (until 1 January 2018 available for sale financial assets). In June 2018, the Company acquired shares of the investment company UAB LIM Verslo Trikampio NT Fondas.

In March 2018, the Company for EUR 0.9 million sold the part of Lithuanian Government issued long-term bonds. Gain from disposal of financial assets was EUR 67 thousand (Note 7).

Total investments in the Lithuanian Government issued the long-term bonds amounted to EUR 732 thousand on 31 December 2018 (EUR 1 598 thousand on 31 December 2017). Investments in shares of the UAB LIM Verslo Trikampio NT Fondas amounted to EUR 2.0 million as at 31 December 2018.

	GROUP		COMPANY	
	Category - Financial liabilities measured at amortised cost		Category - Financial liabilities measured at amortised cost	
	2018	2017	2018	2017
<b>Liabilities as per statement of financial position:</b>				
Borrowings	1 100	1 400	3 678	6 434
Trade and other payables	11 175	10 543	4 057	4 465
Total	12 275	11 943	7 735	10 899

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## 19. CREDIT QUALITY OF FINANCIAL ASSETS

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to historical information about counterparty default rates:

	GROUP		COMPANY	
	2018	2017	2018	2017
Financial assets at fair value	2 732	1 598	2 732	1 598
Trade and other receivables with no history of counterparty defaults	2 689	5 117	1 074	4 511
Receivables from related parties (note 26)	235	221	8 732	10 123
Cash at bank or their parent companies that have high credit ratings (cash on hand or in transit is excluded)	4 599	4 356	2 664	3 660
<b>Total</b>	<b>10 255</b>	<b>11 292</b>	<b>15 202</b>	<b>19 892</b>

## 20. TRADE AND OTHER RECEIVABLES

At 31 December trade and other receivables consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Trade receivables from subsidiaries (note 26)	-	-	6 446	7 702
Loans to subsidiaries (note 26)	-	-	2 051	2 200
Loans and other receivables from related parties (note 26)	235	221	235	221
Trade receivables from unrelated parties	1 316	4 373	119	4 045
Advance income tax	870	81	457	-
Other receivables	503	663	498	466
<b>Total</b>	<b>2 924</b>	<b>5 338</b>	<b>9 806</b>	<b>14 634</b>
Less non-current portion of other receivables	(8)	(9)	(8)	(9)
<b>Current portion</b>	<b>2 916</b>	<b>5 329</b>	<b>9 798</b>	<b>14 625</b>

There were no expected significant credit losses identified and, consequently, no allowance was formed as at 31 December 2018 and 2017. There were no receivables past due in 2017 and 2018, except receivables from related party of EUR 235 thousand (2017: EUR 221 thousand), for which allowance was not formed.

The maximum exposure to credit risk at the reporting date is the carrying value of each class of receivable mentioned above. The Group and the Company does not hold any collateral as security.

All the Company's loans granted to subsidiaries are denominated in EUR currency.

The interest rate at 31 December 2018 is 1.5 per cent (2017: 1.5 per cent), maturity date – 31 December 2019 (2017: 31 December 2018).

In the opinion of management, the carrying amount of the receivables approximates their fair value due to short term maturities.

The following methods and assumptions are used to estimate the fair value of each class of financial instruments:

- The carrying amount of current trade and other accounts receivable, current trade and other accounts payable and current borrowings approximates their fair value due to short term maturities (Level 3);
- The fair value of non-current debt is based on the quoted market price for the same or similar issues or on the current rates available for debt with the same maturity profile. The fair value of non-current borrowings with variable interest rates approximates their carrying amounts (Level 3);
- The value of investment funds is calculated as the number of fund units held multiplied by the value of the fund unit as at reporting date (Level 2).

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## 21. CASH AND CASH EQUIVALENTS

At 31 December cash and cash equivalents consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Cash at bank	4 599	4 356	2 664	3 660
Cash on hand	489	438	163	131
Cash in transit	1 921	2 969	292	1 008
<b>Total</b>	<b>7 009</b>	<b>7 763</b>	<b>3 119</b>	<b>4 799</b>

Cash in certain bank accounts and future cash inflows into these accounts were pledged to banks as security for credit facilities granted. At 31 December 2018, the cash balances of the Group and the Company in the pledged accounts amounted to EUR 2 663 thousand (2017: EUR 3 660 thousand) (Note 24).

Cash and cash equivalents include the following for the purposes of the cash flow statement:

	GROUP		COMPANY	
	2018	2017	2018	2017
Cash and cash equivalents	7 009	7 763	3 119	4 799
<b>Total</b>	<b>7 009</b>	<b>7 763</b>	<b>3 119</b>	<b>4 799</b>

Presented below is the analysis of the credit quality of balances of cash and cash equivalents, except cash on hand and cash in transit, based on ratings established by the rating agency S&P:

	GROUP		COMPANY	
	2018	2017	2018	2017
A+	4 530	4 330	2 664	3 660
BBB+	69	26	-	-
<b>Total</b>	<b>4 599</b>	<b>4 356</b>	<b>2 664</b>	<b>3 660</b>

## 22. SHARE CAPITAL

At 31 December 2018 issued share capital of the Company consisted of 55 291 960 (2016 and 2017: 55 291 960) ordinary shares at par value of EUR 0.29 each. All issued shares are fully paid.

Subsidiaries did not hold any shares of the Company as of 31 December 2018 and 2017. The Company did not hold its own shares as of 31 December 2018 and 2017.

## 23. LEGAL RESERVE AND PROFIT DISTRIBUTION

Under Lithuanian Law on Companies the Company has to allocate 1/20 of its net profit to the legal reserve until it reaches 1/10 of the Company's authorised capital (up to EUR 1 604 thousand as at 31 December 2018).

On 27 April 2018 the Company's shareholders' meeting decided to pay out EUR 9 400 thousand in dividends and EUR 180 thousand annual bonuses (On 27 April 2017 the Company's shareholders' meeting decided to pay out EUR 8 847 thousand in dividends and EUR 180 thousand annual bonuses).

In respect of the current year, the Board of directors propose a dividend of EUR 7 188 thousand to be paid to the shareholders. This dividend amount is subject to approval by shareholders at the Annual Shareholder's Meeting.



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## 24. BORROWINGS

At 31 December the carrying amounts of the borrowings consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
<b>Long term borrowings</b>				
Bank credit lines and loans	800	1 100	800	1 100
<b>Total</b>	<b>800</b>	<b>1 100</b>	<b>800</b>	<b>1 100</b>
<b>Short term borrowings</b>				
Bank credit lines and loans	300	300	300	300
Borrowings from subsidiaries	-	-	2 578	5 034
<b>Total</b>	<b>300</b>	<b>300</b>	<b>2 878</b>	<b>5 334</b>
<b>Total borrowings</b>	<b>1 100</b>	<b>1 400</b>	<b>3 678</b>	<b>6 434</b>

The bank credit lines are secured by cash in certain of bank accounts (Note 21), some of buildings (Note 12) and part of inventories (Note 15).

At 31 December all amounts of the borrowings are denominated in EUR currency.

The weighted average interest rates at the end of the reporting period were as follows:

	GROUP		COMPANY	
	2018	2017	2018	2017
Bank credit lines and loans	1.2%	1.2%	1.2%	1.2%
Bank overdraft	1.1%	1.1%	1.1%	1.1%
Borrowings from subsidiaries	-	-	0.0%	0.0%

Exposure of the Group's and the Company's borrowings to interest rate changes and the contractual repricing dates fall into period of 6 month or less.

Interest rate of majority of the borrowings is based on market interest rate, therefore, in the opinion of the management, carrying amount of borrowings do not materially differ from their fair value (level 3).

The Group's and the Company's borrowing facilities contracted but undrawn as at the end of the reporting period were EUR 18 922 thousand (2017: EUR 18 564 thousand).

## 25. Trade and other payables

At 31 December trade and other payables consisted of the following:

	GROUP		COMPANY	
	2018	2017	2018	2017
Payables to other related parties	109	49	109	45
Trade payables	5 763	4 354	2 588	2 065
Employee benefits and related payables	4 245	4 011	2 318	2 167
Contract liabilities	404	335	91	108
Taxes payable	3 389	2 561	1 085	522
Accrued expenses and other payables	5 303	6 140	1 360	2 355
<b>Total</b>	<b>19 213</b>	<b>17 450</b>	<b>7 551</b>	<b>7 262</b>

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## 26. RELATED PARTY TRANSACTIONS

The parties are considered related when one party has the possibility to control the other or have significant influence over the other party in making financial and operating decisions.

The Company's and the Group's transactions with related parties and balances arising from these transactions as of 31 December were as follows:

Related parties	Accounts payable		Accounts receivable and loans granted		Income received		Purchases	
	2018	2017	2018	2017	2018	2017	2018	2017
UAB Konzernas MG Baltic (the ultimate parent company)	17	22	-	-	-	-	160	140
<b>As per ultimate parent company associated companies:</b>								
UAB Mineraliniai vandenys	3	6	-	-	-	-	19	19
UAB MG Baltic Investment	5	15	-	-	-	-	53	173
UAB DARNU GROUP	-	-	-	-	-	-	-	45
UAB Palangos Varūna	-	-	235	216	-	-	-	-
LNK Group	-	-	5	5	11	-	11	9
UAB Eminta	84	-	-	-	-	-	494	-
UAB MCVT	-	-	-	-	-	-	1	3
<b>Total</b>	<b>109</b>	<b>43</b>	<b>240</b>	<b>221</b>	<b>11</b>	<b>-</b>	<b>738</b>	<b>389</b>

Prevailing types of related party contracts are rent, management service fee, advertising, centralised services (telecommunications, utilities and etc.).

The Company's transactions with subsidiaries and balances arising from these transactions as of 31 December were as follows:

Subsidiaries	Borrowings and accounts payable		Loans and accounts receivable		Income received		Purchases	
	2018	2017	2018	2017	2018	2017	2018	2017
UAB Apranga LT	2 139	2 760	37	191	3 959	3 895	64	75
UAB Apranga BPB LT	141	-	8	158	603	697	14	24
UAB Apranga PLT	-	-	471	146	247	133	7	13
UAB Apranga SLT	-	150	377	25	430	263	7	20
UAB Apranga MLT	-	-	210	219	1 060	1 068	23	18
UAB Apranga HLT	-	-	101	286	79	75	2	3
UAB Apranga OLT	-	-	129	-	27	-	1	-
UAB Apranga Ecom LT	-	-	1	-	1	-	-	-
SIA Apranga	-	-	3 199	3 779	11 382	10 875	63	91
SIA Apranga LV	-	1 325	31	100	2 020	1 924	32	38
SIA Apranga BPB LV	-	90	4	16	169	170	2	2
SIA Apranga PLV	-	197	6	16	226	270	-	-
SIA Apranga SLV	-	106	108	4	76	43	1	3
SIA Apranga MLV	-	92	9	22	429	532	11	12
SIA Apranga Ecom LV	-	-	2	6	1	1	-	-
OU Apranga	-	-	3 059	3 230	5 661	5 659	54	40
OU Apranga Estonia	-	-	420	731	1 298	1 303	35	38
OU Apranga BEE	9	-	2	353	61	131	5	5
OU Apranga PB Trade	289	314	1	7	210	209	3	10
OU Apranga ST Retail	-	-	77	307	50	122	4	9
OU Apranga MDE	-	-	38	31	339	185	8	5
OU Apranga HEST	-	-	202	275	40	42	-	1
OU Apranga Ecom EE	-	-	-	-	1	1	-	-
<b>Total</b>	<b>2 578</b>	<b>5 034</b>	<b>8 492</b>	<b>9 902</b>	<b>28 369</b>	<b>27 598</b>	<b>336</b>	<b>407</b>

Prevailing types of intra-group transactions are centralised supplies of goods for resale, management service fees, centralised purchasing of services (telecommunications, IT, utilities and etc.), financing, distribution of earnings. Dividend income in amount of EUR 8 200 thousand received from the subsidiaries in 2018 is presented in 'Income received' together with other income (2017: EUR 8 050 thousand). This article also accounted for sales of goods to subsidiaries SIA Apranga and OU Apranga, which in 2018 amounted to EUR 9 945 thousand and EUR 5 037 thousand respectively (EUR 9 571 thousand and EUR 5 076 thousand in 2017, respectively).

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The debts of Group companies are offset each month, and the remaining portion of the debt is paid no later than in 30 days. The Company's and the Group's and related parties debts are paid within 30 days.

The Company has concluded short-term loan agreements with its subsidiaries, which, in case of need, are borrowed for 1 month Euribor plus margin interests (Notes 20 and 24).

**Guarantees provided on behalf of related parties**

Guarantees provided on behalf of related parties are disclosed in Note 27.

**Compensation of key management personnel**

The General Director and other Directors of the Company are considered to be the key management of the Group. There were 7 members of the key management as at 31 December 2018 (7 members of the key management as at 31 December 2017). 3 of them also belong to the Management Board, which consists of 6 members.

	GROUP		COMPANY	
	2018	2017	2018	2017
Short-term employee benefits	1 189	1 677	1 150	1 642
Social security	377	528	364	517
Average number of key managers	7	7	7	7

On 27 April 2018 the Company's shareholders' meeting decided to pay out annual bonuses of EUR 180 thousand to the key management (EUR 180 thousand paid in 2017).

## 27. COMMITMENTS AND CONTINGENCIES

**Legal proceedings**

As of 31 December 2018 and 2017 the Company and the Group were not involved in any legal process, which in the opinion of management, would have a material impact on the financial statements.

**Guarantees**

As of 31 December 2018 guarantees issued by the credit institutions on behalf of the Company to secure the obligations of its subsidiaries to their suppliers amounted EUR 14 661 thousand (31 December 2017: EUR 14 520 thousand). The letters of credit and guarantees provided to suppliers by the credit institutions on behalf of the Group as of 31 December 2018 amounted to EUR 16 078 thousand (31 December 2017: EUR 16 436 thousand).

As of 31 December 2018 and 2017 the Company's had no guarantees to the credit institutions issued to secure the obligations of subsidiaries. As of 31 December 2018 the Company's guarantees issued to secure the obligations of its subsidiaries to their suppliers totalled EUR 761 thousand (31 December 2017: EUR 747 thousand).

The management of the Group believes that the subsidiaries on behalf of which guarantees and warranties were issued will meet their liabilities to the creditors, therefore, no provisions in respect of these guarantees were accounted for in the financial statements as at 31 December 2018 and 31 December 2017.

**Lease commitments**

The Company and the Group has entered into 80 and 176 rental agreements of stores respectively (2017: 77 and 176). The agreements' termination period differs from 1 to 6 months.

At 31 December the future aggregate minimum lease payments under operating leases in connection with the rent of premises where the Group and the Company is a lessee were as follows:

	Group		Company	
	2018	2017	2018	2017
<b>Lease payable within:</b>				
One year	13 476	23 049	5 802	8 051
From second to fifth year	37 626	52 660	16 121	20 275
Thereafter	21 080	14 395	12 289	6 331
<b>Total</b>	<b>72 182</b>	<b>90 104</b>	<b>34 212</b>	<b>34 657</b>

Minimum lease payments may be dependent on the turnover of goods in leased premises, or indexed at appropriate inflation rate.

**Options granted**

**Options for assets**

The Group issued irrevocable call options to INDITEX Group granting the right to purchase assets (leasehold improvements and

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PPE located in the premises of shops and inventory) of subsidiaries UAB Apranga LT, UAB Apranga BPB LT, UAB Apranga PLT, UAB Apranga SLT, UAB Apranga MLT, UAB Apranga HLT, UAB Apranga OLT, SIA Apranga LV, SIA Apranga BPB LV, SIA Apranga PLV, SIA Apranga SLV, SIA Apranga MLV, SIA Apranga OLV, OU Apranga Estonia, OU Apranga BEE, OU Apranga PB Trade, OU Apranga ST Retail, OU Apranga MDE and OU Apranga HEST operating brands of INDITEX Group (ZARA, ZARA HOME, BERSHKA, PULL AND BEAR, STRADIVARIUS, MASSIMO DUTTI and OYSHO). The options are exercisable in 2020 and are firmly and irrevocably granted so that the Group waived the right that it might have to revoke them.

The Group issued irrevocable call options to company PROMOD SAS granting the right to purchase assets (PPE located in the premises of shops and inventory) of Company and subsidiaries SIA Apranga and OU Apranga operating the brand of PROMOD. The options are exercisable in 2021 and are firmly and irrevocably granted so that the Group waived the right that it might have to revoke them.

The Group also issued irrevocable call options to ALDO Group granting the right to purchase assets (PPE located in the premises of shops and inventory) of Company and subsidiaries SIA Apranga and OU Apranga operating the brand of ALDO. The options are exercisable in 2022 and are firmly and irrevocably granted so that the Group waived the right that it might have to revoke them.

#### Options for lease rights

Subsidiaries UAB Apranga LT, UAB Apranga BPB LT, UAB Apranga PLT, UAB Apranga SLT, UAB Apranga MLT, UAB Apranga HLT, UAB Apranga OLT, SIA Apranga LV, SIA Apranga BPB LV, SIA Apranga PLV, SIA Apranga SLV, SIA Apranga MLV, SIA Apranga OLV, OU Apranga Estonia, OU Apranga BEE, OU Apranga PB Trade, OU Apranga ST Retail, OU Apranga MDE and OU Apranga HEST operating brands of INDITEX Group (ZARA, ZARA HOME, BERSHKA, PULL AND BEAR, STRADIVARIUS, MASSIMO DUTTI and OYSHO) granted irrevocable options exercisable in 2020 by virtue of which INDITEX Group might acquire the lease rights and might become lessee in all or part of the lease agreements for the premises where ZARA, ZARA HOME, BERSHKA, PULL AND BEAR, STRADIVARIUS, MASSIMO DUTTI and OYSHO stores are located.

Company and its subsidiaries SIA Apranga and OU Apranga operating brand PROMOD granted irrevocable options exercisable in 2021 by virtue of which PROMOD SAS might acquire the lease rights and might become lessee in the lease agreements for the premises where PROMOD stores are located.

Company and its subsidiaries SIA Apranga and OU Apranga operating brand ALDO granted irrevocable options exercisable in 2022 by virtue of which ALDO Group might acquire the lease rights and might become lessee in the lease agreements for the premises where ALDO stores are located.

At 31 December, the future aggregate minimum lease payments under operating leases in connection with the rent of premises where the Group and the Company issued options to purchase lease rights were as follows:

	Group		Company	
	2018	2017	2018	2017
<b>Lease payable within:</b>				
One year	5 786	11 741	289	680
From second to fifth year	16 979	24 822	560	1 504
Thereafter	7 713	5 316	41	126
<b>Total</b>	<b>30 478</b>	<b>41 879</b>	<b>890</b>	<b>2 310</b>

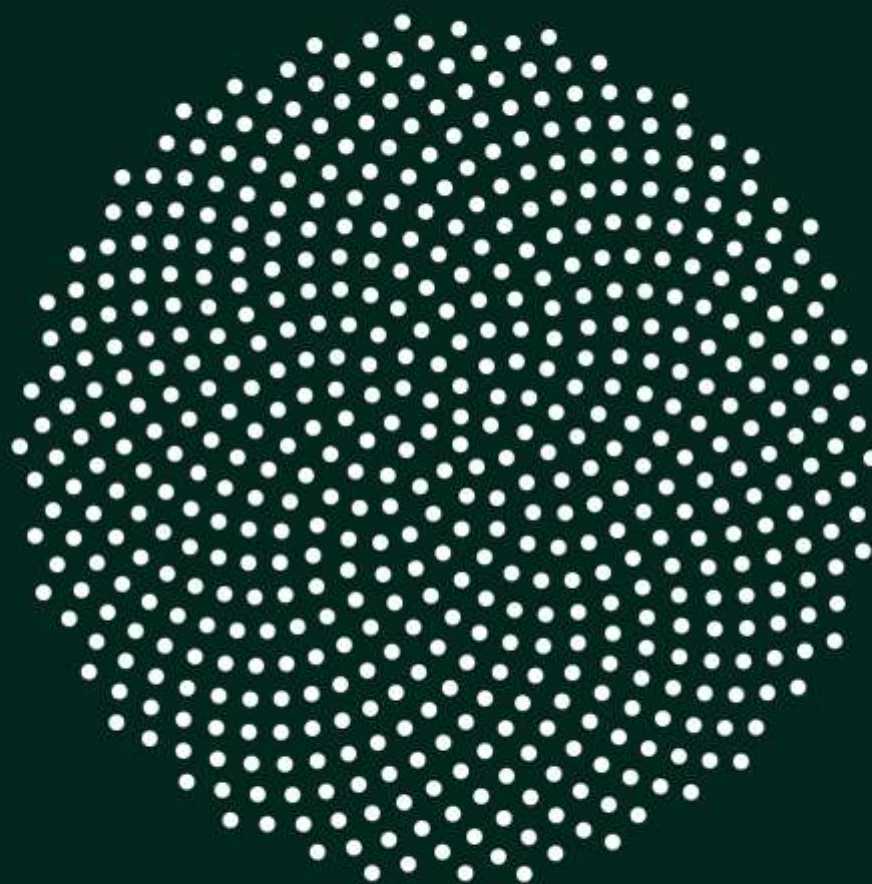
It is not anticipated that any material liabilities will arise from the contingent liabilities.

Based on historical information and a numerous extensions of the cooperation agreements and terms of cooperation the management of the Group believes that the agreement parties will not use any above options.

## 28. EVENTS AFTER THE REPORTING PERIOD

In March 2019, the Company established a subsidiary SIA Apranga HLV, which will operate Zara Home stores in Latvia. The share capital of the subsidiary is EUR 50 thousand. All shares have been fully paid in cash. The Company controls 100% of the subsidiary's capital and voting rights.





# APRANGA

G R O U P

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APB APRANGA

Consolidated Annual Report

For the year ended 31 December 2018

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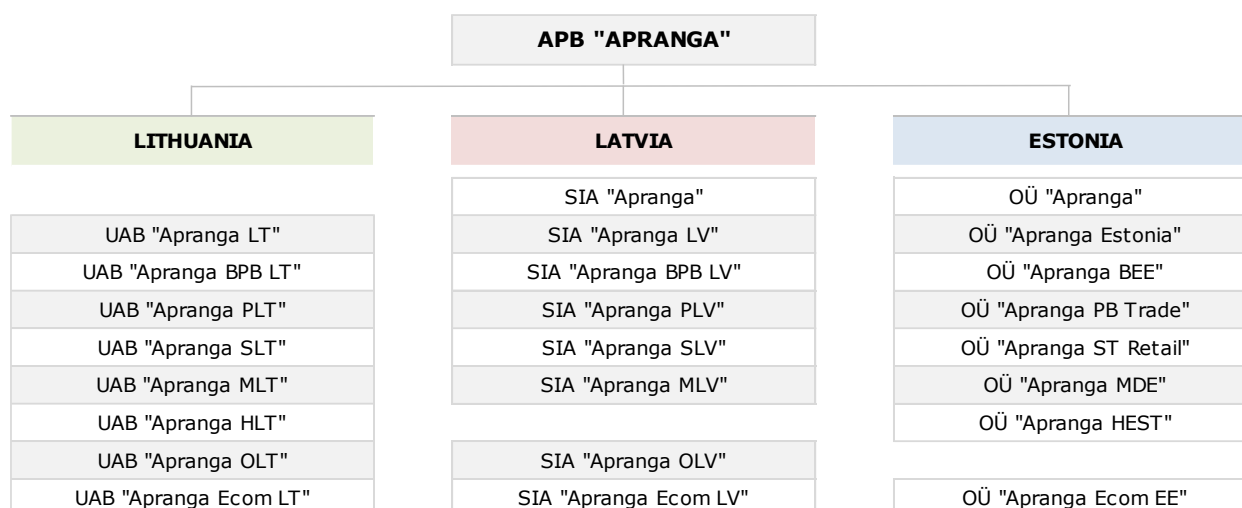
## 1. GENERAL INFORMATION

Consolidated annual report is prepared for the year ended 31 December 2018.

Name of the Issuer:	public limited liability trade company "Apranga"
Legal form:	public limited liability company
Date and place of registration:	1993 03 01 Board of Vilnius City
Code of Enterprise:	121933274
Registered office:	Ukmerges str. 362, Vilnius, LT-14311, Lithuania
Telephone number:	+370 5 2390808
E-mail address:	<a href="mailto:info@apranga.lt">info@apranga.lt</a>
Internet address:	<a href="http://www.aprangagroup.com">www.aprangagroup.com</a>

At 31 December 2018 Apranga Group (hereinafter the Group) consisted of the parent company APB Apranga (hereinafter the Company) and its 100 per cent owned 24 subsidiaries. The principal activity of the Company and its subsidiaries is retail trade of apparel.

Structure of the Group at 31 December 2018:



For more information on subsidiaries refer to Note 1 and Note 14 to Consolidated financial statements.

## 2. OPERATING HIGHLIGHTS

In 2018, facing the changes in consumption, Apranga Group focused on increase in sales, optimization and modernization of the retail chain, strengthening the competitiveness of the Group, the smooth move to the new Apranga Group administrative and logistics centre.

### 2.1 RETAIL MARKET OVERVIEW

The turnover of the retail chain operated by Apranga Group reached EUR 226.6 million (incl. VAT) in 2018, and increased by 1.7% comparing to the year 2017.

According to EUROSTAT data, the retail trade (except of motor vehicles, motorcycles and fuel) in Baltic States in 2018 was fastest growing in Lithuania (+5%) and in Latvia (+4%). In Estonia in the same period, retail trade grew much slower and was about 2%. The growth rates in the fourth quarter was high in all countries, reaching 4-6%. European Union (28 countries) retail trade in 2018 in all quarters (as in 2017) grew very steady by about 2%.

Retail turnover of Group's stores by countries (EUR thousand, VAT included):

Country	12 months 2018	12 months 2017	12 months 2016	2018/2017, %	2018/2016, %
Lithuania	133 811	130 630	126 759	2,4%	5,6%
Latvia	52 671	52 850	51 112	-0,3%	3,1%
Estonia	40 158	39 371	36 324	2,0%	10,6%
Total:	226 640	222 851	214 195	1,7%	5,8%

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In 2018, the turnover of the retail chain operated by Apranga Group amounted to EUR 133.8 million in the main domestic market of Lithuania, or by 2.4% more than in 2017. The share of Lithuanian chain turnover comprised 59.0%, or by 0.4 point more than in 2017.

The retail turnover of the Apranga Group chain in foreign markets (Latvia and Estonia) reached EUR 92.8 million in 2018, or by 0.7% more, than in 2017. The foreign turnover share in total Group's turnover has decreased from 41.4% to 41.0% during the year.

The retail turnover of the Apranga Group chain in Latvia has made EUR 52.7 million in 2018 and has decreased by 0.3% during the year. The decline in turnover was due to the closure of 4 stores, related to the planned large expansion of the chain in Riga in 2019. The retail turnover of the Apranga Group chain in Estonia amounted to EUR 40.2 million and has increased by 2.0% in comparison to 2017.

The highest growth rate in 2018 was recorded in Lithuania (+2.4%). Nevertheless, within two years the highest turnover increase was in Estonia (+10.6%). High 2-year growth rate in Estonia was largely influenced by the relatively high number of stores opened in 2016-2017 (opened 5 new stores in 2016 and 1 store in 2017).

The retail turnover of Apranga Group in 2017-2018, by quarters:

	Q1	Q2	Q3	Q4	Year
2018	46 560	54 683	60 302	65 094	226 640
2017	47 849	51 425	60 091	63 486	222 851
Total change, %	-2,7%	6,3%	0,4%	2,5%	1,7%

Retail turnover of Group's stores by chains (EUR thousand, VAT included) was as follows:

Chain	12 months 2018	12 months 2017	12 months 2016	2018/2017, %	2018/2016, %
Economy <sup>1</sup>	30 488	31 312	30 754	-2,6%	-0,9%
Youth <sup>2</sup>	48 679	44 288	43 793	9,9%	11,2%
Footwear	6 421	6 216	6 500	3,3%	-1,2%
Business <sup>3</sup>	39 562	39 781	37 502	-0,6%	5,5%
Luxury <sup>4</sup>	21 983	23 503	23 886	-6,5%	-8,0%
Zara	68 331	66 816	61 899	2,3%	10,4%
Outlets	11 176	10 935	9 862	2,2%	13,3%
Total	226 640	222 851	214 195	1,7%	5,8%

<sup>1</sup> Apranga, Promod, s.Oliver, Tom Tailor, Orsay;

<sup>2</sup> Aprangos galerija, Moskito, Mango, Bershka, Pull & Bear, Stradivarius, Desigual, Oysho;

<sup>3</sup> City, Massimo Dutti, Strellson, Marella, Pennyblack, Coccinelle, Tommy Hilfiger, Zara Home, Karen Millen, Calvin Klein Underwear;

<sup>4</sup> Burberry, Emporio Armani, Hugo Boss, Ermenegildo Zegna, MaxMara, Weekend MaxMara, A|X Armani Exchange, Marina Rinaldi, Mados linija, Nude, Sandro, Maje.

In January-December 2018, Youth chain turnover increased mostly (by 9.9%). In the two-year period, highest increase was recorded by Outlets chain (+13.3%).

## 2.2 DEVELOPMENT AND MODERNIZATION OF THE RETAIL CHAIN

In 2014-2018 the dynamics of the number of stores and sales area was as follows:

	2014 12 31	2015 12 31	2016 12 31	2017 12 31	2018 12 31
Parduotuvių skaičius	161	169	183	182	182
Parduotuvių plotas (tūkst. m <sup>2</sup> )	73,2	78,6	83,6	84,3	82,6

During the year 2018 the Group opened 8, renovated 6 and closed 8 stores. The total sales area operated by the Group during the year 2018 decreased by 2.0%.

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The total area of stores by countries was as follows (thousand sq. m):

Country	31 12 2018	31 12 2017	31 12 2016	2018/2017, %	2018/2016, %
Lithuania	50,1	49,6	49,5	1,0%	1,2%
Latvia	18,2	20,4	20,7	-10,4%	-11,7%
Estonia	14,3	14,3	13,5	0,0%	6,1%
Total:	82,6	84,3	83,6	-2,0%	-1,2%

In 2018, the Group opened 8 stores: Orsay, Oysho, Tommy Hilfiger and Calvin Klein Underwear stores in Akropolis shopping center in Vilnius; Tommy Hilfiger and Calvin Klein Underwear stores in Akropolis shopping center in Klaipeda; Sandro and Maje stores in Vilnius Rotušės square. During the reporting period, the Group extended and renovated 6 stores: Apranga and City stores in Panorama shopping center in Vilnius; Apranga store in Akropolis shopping center in Šiauliai; Max Mara, Pull & Bear and Stradivarius stores in Vilnius. It was also closed 8 stores in Lithuania and Latvia.

The number of stores by countries was as follows:

Country	31 12 2018	31 12 2017	31 12 2016	2018/2017, %	2018/2016, %
Lithuania	111	107	107	3,7%	3,7%
Latvia	42	46	47	-8,7%	-10,6%
Estonia	29	29	29	0,0%	0,0%
Total:	182	182	183	0,0%	-0,5%

At 31 December the number of stores by chains was as follows:

Chain	31 12 2018	31 12 2017	31 12 2016	2018/2017, %	2018/2016, %
Economy	32	36	33	-11,1%	-3,0%
Youth	45	44	47	2,3%	-4,3%
Footwear	14	15	15	-6,7%	-6,7%
Business	42	39	40	7,7%	5,0%
Luxury	29	27	27	7,4%	7,4%
Zara	11	12	12	-8,3%	-8,3%
Outlets	9	9	9	0,0%	0,0%
Total	182	182	183	0,0%	-0,5%

Net investments into development of the chain amounted to EUR 5.2 million in 2018. Investments (acquisitions) by assets type are presented in Note 12 ("Property, plant and equipment") and Note 13 ("Intangible assets") of Notes to consolidated and Company's financial statements. Investments (acquisitions) by segments are disclosed in Note 4 ("Segment information"). The Group is not engaged in activities related to research and experimental development, except to the extent of process improvement.

## 2.3 MAIN INDICATORS

The results of the 12 months 2018 were especially influenced by several factors:

- due to unusually cold weather in the first quarter of the year and too warm weather in the third quarter, sales of the new season goods were poor, resulting in a reduction in overall sales profitability ratios;
- since the start of the year 2017 the Group's and Inditex (largest Group partner) cooperation business model has changed. The transition to the new model hit the financial results mostly for the first quarters of 2017 and 2018, so increasing the financial results of the first quarter 2017 and decreasing financial results of the first quarter 2018.

The Group has earned EUR 9.3 million of *EBT* in 2018, while profit before taxes was EUR 16.6 million during 2017, the decrease by 44.0%. The decrease in the results of 2018 was mainly influenced by a one-time sale of buildings, which took place in the third quarter 2017, with a positive influence on the year 2017 results of EUR 3.5 million. After the elimination of a one-time sale of buildings, the Group's year 2018 profit before taxes decreased by 29.1% from 13.1 to 9.3 million Euro.

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EBITDA of the Group totalled EUR 15.6 million in 2018, and it was EUR 23.1 million in corresponding previous year period (EUR 19.6 after the elimination of a one-time sale of buildings). EBITDA margin has decreased from 12.7% to 8.3% during the year (from 10.7% to 8.3% after the elimination of a one-time transaction in 2017). ROE and ROA ratios reached 13.3% and 9.6% correspondently.

Main Group Indicators	2018	2017	2016	2015	2014
Net sales, EUR thousand	187 207	182 265	172 592	158 748	146 280
Net sales in foreign markets, EUR thousand	76 740	75 157	70 068	62 205	57 618
Like-to-like sales, %	0,4%	0,5%	1,7%	1,6%	1,7%
Gross profit, EUR thousand	81 010	81 792	78 203	72 487	68 487
Gross margin, %	43,3%	44,9%	45,3%	45,7%	46,8%
Operating profit, EUR thousand	9 199	16 578	13 372	12 522	13 341
Operating profit margin, %	4,9%	9,1%	7,7%	7,9%	9,1%
EBT, EUR thousand	9 266	16 555	13 340	12 433	13 261
EBT margin, %	4,9%	9,1%	7,7%	7,8%	9,1%
Profit (loss) for the period, EUR thousand	7 565	13 875	11 160	10 399	11 219
Profit (loss) for the period margin, %	4,0%	7,6%	6,5%	6,6%	7,7%
EBITDA, EUR thousand	15 563	23 075	19 529	18 391	18 906
EBITDA margin, %	8,3%	12,7%	11,3%	11,6%	12,9%
Earnings (losses) per share (EPS), EUR	0,14	0,25	0,20	0,19	0,20
Price-to-Earnings ratio (P/E), times	11,7	10,2	12,7	13,7	12,9
Dividend / Profit for the period*, %	95,0%	63,8%	79,3%	63,8%	64,1%
Return on equity (end of the period), %	13,3%	23,7%	20,8%	21,2%	24,5%
Return on assets (end of the period), %	9,6%	17,4%	15,6%	15,2%	16,5%
Net debt to equity, %	-10,4%	-10,9%	-9,3%	3,2%	11,1%
Current ratio, times	2,7	2,9	2,8	2,8	1,9

\* The year 2018 dividends not aproved

The *operating expenses* of the Group totalled EUR 71.8 million during 2018 and increased by 4.5%, comparing to the same period 2017, or a bit more than sales, which grew by 2.7%.

Main Group Indicators	2018	2017	Change
Net sales, EUR thousand	187 207	182 265	2,7%
Net sales in foreign markets, EUR thousand	76 740	75 157	2,1%
Gross profit, EUR thousand	81 010	81 792	-1,0%
Operating expenses	(71 811)	(68 709)	4,5%
Operating profit, EUR thousand	9 199	16 578	-44,5%
EBT, EUR thousand	9 266	16 555	-44,0%
Net profit (losses), EUR thousand	7 565	13 875	-45,5%
EBITDA, EUR thousand	15 563	23 075	-32,6%

The Group had EUR 1.1 million of financial debts at the end of the reporting period (EUR 1.4 million at the end of the year 2017).

The Group's level of inventories during the year grew by 6.1% (the increase from EUR 38.2 million to EUR 40.6 million). Company's inventories grew by 8.4%. The growth of inventories was a bit stronger than the rise in turnover.

For additional information on the operations by countries of the Group refer to Note 4 to the Consolidated financial statements.

## 2.4 PERSONNEL

The number of employees on 31 December 2018 and average salary by categories in 2018 were as follows:

Employee category	Group	Company	Group	Company
	Number of employees		Average monthly salary, EUR	
Administration	172	110	1 928	2 368
Stores' personnel	1 944	638	715	688
Logistics	58	58	883	883
Total	2 174	806	830	932

The average monthly salary in the Group has increased by 1.4% during the year. In 2018 the number of employees in the Group and the Company has increased by 6 (+0.3%) and by 23 (+2.9%) people respectively.



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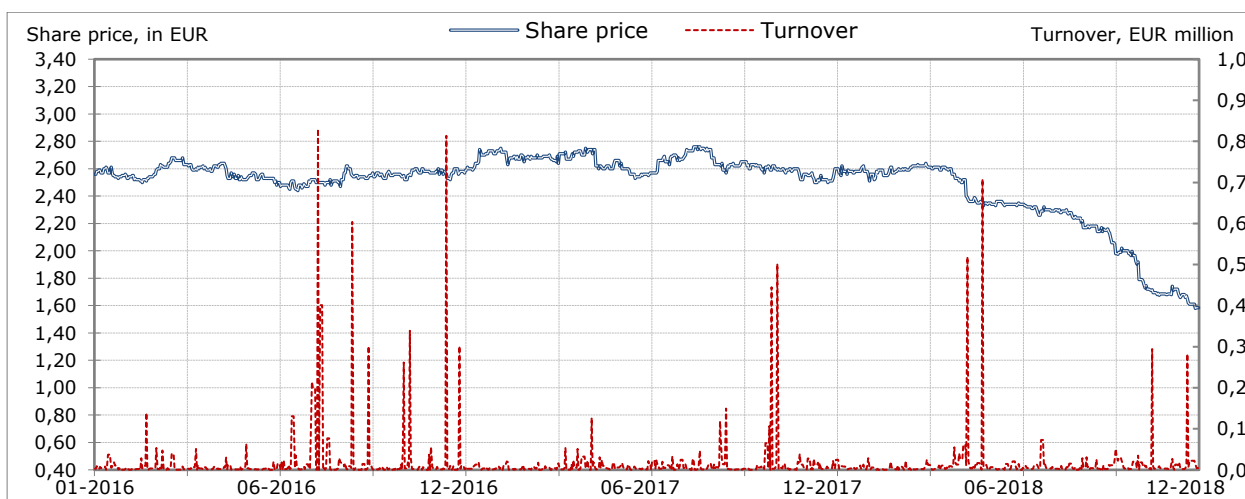
The number of employees by education level on 31 December 2018 was as follows:

Education level	Group	Company
Higher	515	251
Professional	346	127
Secondary	272	114
Primary	32	2
Student	1 009	312
Total:	2 174	806

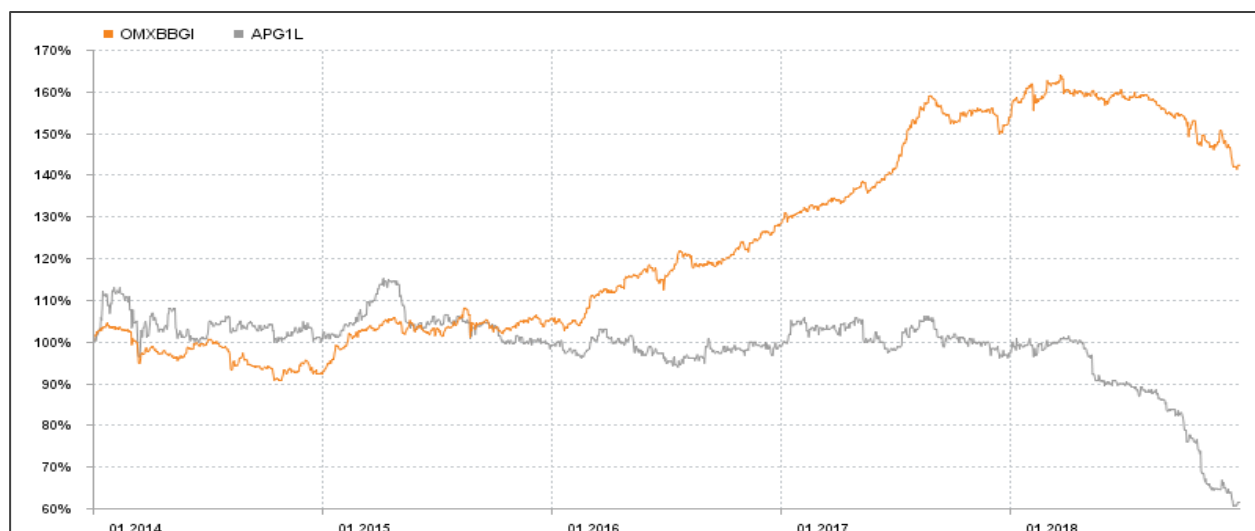
## 2.5 TRADING INFORMATION

The price of the Company share during the year 2018 decreased by 36.8% from EUR 2.53 per share (the maximum share price during the year was EUR 2.64 per share) to EUR 1.60 per share (the minimum share price during the year was EUR 1.57 per share). In this way, the market capitalization of the Company decreased from EUR 140 million at the beginning of the year to EUR 88 million at the end of December 2018. The weighted average price of share during the year 2018 was EUR 2.19 per 1 share. Company's share turnover was EUR 8.3 million during the year.

Company share price and share turnover during the period 2016-2018:



Company and OMX Baltic Benchmark GI index change for the period 2014-2018:



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### 3. OPERATING PLANS

Apranga Group plans to reach EUR 242.6 million turnover (including VAT) in 2019, or by 7.0% more than actual the year 2018 turnover.

In 2019 Apranga Group plans to renovate or open 35-40 stores. The net investment is planned to be about EUR 12-15 million.

### 4. BUSINESS PHILOSOPHY

- We work and strive to work only with the fastest-growing, commercially the most successful global brands and chains operating in different markets and acceptable to our market;
- We never make compromises in the selection of the best locations for stores ("Location - more important than money", "We have to be where we can not not to be");
- We aim to install stores according to the highest European design and technology requirements;
- We strive to use in best the power of the obvious market leader, as well as rapid development opportunities in competitive environment.

### 5. RISKS

In its activities the Group is exposed to various risks (regulatory, operational, investment, market, competition, economic cycle, macroeconomic factors, etc.), but only some of which may significantly affect the Group's results.

The Group's activities are significantly influenced by overall *economic* situation (and especially by the economic cycles) in countries where the Group operates. The economies of Baltic countries are practically recovered from the economic crisis, but there is still uncertainty in the global economy development trends and the possibility of future regional or global crisis. It is difficult to reliably assess the impact on the financial position of any further global macro-economic developments. However, management believes that even the minimum economic growth of the Baltic countries forms the basis for the Group's normal activity and steady growth.

*The competition-related risk.* In its activities the Group is exposed to increasingly intense competition in the clothing market. The Group, in order to manage this risk and to meet the customer service quality standard requirements, continuously carries out chain expansion and modernization, improves its sales and marketing strategies, carries out market research, improves customer service and implements a consistent business process optimization and cost reduction program. In its activities, the Group consistently follows the principles of transparency and fair competition.

*Weather conditions* influences the Group's activity and results to some extent as well. The Group's operating results are planned assuming that the weather conditions will be normal, i.e., usual for the Baltic region. Unfavorable weather conditions may negatively affect the Group's turnover, at the same time, financial performance and inventories level.

#### **The main features of the Group's internal control and risk management systems related to preparation of consolidated financial statements.**

The Group's consolidated financial statements are prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the European Union. Chief financial officer (CFO) of the Company and the Audit Committee supervises preparation of the consolidated financial statements, systems of internal control and financial risk management and how the Company follows legal acts that regulate preparation of consolidated financial statements. CFO of the Company is responsible for the preparation supervision and the final revision of the consolidated financial statements. He constantly reviews International Financial Reporting Standards (IFRS) in order to implement in time IFRS changes, analyses Company's and group's significant transactions, ensures collecting information from the Group's companies and timely and fair preparation of this information for the financial statements. In order to ensure that the consolidated financial statements are prepared correctly and on time, the Group has established appropriate rules and the procedures which regulates the principles, methods, and rules of accounting and preparation and presentation of consolidated financial statements. More information on the principles of preparation of the consolidated financial statements is presented in Note 2.4 to the Consolidated financial statements and in part 7 to the Consolidated annual report.

The types of *financial risks* that Group faces and risk management are described in Note 3 to the Consolidated financial statements.

### 6. ENVIRONMENTAL PROTECTION

Group uses the latest technology and the latest technology processes that meet environmental standards and help reduce the negative impact on the environment (for example, the Group uses the paper packaging materials instead of plastic in most of its stores), promote rational management and use of resources. It constantly seeks way to cut electricity costs at the stores, the headquarters and logistic warehouse. Last year more efficient lighting technologies were introduced: conventional light bulbs were replaced with energy-saving LED bulbs. In this way, the bulbs service life was increased and savings of electricity were

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achieved at our stores. In order to use the existing lighting efficiently, store and warehouse premises were divided into segments thus avoiding waste of electricity. In 2018, the Group's consumption of electricity increased by 1%.

In 2018, construction of a new Apranga Group's administrative building and the Logistic Centre in Vilnius that had been started two years ago was completed. The innovative project is distinguished by the highest technical standards and energy efficiency. In designing the administrative and logistic complex, attention was focussed on the analysis and adaptation of international experience, innovation and latest technological approaches.

More information about the Group's environmental protection is presented in the Group's Consolidated Social Responsibility Report (Annex 2).

## 7. CONSOLIDATION

In order to ensure the fairness of preparation consolidated financial statements and to reduce associated risks, the unified centralised accounting and business information management system has been implemented in all Group companies. All Group companies use the standard chart of accounts and apply unified accounting principles.

More information on the principles of preparation of the consolidated financial statements is presented in Note 2.4 to the Consolidated financial statements.

## 8. SECURITIES

All 55 291 960 ordinary shares of nominal value EUR 0.29 each (ISIN code LT0000102337) that comprise Company's share capital are listed on Baltic equity list of Nasdaq Vilnius Stock Exchange. For more information on the share capital of the Company refer to Note 22 to Consolidated financial statements.

Neither Company, nor its subsidiaries directly or indirectly acquired own shares. By the knowledge of the Company's management, there are no restrictions imposed on transfer of Company's shares. All Company's shares give equal rights to shareholders and there are no shareholders with special control rights.

By the knowledge of the Company's management, there are no restrictions imposed on voting rights.

By the knowledge of the Company's management, there are no agreements among shareholders which may limit transfer of shares, or their voting rights.

Each owner of the ordinary registered share has the following property rights:

- 1) To receive part of the company's profit (dividend);
- 2) To receive a part of the assets of the company in liquidation;
- 3) To receive shares without payment if the share capital is increased out of the company's funds, except the cases specified in the Law on Companies.
- 4) To have the pre-emption right to acquire the shares or convertible debenture issued by the company, except in cases when General Shareholder's Meeting pursuant to Law on Companies decides to withdraw the pre-emption right in acquiring the company's issued shares for all shareholders;
- 5) As provided by laws to lend to the company, however the company borrowing from its shareholders has no right to mortgage or pledge its assets to shareholders. When the company borrows from a shareholder, the interest may not be higher than the average interest rate offered by commercial banks of the locality where the lender has his/her place of residence or business, which was in effect on the day of conclusion of the loan agreement. In such a case the company and shareholders are prohibited from negotiating a higher interest rate;
- 6) To receive Company's funds in event the share capital is decreased on purpose to pay Company's funds to shareholders;
- 7) Shareholders have other property rights provided by laws of the Republic of Lithuania.

Each owner of the ordinary registered share has the following non-property rights:

- 1) To attend and vote in General Shareholder's Meetings. One ordinary registered share grants to its owner one vote at the General Shareholders' Meeting. The right to vote at the General Shareholder's Meeting may be withdrawn or restricted in cases established by laws of the Republic of Lithuania, also in cases when share ownership is contested;
- 2) To receive information on the company as provided by Law on Companies;
- 3) To file a claim to the court requesting compensation of damage to company resulting from non-performance or improper performance of the duties of the Manager of the Company or members of the Board of the company which duties have been prescribed by law and these Articles of Association of the company as well as in other cases as may be prescribed by law;
- 4) Other non-property rights prescribed by law.

At 31 December 2018 the Company had 2 725 shareholders. Company's shareholders which owned or had under management more than 5% of share capital were as follows:

Shareholder	Enterprise code	Address	Number of shares	% of total ownership
UAB MG Baltic Investment	123249022	Jasinskio 16B, Vilnius, Lithuania	34 442 189	62,3%
UAB Minvista	110685692	Jasinskio 16, Vilnius, Lithuania	5 942 826	10,7%
Swedbank AS (Estonia) clients	10060701	Liivalaia 8 Tallinn, Estonia	3 665 962	6,6%

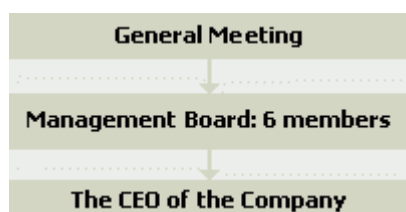
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There are no material agreements where the Company is a counterparty and which may come into force, or may change, or may end with the change of control over the Company. Information about related party transactions is provided in the Note 26 to the Consolidated financial statements.

At 24 July 2017 the Company concluded an open-ended agreement with SEB bankas AB (entity code: 112021238, address: Gedimino 12, LT-01103 Vilnius) on supervision of securities accounts.

## 9. CORPORATE GOVERNANCE

The management bodies of the Company specified in the Articles of Association are as follows: General Shareholders' Meeting, a collegial management body – Board, and a single-person management body – Manager of the Company.



Competence of *General Shareholders' Meeting* is the same as specified by the Law on Companies. The General Meeting shall have the exclusive right to:

- 1) Amend the Articles of Association of the Company;
- 2) Elect the members of the Board;
- 3) Remove the Board or its members;
- 4) Select and remove the firm of auditors, set the conditions for auditor remuneration;
- 5) To determine the class, number, nominal value and the minimum issue price of the shares issued by the Company;
- 6) Take a decision regarding conversion of shares of one class into shares of another class, approve share conversion procedure;
- 7) Approve the annual accounts;
- 8) Take a decision on profit/loss appropriation;
- 9) Take a decision on the formation, use, reduction and liquidation of reserves;
- 10) Take a decision to issue convertible debentures;
- 11) Take a decision to withdraw for all the shareholders the right of pre-emption in acquiring the shares or convertible debentures of a specific issue of the Company;
- 12) Take a decision to increase the authorised capital;
- 13) Take a decision to reduce the authorised capital;
- 14) Take a decision for the Company to purchase own shares;
- 15) Take a decision on the reorganisation or division of the Company and approve the terms of reorganisation or division;
- 16) Take a decision to transform the Company;
- 17) Take a decision to restructure the Company;
- 18) Take a decision to liquidate the Company, cancel the liquidation of the Company, except where otherwise provided by the Law on Companies;
- 19) Elect and remove the liquidator of the Company, except where otherwise provided by the Law on Companies.

General Shareholders' Meeting has a right to amend the Articles of Association under the qualified majority of votes, which may not be less than 2/3 of all votes the shareholders attending at the Meeting, except for the exceptions specified by Law on Companies.

*The Board*, consisting of six members, is elected by General Shareholders' Meeting for a 4 year term. Company's Board members election and revocation procedure is the same as specified by Law on Companies. Company's Board activity is conducted by chairman of the Board. The Board elects its chairman from among its members. The Board continues in office for the period established in the Articles of Association or until a new Board is elected and assumes the office but not longer than until the annual General Shareholders' Meeting during the final year of its term of office.

Board of Company considers and approves:

- 1) The activity strategy of the Company;
- 2) The annual report of the Company;
- 3) The management structure of the Company and the positions of the employees;
- 4) The positions to which employees are recruited by competition;
- 5) Regulations of branches and representative offices of the Company.

The Board adopts the following resolutions:

- 1) Resolutions for the Company to become an incorporator or a member of other legal entities;
- 2) Resolutions to establish branches and representative offices of the Company;
- 3) Resolutions to invest, dispose of or lease the tangible long-term assets the book value whereof exceeds 1/20 of the share capital of the Company (calculated individually for every type of transaction);

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- 4) Resolutions to pledge or mortgage the tangible long-term assets the book value whereof exceeds 1/20 of the share capital of the Company (calculated for the total amount of transactions);
- 5) Resolutions to offer surety or guarantee for the discharge of obligations of third persons the amount whereof exceeds 1/20 of the share capital of the Company;
- 6) Resolutions to acquire the tangible long-term assets the price whereof exceeds 1/20 of the share capital of the Company;
- 7) Resolutions to restructure the Company in the cases laid down in the Law on Restructuring of Enterprises;
- 8) Resolutions regarding issuance of debenture of the Company (except issuance of convertible debenture);
- 9) Other resolutions within the competence of the Board as prescribed by the Articles of Association or the resolutions of the General Shareholders' Meeting.

The Board analyses and assesses the documents submitted by the Manager of the Company on:

- 1) The implementation of the activity strategy of the Company;
- 2) The organisation of the activities of the Company;
- 3) Financial standing of the Company;
- 4) The results of economic activities, income and cost estimates, the stocktaking data and other accounting data of changes in the assets.

The Board elects and removes from office the Manager of the Company, fixes his/her remuneration and sets other terms of the employment agreement, approves his/her job description, provides incentives and imposes penalties. The Board analyses and assesses the Company's draft annual financial statement and draft of profit/loss distribution and submits them to the General Shareholders' Meeting together with the annual report of the Company. The Board is responsible for convening and arrangement of the General Shareholders' Meeting in due time.

Each member of the Board is entitled to initiate convening of the Board meeting. The Board may adopt resolutions and its meeting shall be deemed to have taken place when the meeting is attended by 2/3 and more of the members of the Board. The resolution of the Board is adopted if more votes for it are received than the votes against it. In the event of a tie, the Chairman of the Board shall have the casting vote. The member of the Board is not entitled to vote when the meeting of the Board discusses the issue related to his/her activities on the Board or the issue of his/her responsibility.

*The Manager of the Company* - General Director - is a single-person management body of the Company. The Manager of the Company acts at his/her own discretion in relation of the Company with other persons.

The Manager of the Company is elected and removed from office by the Board which also fixes his/her salary, approves his/her job description, provides incentives and imposes penalties. The employment agreement is concluded with the Manager of the Company and is signed on behalf of the Company by the Chairman of the Board or other person authorized by the Board.

In his/her activities the Manager of the Company complies with laws and other legal acts, Articles of Association, General Shareholders' Meeting resolutions, Board resolutions, his/her job descriptions. The Manager of the Company acts on behalf of the Company and is entitled to enter into the transactions at his/her own discretion. The Manager of the Company may conclude the following transactions provided that there is a decision of the Board to enter into these transactions: to invest, dispose of or lease the tangible long-term assets the book value whereof exceeds 1/20 of the share capital of the Company (calculated individually for every type of transaction); to pledge or mortgage the tangible long-term assets the book value whereof exceeds 1/20 of the share capital of the Company (calculated for the total amount of transactions); to offer surety or guarantee for the discharge of obligations of third persons the amount whereof exceeds 1/20 of the share capital of the Company; to acquire the tangible long-term assets the price whereof exceeds 1/20 of the share capital of the Company.

The Manager of the Company is responsible for:

- 1) The organization of the Company's activity and implementation of its objectives;
- 2) The drawing up of the annual financial statements and the drafting of the annual report of the Company;
- 3) Concluding an agreement with the firm of auditors;
- 4) Submission of information and documents to the General Shareholders' Meeting and the Board in cases prescribed by Law on Companies or at their request;
- 5) Submission of the documents and data of the Company to manager of the Register of Legal Entities;
- 6) Submission of documents to the Securities Commission and Lithuanian Central Securities Depository;
- 7) Public announcement of information prescribed by Law on Companies in a daily newspaper indicated in Articles of Association;
- 8) Submission of information to shareholders;
- 9) The performance of other duties prescribed by laws as well as in the Articles of Association and the job descriptions of the Manager of the Company.

The Manager of the Company organises daily activities of the Company, hires and dismisses employees, concludes and terminates employment contracts with them, provides incentives and imposes penalties. The Manager of the Company is responsible for preparation of the draft share subscription agreement and its data correctness. The Manager of the Company issues authorizations and procurations within the scope of its competence.

The Manager of the Company is accountable and regularly reports to the Board on the implementation of Company's activity strategy, the organization of the Company's activity, the financial standing of the Company, the results of economic activity, the income and cost estimates, the stocktaking data and other accounting data of changes in the assets.



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## 10. MANAGEMENT OF THE COMPANY

On 27 April 2018 the Annual General Meeting of Company shareholders elected Company's members of the Board for new 4-year term. 27 April 2022 is the end term of all Company's members of the Board.

### BOARD OF THE COMPANY



**Darius Mockus**  
Chairman of the Board

Darius Mockus (born in 1965) - Chairman of the Board since 2 May 2002 (Member of the Board since 23 March 1995). Education: Vilnius University, Faculty of Economics, Industrial Planning. He has no Company shares. With related companies Minvista UAB (Code of Enterprise: 110685692; Registered office: Jasinskio 16, Vilnius) and MG Baltic Investment UAB (Code of Enterprise: 123249022; Registered office: Jasinskio 16B, Vilnius) he has 40 385 015 shares, representing 73.04% of the share capital and votes.

Information on positions in other companies:

President and Chairman of the Board of concern MG Baltic UAB;  
Chairman of the Board of holding MG Baltic Investment UAB;  
General Director and Chairman of the Board of holding MG Baltic Trade UAB;  
Chairman of the Board of MV group production AB;  
Member of the Board of Darnu Group UAB  
Chairman of the Board of Mineraliniai vandenys UAB;  
Member of the Board of Mediafon UAB;  
Chairman of the Board of Minvista UAB.

Information on shareholdings in other companies above 5%:

Concern MG Baltic UAB - 100% of the share capital;  
Minvista UAB - 100% of the share capital.

Information about participation in other organizations:

President of Honour of the Lithuanian Tennis Union.



**Rimantas Perveneckas**  
Member of the Board, General Director

Rimantas Perveneckas (born in 1960) - APB Apranga group General Director, Member of the Board of APB Apranga since 23 February 1993, in the Company since 1983. Education: Vilnius University, Faculty of Trade, specialization in Trade Economics. He has 800 770 shares of the Company, representing 1.45% of the share capital and votes. Has no positions in other companies. Has no shareholdings in other companies above 5%.



**Ilona Šimkūnienė**  
Member of the Board, Purchasing Director

Ilona Šimkūnienė (born in 1963) - Apranga group Purchasing Director, Member of the Board of APB Apranga since 27 March 1998, in the Company since 1985. Education: Vilnius University, Faculty of Trade, specialization in Trade Economics. She has no Company shares.

Information on positions in other companies:

Chairman of the Board of Apranga LT UAB;  
Chairman of the Board of Apranga BPB LT UAB;  
Chairman of the Board of Apranga PLT UAB;

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Chairman of the Board of Apranga SLT UAB;  
 Chairman of the Board of Apranga MLT UAB;  
 Chairman of the Board of Apranga HLT UAB;  
 Chairman of the Board of Apranga OLT UAB;  
 Chairman of the Board of Apranga Ecom LT UAB  
 Chairman of the Board of Apranga LV SIA;  
 Chairman of the Board of Apranga BPB LV SIA;  
 Chairman of the Board of Apranga PLV SIA;  
 Chairman of the Board of Apranga SLV;  
 Chairman of the Board of Apranga MLV;  
 Chairman of the Board of Apranga OLV;  
 Chairman of the Board of Apranga Ecom LV;  
 Chairman of the Board of Apranga Estonia OU;  
 Chairman of the Board of Apranga BEE OU;  
 Chairman of the Board of Apranga PB Trade OU;  
 Chairman of the Board of Apranga ST Retail OU;  
 Chairman of the Board of Apranga MDE OU;  
 Chairman of the Board of Apranga HEST OU;  
 Chairman of the Board of Apranga Ecom EE OU.

Has no shareholdings in other companies above 5%.



**Vidas Lazickas**  
 Member of the Board

Vidas Lazickas (born in 1965) - Member of the Board of APB Apranga since 29 April 2011. Education: Vilnius University, Faculty of Economics, specialization in Production Management and Organization. He has 175 000 shares of the Company, representing 0.32% of the share capital and votes.

Information on positions in other companies:  
 Director of Economy and Finances of concern MG Baltic UAB;  
 General Director and Member of the Board of holding MG Baltic Investment;  
 Director and Member of the Board of Minvista UAB;  
 Member of the Board of MV Eesti OU;  
 Member of the Board of MV Latvia SIA;  
 Member of the Board of MV Poland S.P.z.o.o.;  
 Member of the Board of MG BALTIC MEDIA UAB;  
 Member of the Board of LNK UAB;  
 Chairman of the Board of Mitnija UAB;  
 Member of the Board of Darnu Group UAB;  
 Member of the Board of MG Group UAB;  
 Chairman of the Board of Alita AB.

Has no shareholdings in other companies above 5%.



**Marijus Strončikas**  
 Member of the Board

Marijus Strončikas (born in 1974) - Member of the Board of APB Apranga since 30 April 2010. Education: Kaunas Technical University, Faculty of Informatics, master of IT Science. He has 4 450 shares of the Company, representing 0.01% of the share capital and votes.

Information on positions in other companies:  
 IT and Purchasing Director of concern MG Baltic UAB;  
 Member of the Board of Alita AB.

Has no shareholdings in other companies above 5%.

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**Ramūnas Gaidamavičius**

Member of the Board, Development Director

Ramūnas Gaidamavičius (born in 1968) - APB Apranga group Development Director, Member of the Board of APB Apranga since 30 April 2010, in the Company since 2002. Education: Vilniaus University of Technology, Faculty of Mechanics, specialization in Machine Building. He has 5 000 shares of the Company, representing 0.01% of the share capital and votes.

Information on positions in other companies:

- Chairman of the Board of Apranga SIA;
- Chairman of the Board of Apranga OU;
- Member of the Board of Apranga LT UAB;
- Member of the Board of Apranga LV SIA.
- Member of the Board of Apranga BPB LV SIA;
- Member of the Board of Apranga PLV SIA;
- Member of the Board of Apranga SLV SIA;
- Member of the Board of Apranga MLV SIA;
- Member of the Board of Apranga OLV SIA;
- Member of the Board of Apranga Ecom LV SIA;
- Member of the Board of Apranga Estonia OU;
- Member of the Board of Apranga BEE OU;
- Member of the Board of Apranga PB Trade OU;
- Member of the Board of Apranga ST Retail OU;
- Member of the Board of Apranga MDE OU;
- Member of the Board of Apranga HEST OU;
- Member of the Board of Apranga Ecom EE OU.

Has no shareholdings in other companies above 5%.

**MANAGEMENT OF THE COMPANY AND THE GROUP**

The key management members of the Company and the Group as of 31 December 2018:

Name, Surname	Position	Number of shares owned*	Part in the share capital	Start at company
Rimantas Perveneckas	General Director	800 770	1,45%	1983
Ilona Šimkūnienė	Purchasing Director	-	-	1985
Ramūnas Gaidamavičius	Development Director	5 000	0,01%	2002
Saulius Bačauskas	Chief Financial Officer	16 000	0,03%	2003
Aušra Tartilienė	Inditex chain Director	31 665	0,06%	1989
Irma Marcinkienė	Sales and Marketing Director	1 863	0,003%	2000
Audronė Martinkutė	Personnel Director	360	0,001%	2002

\* with related parties

Information about CFO of the Company and the Group:



**Saulius Bačauskas**

Chief Financial Officer

Saulius Bačauskas (born in 1974) - Apranga Group Finance and Economics Director, in the Company since 2003. Education: Vytauto Didžiojo University, Business management faculty, MA of finance and banking. He has 16 000 shares of the Company, representing 0.03% of the share capital and votes.

Information on positions in other companies:

- Member of the board of Apranga LT UAB;
- Member of the board of Apranga BPB LT UAB;
- Member of the board of Apranga PLT UAB;
- Member of the board of Apranga SLT UAB;
- Member of the board of Apranga MLT UAB;

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Member of the board of Apranga HLT UAB;  
 Member of the board of Apranga OLT UAB;  
 Member of the board of Apranga Ecom LT UAB;  
 Member of the board of Apranga OU.

Has no shareholdings in other companies above 5%.

Information about members of the management bodies on 31 December 2018 was as follows:

Name, Surname	Position	Number of shares owned and part in the share capital	Election date	End of term	Amounts received from the Company in 2018, EUR thousands
Darius Juozas Mockus	Chairman of the Board	-	27 04 2018	27 04 2022	Receives no remuneration
		-			
Rimantas Perveneckas	Member of the Board, General Director	800 770 1.45%	27 04 2018	27 04 2022	-
		-			
Ilona Simkuniene	Member of the Board, Purchasing Director	-	27 04 2018	27 04 2022	-
		-			
Ramunas Gaidamavicius	Member of the Board, Development Director	5 000 0.01%	27 04 2018	27 04 2022	-
		-			
Vidas Lazickas	Member of the Board	175 000 0,32%	27 04 2018	27 04 2022	Receives no remuneration
		-			
Marijus Strončikas	Member of the Board	4 450 0.01%	27 04 2018	27 04 2022	Receives no remuneration
		-			
Saulius Bačauskas	Chief Financial Officer	16 000 0.03%	-	-	-
Dividends and bonuses to members of the board and management, in total (6)					341
Dividends and bonuses to members of the board and management, on average (6)					57
Remuneration to members of the board and management, in total (4)					782
Remuneration to members of the board and management, on average (4)					196

There are no agreements between the Company, members of its management bodies, or its employees regarding special compensations in case of their resignation, or dismiss without legitimate reason, or the end of their duties connected with the change of the Control over the Company.

## 11. AUDIT COMMITTEE

The Audit Committee consists of 3 members, 2 of them are independent. The Audit Committee is elected for a 4-year term. Members of the Audit Committee are elected and recalled by the Board of the Company, except the independent members of the Committee. The independent members of the Audit Committee is elected by the General Shareholders Meeting at the proposal of the Management Board.

The main functions of the Audit Committee are:

- To inform the General Director of the Company of the outcome of the statutory audit;
- To monitor the financial reporting process and submit recommendations to ensure its integrity;
- To monitor the effectiveness of the Company's internal quality control and risk management systems, having impact on the financial reporting of the Company;
- To monitor the statutory audit of the annual and consolidated financial statements;
- To review and monitor the independence of the statutory auditors or the audit firms;
- To be responsible for the procedure for the selection of statutory auditor(s) or audit firm(s).

The General Shareholders Meeting hold on 27 April 2017 approved the new Charter of the Audit Committee and also approved three members of the Audit Committee for the new 4-year term: Rasa Rulevičiūtė (Company management personnel, the deputy of chief financial officer), Daiva Paulavičienė (the independent member the Committee) and Justina Rasimavičiūtė (the independent member the Committee).

## 12. COMPLIANCE WITH THE GOVERNANCE CODE

Company essentially follows a recommendatory Corporate Governance Code for the Companies Listed on the Nasdaq Vilnius stock exchange adopted and valid as on 31 December 2018. According to the By-Laws of the Company the governing bodies of the Company are the General Shareholder's Meeting, the Board and the General Manager. The Law of the Republic of Lithuania on Companies provides that Lithuanian companies at their discretion could have only one collegial governing body. There is no Supervisory Council in the Company. The Board consists of six members who are elected for the term of four years, represents the shareholders, and performs supervision and control functions.

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For the full text of Compliance Report with the Governance Code for the companies listed on the Nasdaq Vilnius stock exchange refer to Annex 1.

### 13. CONSOLIDATED SOCIAL RESPONSIBILITY REPORT

The Group's Consolidated Social Responsibility Report is provided in Annex 2 to this annual report.

### 14. ALTERNATIVE PERFORMANCE MEASURES

With regard to the requirements of the European Securities and Markets Authority (ESMA) Guidelines on Alternative Performance Measures, Apranga APB provides an overview of the Alternative Performance Measures (APM) used, their definition and calculation on Apranga APB website at: <http://aprangagroup.lt/en/investors/investor-relations/alternative-performance-measures>

### 15. PUBLICLY ANNOUNCED INFORMATION

The Company in 2018 publicly announced and broadcasted through Nasdaq Vilnius Globe Newswire and own webpage the following information:

Date	Title	Category of announcement
2018-01-02	Apranga Group investor's calendar for the year 2018	Other information
2018-01-03	Turnover of Apranga Group in December 2017 and total year 2017	Investor News
2018-01-23	Apranga Group extends successful collaboration with Inditex	Notification on material event
2018-01-30	Establishment of subsidiary of Apranga APB in Lithuania	Notification on material event
2018-02-01	Turnover of Apranga Group in January 2018	Investor News
2018-02-28	Apranga Group interim information for the twelve months of 2017	Interim information
2018-03-01	Turnover of Apranga Group in February 2018	Investor News
2018-04-03	Turnover of Apranga Group in March 2018 and 1st quarter 2018	Investor News
2018-04-04	Notice of the Annual General Meeting of APB "APRANGA" shareholders	General meeting of shareholders
2018-04-05	Draft resolutions of the Annual General Meeting of APB APRANGA shareholders to be held on April 27th, 2018	Notification on material event
2018-04-27	Resolutions of the Annual General Meeting of Apranga APB shareholders	Notification on material event
2018-04-27	Apranga APB annual information 2017	Annual information
2018-04-27	Apranga Group interim report for three months of 2018	Interim information
2018-05-02	Turnover of Apranga Group in April 2018	Investor News
2018-05-16	Notification on Apranga APB manager's related party transactions	Notifications on transactions concluded by managers of the companies
2018-05-17	Apranga Group opens the first Oysho store in the Baltic States	Investor News
2018-06-01	Turnover of Apranga Group in May 2018	Investor News
2018-06-01	Notification on Apranga APB manager's related party transactions	Notifications on transactions concluded by managers of the companies
2018-06-01	Notification on manager's transactions	Notifications on transactions concluded by managers of the companies
2018-07-02	Turnover of Apranga Group in June 2018	Investor News
2018-07-27	Apranga Group interim information for the six months of 2018	Half-Yearly information
2018-08-01	Turnover of Apranga Group in July 2018	Investor News
2018-08-17	Establishment of subsidiary of Apranga APB in Latvia	Notification on material event
2018-09-03	Turnover of Apranga Group in August 2018	Investor News
2018-10-01	Turnover of Apranga Group in September 2018	Investor News
2018-10-30	Apranga Group interim information for the nine months of 2018	Interim information
2018-11-02	Turnover of Apranga Group in October 2018	Investor News



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2018-11-16	Notification on manager's transactions	Notifications on transactions concluded by managers of the companies
2018-11-16	Notification on manager's related party transactions	Notifications on transactions concluded by managers of the companies
2018-11-16	Notification on the acquisition of the voting rights	Acquisition or disposal of a block of shares
2018-11-22	Apranga Group in Vilnius opens the first Sandro and Maje stores in Lithuania	Investor News
2018-11-27	The turnover and expansion plans of Apranga Group in 2019	Notification on material event
2018-12-03	Turnover of Apranga Group in November 2018	Investor News
2018-12-21	Notification on manager's related party transactions	Notifications on transactions concluded by managers of the companies
2018-12-27	Apranga Group investor's calendar for the year 2019	Other information

Contents of above mentioned announcements can be obtained on Nasdaq Vilnius Stock Exchange webpage <http://www.nasdaqomxbaltic.com/market/?pg=details&instrument=LT0000102337&list=2&tab=news&lang=en> and on Company's webpage <http://aprangagroup.lt/en/investors/news-and-material-events>.

Rimantas Perveneckas  
General Director

8 April 2019

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## Disclosure of Compliance with the Corporate Governance Code for the Companies Listed on NASDAQ Vilnius

The public trade company APRANGA (hereinafter referred to as the "Company"), acting in compliance with Article 22(3) of the Law of the Republic of Lithuania on Securities and paragraph 24.5 of the Listing Rules of AB NASDAQ OMX Vilnius, hereby discloses how it complies with the Corporate Governance Code for the Companies listed on Nasdaq Vilnius as well as its specific provisions or recommendations. In case of non-compliance with this Code or some of its provisions or recommendations, the specific provisions or recommendations that are not complied with must be indicated and the reasons for such non-compliance must be specified. In addition, other explanatory information indicated in this form must be provided.

### Summary of the Corporate Governance Report:

APB Apranga is the parent company of Apranga Group, registered in the Republic of Lithuania. At the end of 2018, it owned 24 subsidiaries founded in the three Baltic States. The principal activity of the Group is retail trade of apparel. 22 out of total 25 Group's companies represent the specific trade mark (Zara, Bershka, Pull&Bear, Stradivarius, Massimo Dutti and Zara Home) based under franchise contracts with world's leading fashion retailer, Inditex Group. Other 3 companies (APB Apranga, SIA Apranga and OÜ Apranga) represent other than Inditex brands (monobrand stores) and the own retail chains (multibrand stores): Apranga, Aprangos galerija, City and Mados Linija.

Corporate governance activities are focused in the parent company of the Group - APB Apranga, which in Group companies coordinates the areas of finance, law, strategic planning and control, human resources management and training, business management and development, information technology, ordering and pricing of goods, marketing and advertising, and other common areas. The Group uses a centralized management model, practically all management functions are concentrated in the Group's office in Vilnius.

The Group's main company APB Apranga is listed on Nasdaq Vilnius Stock Exchange since 1997. From 2005, the company has been listed on the Baltic Equity list; currently it is included in the OMX Baltic 10 (OMXB10GI) index. Company's share capital comprises 55 291 960 ordinary shares of nominal value EUR 0.29 each (ISIN code LT0000102337).

At 31 December 2018 the Company had 2 725 shareholders. The ultimate parent company whose financial statements are available for public use is UAB Koncernas MG Baltic. The ultimate controlling individual of the Group is Mr. D. J. Mockus. With related companies he has 39 705 015 shares, representing 71.81% of the share capital and votes.

The management bodies of the Company specified in the Articles of Association are as follows: General Shareholders' Meeting, a collegial management body - Board, and a single-person management body - Manager of the Company. The Company has no Supervisory Board. The Board, consisting of 6 members, is elected by General Shareholders' Meeting for a 4 year term. During the financial year, the composition of the Board remained unchanged. The Board of the Company comprised Chairman of the Board D. J. Mockus and the Board members Rimantas Perveneckas, Ilona Šimkūnienė, Vidas Lazickas, Marijus Strončikas and Ramūnas Gaidamavičius. The Board elects and removes from office the Manager of the Company.

The Audit Committee consists of 3 members, 2 of them are independent. The Audit Committee is elected for a 4-year term. Members of the Audit Committee are elected and recalled by the General Shareholders Meeting at the proposal of the Board. During the financial year, on April 27, 2017 by the decision of General Shareholder Meeting new charter of Audit Committee and new composition of Audit Committee have been approved. The members of the Audit Committee: Rasa Rulevičiūtė (Company management personnel), Daiva Paulavičienė (the independent member the Committee) and Justė Rasimavičiūtė (the independent member of the Committee).

More information on the management bodies and its members, rights of shareholders, the responsibilities of the Board and the Manager of the Company, committees etc. is provided in the 8-11 sections of the Consolidated Annual Report and in the table below, in which information on compliance with the Corporate Governance Code for the Companies listed on Nasdaq Vilnius is disclosed.

### Structured table for disclosure:

PRINCIPLES/ RECOMMENDATIONS	YES/NO /NOT APPLICABLE	COMMENTARY
<b>Principle I: Basic Provisions</b> <b>The overriding objective of a company should be to operate in common interests of all the shareholders by optimizing over time shareholder value.</b>		
1.1. A company should adopt and make public the company's development strategy and objectives by clearly declaring how the company intends to meet the interests of its shareholders and optimize shareholder value.	Yes	Affirmed Company's development strategy and objectives are published in Company's annual report, in announcements on material events which are published in Company's website <a href="http://aprangagroup.lt/en/investors">http://aprangagroup.lt/en/investors</a> , in Nasdaq Vilnius Stock Exchange information disclosure system, in Central Storage Facility, as well as in presentations to investors by chief executive officer and senior management.

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1.2. All management bodies of a company should act in furtherance of the declared strategic objectives in view of the need to optimize shareholder value.	Yes	
1.3. A company's supervisory and management bodies should act in close co-operation in order to attain maximum benefit for the company and its shareholders.	Yes	The Company implements this recommendation insofar as it is concerned with the close cooperation of Company's management board and chief executive officer and senior management.
1.4. A company's supervisory and management bodies should ensure that the rights and interests of persons other than the company's shareholders (e.g. employees, creditors, suppliers, clients, local community), participating in or connected with the company's operation, are duly respected.	Yes	
<b>Principle II: The corporate governance framework</b> <b>The corporate governance framework should ensure the strategic guidance of the company, the effective oversight of the company's management bodies, an appropriate balance and distribution of functions between the company's bodies, protection of the shareholders' interests.</b>		
2.1. Besides obligatory bodies provided for in the Law on Companies of the Republic of Lithuania - a general shareholders' meeting and the chief executive officer, it is recommended that a company should set up both a collegial supervisory body and a collegial management body. The setting up of collegial bodies for supervision and management facilitates clear separation of management and supervisory functions in the company, accountability and control on the part of the chief executive officer, which, in its turn, facilitate a more efficient and transparent management process.	No	The bodies of the Company are general shareholders' meeting, management board and chief executive officer. Supervisory board is not constituted in the Company. Such structure of bodies was approved by shareholders decision during general shareholders meeting, when approving articles of association of the Company. In Company's opinion, such structure of bodies ensures less administrative burden and operative decision making. The accountability and control of the single management body - the chief executive officer - is ensured by Company's management board.
2.2. A collegial management body is responsible for the strategic management of the company and performs other key functions of corporate governance. A collegial supervisory body is responsible for the effective supervision of the company's management bodies.	Yes	Company's collegial management body - management board - is responsible for strategic management of the Company and performs other key functions of corporate governance. The management board is responsible for the effective supervision of the Company's management bodies insofar as it is concerned with the supervision of the activity of chief executive officer.
2.3. Where a company chooses to form only one collegial body, it is recommended that it should be a supervisory body, i.e. the supervisory board. In such a case, the supervisory board is responsible for the effective monitoring of the functions performed by the company's chief executive officer.	No	The Company has one collegial body and that is management board. See commentary of 2.1. recommendation.
2.4. The collegial supervisory body to be elected by the general shareholders' meeting should be set up and should act in the manner defined in Principles III and IV. Where a company should decide not to set up a collegial supervisory body but rather a collegial management body, i.e. the board, Principles III and IV should apply to the board as long as that does not contradict the essence and purpose of this body.	Yes/No	Recommendations defined in Principles III and IV are not implemented in full extent, however the Company complies with all requirements prescribed by legal acts for formation of collegial management body, i.e. board. See commentaries of III and IV principles' recommendations.
2.5. Company's management and supervisory bodies should comprise such number of board (executive directors) and supervisory (non-executive directors) board members that no individual or small group of individuals can dominate decision-making on the part of these bodies.	Yes	Company's management board consists of 6 (six) members, 3 (three) of whom are representatives of shareholders and the other 3 (three) are chief executive officer and senior managers. In Company's opinion, the number of the management board members is sufficient considering Company's activity extent and number of shareholders.
2.6. Non-executive directors or members of the supervisory board should be appointed for specified terms subject to individual re-election, at maximum intervals provided for in the Lithuanian legislation with a view to ensuring necessary development of professional experience and sufficiently frequent reconfirmation of their status. A possibility to remove them should also be stipulated however this procedure should	Not applicable	Supervisory board is not constituted in the Company. See commentaries of 2.1. recommendation.

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not be easier than the removal procedure for an executive director or a member of the management board.		
2.7. Chairman of the collegial body elected by the general shareholders' meeting may be a person whose current or past office constitutes no obstacle to conduct independent and impartial supervision. Where a company should decide not to set up a supervisory board but rather the board, it is recommended that the chairman of the board and chief executive officer of the company should be a different person. Former company's chief executive officer should not be immediately nominated as the chairman of the collegial body elected by the general shareholders' meeting. When a company chooses to depart from these recommendations, it should furnish information on the measures it has taken to ensure impartiality of the supervision.	Yes	The chairman of the management board and chief executive officer of the Company are different persons. The chairman of the management board has never been appointed as chief executive officer of the Company.
<b>Principle III: The order of the formation of a collegial body to be elected by a general shareholders' meeting</b> <b>The order of the formation a collegial body to be elected by a general shareholders' meeting should ensure representation of minority shareholders, accountability of this body to the shareholders and objective monitoring of the company's operation and its management bodies.</b>		
3.1. The mechanism of the formation of a collegial body to be elected by a general shareholders' meeting (hereinafter in this Principle referred to as the 'collegial body') should ensure objective and fair monitoring of the company's management bodies as well as representation of minority shareholders.	Yes	The mechanism of the formation of Company's management board ensures objective and fair supervision of the Company's single management body, chief executive officer, and senior management as well as representation of minority shareholder's interests.
3.2. Names and surnames of the candidates to become members of a collegial body, information about their education, qualification, professional background, positions taken and potential conflicts of interest should be disclosed early enough before the general shareholders' meeting so that the shareholders would have sufficient time to make an informed voting decision. All factors affecting the candidate's independence, the sample list of which is set out in Recommendation 3.7, should be also disclosed. The collegial body should also be informed on any subsequent changes in the provided information. The collegial body should, on yearly basis, collect data provided in this item on its members and disclose this in the company's annual report.	Yes/No	The information about management board members positions taken or participation in other companies activities is continually collected and on the expiration of each year this information is specified and renewed by querying each board member, and such information is disclosed in Company's annual and interim reports and Company's website. Information about education of board members is also disclosed in Company's reports and website. When electing board member in 2014, the names and surnames of candidates have been disclosed together with draft decisions of general shareholder meeting, i.e. at least 10 days before general shareholders meeting. Additionally, when electing board members in 2014, in accordance with Law on Companies the candidates provided to general shareholder meeting information about the positions he/she holds or participations in activities of other companies. Other/additional information procedure other than established by legal acts is not stipulated in the Company. However this information was not submitted exclusively to general shareholder's meeting before their election. There was no necessity in the Company to disclose factors affecting candidate's independence.
3.3. Should a person be nominated for members of a collegial body, such nomination should be followed by the disclosure of information on candidate's particular competences relevant to his/her service on the collegial body. In order shareholders and investors are able to ascertain whether member's competence is further relevant, the collegial body should, in its annual report, disclose the information on its composition and particular competences of individual members which are relevant to their service on the collegial body.	Yes/No	See commentary of 3.2 recommendation
3.4 In order to maintain a proper balance in terms of the current qualifications possessed by its members, the desired composition of the collegial body shall be determined with regard to the company's structure and activities, and have this	Yes/No	See commentaries of 3.5. and 4.7. recommendations.

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periodically evaluated. The collegial body should ensure that it is composed of members who, as a whole, have the required diversity of knowledge, judgment and experience to complete their tasks properly. The members of the audit committee, collectively, should have a recent knowledge and relevant experience in the fields of finance, accounting and/or audit for the stock exchange listed companies. At least one of the members of the remuneration committee should have knowledge of and experience in the field of remuneration policy.		
3.5. All new members of the collegial body should be offered a tailored program focused on introducing a member with his/her duties, corporate organization and activities. The collegial body should conduct an annual review to identify fields where its members need to update their skills and knowledge.	No	There was no demand in Company to offer tailored programs to new board members focused on introducing a member with his/her duties, corporation organization and activities. In 2014 the board has been elected from the candidates who were familiar with Company's organization and activities. Annual review of management board members' knowledge is not conducted whereas the management board members, i.e. chief executive officer and senior managers, are professionals and improve their skills and knowledge by conducting their duties in the Company. The skills and knowledge of management board members representing shareholders is reviewed by shareholders themselves before proposing candidates to Company's board.
3.6. In order to ensure that all material conflicts of interest related with a member of the collegial body are resolved properly, the collegial body should comprise a sufficient number of independent members.	No	The issue of election of independent management board members never been topical and raised in the Company and accordingly the "sufficient" number of independent management board members was never assessed either.
3.7. A member of the collegial body should be considered to be independent only if he is free of any business, family or other relationship with the company, its controlling shareholder or the management of either, that creates a conflict of interest such as to impair his judgment. Since all cases when member of the collegial body is likely to become dependent are impossible to list, moreover, relationships and circumstances associated with the determination of independence may vary amongst companies and the best practices of solving this problem are yet to evolve in the course of time, assessment of independence of a member of the collegial body should be based on the contents of the relationship and circumstances rather than their form. The key criteria for identifying whether a member of the collegial body can be considered to be independent are the following: 1) He/she is not an executive director or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) of the company or any associated company and has not been such during the last five years; 2) He/she is not an employee of the company or some any company and has not been such during the last three years, except for cases when a member of the collegial body does not belong to the senior management and was elected to the collegial body as a representative of the employees; 3) He/she is not receiving or has been not receiving significant additional remuneration from the company or associated company other than remuneration for the office in the collegial body. Such additional remuneration includes participation in share options or some other performance based pay systems; it does not include compensation payments for the previous office in the company (provided that such payment is no way related with later position) as per pension plans (inclusive of deferred compensations); 4) He/she is not a controlling shareholder or representative of such shareholder (control as defined in the Council Directive 83/349/EEC Article 1 Part 1);	Not applicable	See commentary of 3.6 recommendation



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<p>5) He/she does not have and did not have any material business relations with the company or associated company within the past year directly or as a partner, shareholder, director or superior employee of the subject having such relationship. A subject is considered to have business relations when it is a major supplier or service provider (inclusive of financial, legal, counselling and consulting services), major client or organization receiving significant payments from the company or its group;</p> <p>6) He/she is not and has not been, during the last three years, partner or employee of the current or former external audit company of the company or associated company;</p> <p>7) He/she is not an executive director or member of the board in some other company where executive director of the company or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) is non-executive director or member of the supervisory board, he/she may not also have any other material relationships with executive directors of the company that arise from their participation in activities of other companies or bodies;</p> <p>8) He/she has not been in the position of a member of the collegial body for over than 12 years;</p> <p>9) He/she is not a close relative to an executive director or member of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) or to any person listed in above items 1 to 8. Close relative is considered to be a spouse (common-law spouse), children and parents.</p> <p>3.8. The determination of what constitutes independence is fundamentally an issue for the collegial body itself to determine. The collegial body may decide that, despite a particular member meets all the criteria of independence laid down in this Code, he cannot be considered independent due to special personal or company-related circumstances.</p>		
<p>3.9. Necessary information on conclusions the collegial body has come to in its determination of whether a particular member of the body should be considered to be independent should be disclosed. When a person is nominated to become a member of the collegial body, the company should disclose whether it considers the person to be independent. When a particular member of the collegial body does not meet one or more criteria of independence set out in this Code, the company should disclose its reasons for nevertheless considering the member to be independent. In addition, the company should annually disclose which members of the collegial body it considers to be independent.</p>	Not applicable	See commentary of 3.6. recommendation. Moreover, thus far the assessment and disclosure of the independence of management board members, in accordance with the criteria established by this Code, was not applicable in Company.
<p>3.10. When one or more criteria of independence set out in this Code has not been met throughout the year, the company should disclose its reasons for considering a particular member of the collegial body to be independent. To ensure accuracy of the information disclosed in relation with the independence of the members of the collegial body, the company should require independent members to have their independence periodically re-confirmed.</p>	Not applicable	See commentary of 3.6. recommendation
<p>3.11. In order to remunerate members of a collegial body for their work and participation in the meetings of the collegial body, they may be remunerated from the company's funds. The general shareholders' meeting should approve the amount of such remuneration.</p>	Not applicable	See commentary of 3.6. recommendation.
<p><b>Principle IV: The duties and liabilities of a collegial body elected by the general shareholders' meeting</b>  <b>The corporate governance framework should ensure proper and effective functioning of the collegial body elected by the general shareholders' meeting, and the powers granted to the collegial body should ensure effective monitoring of the company's management bodies and protection of interests of all the company's shareholders.</b></p>		
<p>4.1. The collegial body elected by the general shareholders' meeting (hereinafter in this Principle referred to as the 'collegial body') should ensure integrity and transparency of the company's financial statements and the control system. The collegial body should issue recommendations to the company's management bodies and monitor and control the company's management performance.</p>	Yes	This recommendation is implemented by Company's management board insofar as the management board issues recommendations to chief executive officer and to senior management and monitors and controls their activity.

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4.2. Members of the collegial body should act in good faith, with care and responsibility for the benefit and in the interests of the company and its shareholders with due regard to the interests of employees and public welfare. Independent members of the collegial body should (a) under all circumstances maintain independence of their analysis, decision-making and actions (b) do not seek and accept any unjustified privileges that might compromise their independence, and (c) clearly express their objections should a member consider that decision of the collegial body is against the interests of the company. Should a collegial body have passed decisions independent member has serious doubts about, the member should make adequate conclusions. Should an independent member resign from his office, he should explain the reasons in a letter addressed to the collegial body or audit committee and, if necessary, respective company-not-pertaining body (institution).	Yes	According to the Company's available data, management board members act in good will in respect of Company, in the interests of the Company and its shareholders, thus maintaining independence of their decision making.
4.3. Each member should devote sufficient time and attention to perform his duties as a member of the collegial body. Each member of the collegial body should limit other professional obligations of his (in particular any directorships held in other companies) in such a manner they do not interfere with proper performance of duties of a member of the collegial body. In the event a member of the collegial body should be present in less than a half of the meetings of the collegial body throughout the financial year of the company, shareholders of the company should be notified.	Yes	According to the Company's data, all management board members attended board meetings and devoted sufficient time to perform their duties as members of the board.
4.4. Where decisions of a collegial body may have a different effect on the company's shareholders, the collegial body should treat all shareholders impartially and fairly. It should ensure that shareholders are properly informed on the company's affairs, strategies, risk management and resolution of conflicts of interest. The company should have a clearly established role of members of the collegial body when communicating with and committing to shareholders.	Yes	Company's shareholders are informed about the Company's affairs, strategies, risk management and resolution of conflicts of interest in a manner prescribed by legal acts.
4.5. It is recommended that transactions (except insignificant ones due to their low value or concluded when carrying out routine operations in the company under usual conditions), concluded between the company and its shareholders, members of the supervisory or managing bodies or other natural or legal persons that exert or may exert influence on the company's management should be subject to approval of the collegial body. The decision concerning approval of such transactions should be deemed adopted only provided the majority of the independent members of the collegial body voted for such a decision.	Yes/No	The transactions are concluded in standard terms in pursuance of regular Company's activities. Company's board decides on transactions as stipulated in articles of association and in this respect the competence of board does not differ from the competence established in Law on Companies. There are no independent members in the Company's board. See commentary of 3.6. recommendation.
4.6. The collegial body should be independent in passing decisions that are significant for the company's operations and strategy. Taken separately, the collegial body should be independent of the company's management bodies. Members of the collegial body should act and pass decisions without an outside influence from the persons who have elected it. Companies should ensure that the collegial body and its committees are provided with sufficient administrative and financial resources to discharge their duties, including the right to obtain, in particular from employees of the company, all the necessary information or to seek independent legal, accounting or any other advice on issues pertaining to the competence of the collegial body and its committees. When using the services of a consultant with a view to obtaining information on market standards for remuneration systems, the remuneration committee should ensure that the consultant concerned does not at the same time advise the human resources department, executive directors or collegial management organs of the company concerned.	Yes/No	The Company does not implement this recommendation in so far as it is related with formation of Remuneration committee. See commentary of 4.7. recommendation.
4.7. Activities of the collegial body should be organized in a manner that independent members of the collegial body could have major influence in relevant areas where chances of occurrence of conflicts of interest are very high. Such areas to be	Yes/No	Nomination and Remuneration committees indicated in 4.12-4.13 recommendations are not established in the Company, whereas, in Company's opinion, the management board

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<p>considered as highly relevant are issues of nomination of company's directors, determination of directors' remuneration and control and assessment of company's audit. Therefore when the mentioned issues are attributable to the competence of the collegial body, it is recommended that the collegial body should establish nomination, remuneration, and audit committees. Companies should ensure that the functions attributable to the nomination, remuneration, and audit committees are carried out. However they may decide to merge these functions and set up less than three committees. In such case a company should explain in detail reasons behind the selection of alternative approach and how the selected approach complies with the objectives set forth for the three different committees. Should the collegial body of the company comprise small number of members, the functions assigned to the three committees may be performed by the collegial body itself, provided that it meets composition requirements advocated for the committees and that adequate information is provided in this respect. In such case provisions of this Code relating to the committees of the collegial body (in particular with respect to their role, operation, and transparency) should apply, where relevant, to the collegial body as a whole.</p>		<p>by performing its functions partially performs functions of Nomination and Remuneration committees. Company's management board selects a candidate for chief executive officer position and appoints chief executive officer, provides recommendations to chief executive officer regarding appointment of senior managers and their remuneration policy. Company's management board affirms Company's strategic plans and objectives and controls their implementation. Moreover, Company's management board affirms Company's budget plans and analyse and assess chief executive officer's and senior management's reports on budget plans' implementation and fund utilization. In pursuance of requirements of Law on Audit (Official Gazette, 2008, No. 82-53233) the Audit committee composed of two members is established in Company.</p>
<p>4.8. The key objective of the committees is to increase efficiency of the activities of the collegial body by ensuring that decisions are based on due consideration, and to help organize its work with a view to ensuring that the decisions it takes are free of material conflicts of interest. Committees should exercise independent judgement and integrity when exercising its functions as well as present the collegial body with recommendations concerning the decisions of the collegial body. Nevertheless the final decision shall be adopted by the collegial body. The recommendation on creation of committees is not intended, in principle, to constrict the competence of the collegial body or to remove the matters considered from the purview of the collegial body itself, which remains fully responsible for the decisions taken in its field of competence.</p>	Yes/No	<p>See commentary of 4.7. recommendation. The recommendation is implemented insofar as it is related with Audit committee activity in Company.</p>
<p>4.9. Committees established by the collegial body should normally be composed of at least three members. In companies with small number of members of the collegial body, they could exceptionally be composed of two members. Majority of the members of each committee should be constituted from independent members of the collegial body. In cases when the company chooses not to set up a supervisory board, remuneration and audit committees should be entirely comprised of non-executive directors. Chairmanship and membership of the committees should be decided with due regard to the need to ensure that committee membership is refreshed and that undue reliance is not placed on particular individuals.</p>	Yes/No	<p>See commentary of 4.7. recommendation. Audit committee is exceptionally composed of two members.</p>
<p>4.10. Authority of each of the committees should be determined by the collegial body. Committees should perform their duties in line with authority delegated to them and inform the collegial body on their activities and performance on regular basis. Authority of every committee stipulating the role and rights and duties of the committee should be made public at least once a year (as part of the information disclosed by the company annually on its corporate governance structures and practices). Companies should also make public annually a statement by existing committees on their composition, number of meetings and attendance over the year, and their main activities. Audit committee should confirm that it is satisfied with the independence of the audit process and describe briefly the actions it has taken to reach this conclusion.</p>	No	<p>See commentary of 4.7. recommendation. Audit committee's authority, rights and obligations are stipulated in Internal rules of Audit committed pursuant to applicable legal acts and Audit committee's authority, rights and obligations are approved by general shareholders' meeting. Audit committee's authority, rights and obligations stipulated in Internal rules of Audit committee do not differ from those stipulated in legal acts.</p>
<p>4.11. In order to ensure independence and impartiality of the committees, members of the collegial body that are not members of the committee should commonly have a right to participate in the meetings of the committee only if invited by the committee. A committee may invite or demand</p>	Yes/No	<p>See commentary of 4.7. recommendation. It is stipulated in Internal rules of Audit committed that Company's board members, chief executive officer, chief financial officer,</p>

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<p>participation in the meeting of particular officers or experts. Chairman of each of the committees should have a possibility to maintain direct communication with the shareholders. Events when such are to be performed should be specified in the regulations for committee activities.</p>		<p>employees of the Company, auditors may be invited to meetings of committee.</p>
<p>4.12. Nomination Committee. 4.12.1. Key functions of the nomination committee should be the following:</p> <ul style="list-style-type: none"> <li>· Identify and recommend, for the approval of the collegial body, candidates to fill board vacancies. The nomination committee should evaluate the balance of skills, knowledge and experience on the management body, prepare a description of the roles and capabilities required to assume a particular office, and assess the time commitment expected. Nomination committee can also consider candidates to members of the collegial body delegated by the shareholders of the company;</li> <li>· Assess on regular basis the structure, size, composition and performance of the supervisory and management bodies, and make recommendations to the collegial body regarding the means of achieving necessary changes;</li> <li>· Assess on regular basis the skills, knowledge and experience of individual directors and report on this to the collegial body;</li> <li>· Properly consider issues related to succession planning;</li> <li>· Review the policy of the management bodies for selection and appointment of senior management.</li> </ul> <p>4.12.2. Nomination committee should consider proposals by other parties, including management and shareholders. When dealing with issues related to executive directors or members of the board (if a collegial body elected by the general shareholders' meeting is the supervisory board) and senior management, chief executive officer of the company should be consulted by, and entitled to submit proposals to the nomination committee.</p>	<p>No</p>	<p>Nomination Committee is not established in Company. (See commentary of 4.7. recommendation).</p>
<p>4.13. Remuneration Committee. 4.13.1. Key functions of the remuneration committee should be the following:</p> <ul style="list-style-type: none"> <li>· Make proposals, for the approval of the collegial body, on the remuneration policy for members of management bodies and executive directors. Such policy should address all forms of compensation, including the fixed remuneration, performance-based remuneration schemes, pension arrangements, and termination payments. Proposals considering performance-based remuneration schemes should be accompanied with recommendations on the related objectives and evaluation criteria, with a view to properly aligning the pay of executive director and members of the management bodies with the long-term interests of the shareholders and the objectives set by the collegial body;</li> <li>· Make proposals to the collegial body on the individual remuneration for executive directors and member of management bodies in order their remunerations are consistent with company's remuneration policy and the evaluation of the performance of these persons concerned. In doing so, the committee should be properly informed on the total compensation obtained by executive directors and members of the management bodies from the affiliated companies;</li> <li>· Ensure that remuneration of individual executive directors or members of management body is proportionate to the remuneration of other executive directors or members of management body and other staff members of the company;</li> <li>· Periodically review the remuneration policy for executive directors or members of management body, including the policy regarding share-based remuneration, and its implementation;</li> <li>· Make proposals to the collegial body on suitable forms of contracts for executive directors and members of the management bodies;</li> <li>· Assist the collegial body in overseeing how the company complies with applicable provisions regarding the remuneration-related information disclosure (in particular the</li> </ul>	<p>No</p>	<p>Remuneration Committee is not established in Company. (See commentary of 4.7. recommendation).</p>

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<p>remuneration policy applied and individual remuneration of directors);</p> <ul style="list-style-type: none"> <li>· Make general recommendations to the executive directors and members of the management bodies on the level and structure of remuneration for senior management (as defined by the collegial body) with regard to the respective information provided by the executive directors and members of the management bodies.</li> </ul> <p>4.13.2. With respect to stock options and other share-based incentives which may be granted to directors or other employees, the committee should:</p> <ul style="list-style-type: none"> <li>· Consider general policy regarding the granting of the above mentioned schemes, in particular stock options, and make any related proposals to the collegial body;</li> <li>· Examine the related information that is given in the company's annual report and documents intended for the use during the shareholders meeting;</li> <li>· Make proposals to the collegial body regarding the choice between granting options to subscribe shares or granting options to purchase shares, specifying the reasons for its choice as well as the consequences that this choice has.</li> </ul> <p>4.13.3. Upon resolution of the issues attributable to the competence of the remuneration committee, the committee should at least address the chairman of the collegial body and/or chief executive officer of the company for their opinion on the remuneration of other executive directors or members of the management bodies.</p> <p>4.13.4. The remuneration committee should report on the exercise of its functions to the shareholders and be present at the annual general meeting for this purpose.</p>		
<p>4.14. Audit Committee.</p> <p>4.14.1. Key functions of the audit committee should be the following:</p> <ol style="list-style-type: none"> <li>1) Observe the integrity of the financial information provided by the company, in particular by reviewing the relevance and consistency of the accounting methods used by the company and its group (including the criteria for the consolidation of the accounts of companies in the group);</li> <li>2) At least once a year review the systems of internal control and risk management to ensure that the key risks (inclusive of the risks in relation with compliance with existing laws and regulations) are properly identified, managed and reflected in the information provided;</li> <li>3) Ensure the efficiency of the internal audit function, among other things, by making recommendations on the selection, appointment, reappointment and removal of the head of the internal audit department and on the budget of the department, and by monitoring the responsiveness of the management to its findings and recommendations. Should there be no internal audit authority in the company, the need for one should be reviewed at least annually;</li> <li>4) Make recommendations to the collegial body related with selection, appointment, reappointment and removal of the external auditor (to be done by the general shareholders' meeting) and with the terms and conditions of his engagement. The committee should investigate situations that lead to a resignation of the audit company or auditor and make recommendations on required actions in such situations;</li> <li>5) Monitor independence and impartiality of the external auditor, in particular by reviewing the audit company's compliance with applicable guidance relating to the rotation of audit partners, the level of fees paid by the company, and similar issues. In order to prevent occurrence of material conflicts of interest, the committee, based on the auditor's disclosed inter alia data on all remunerations paid by the company to the auditor and network, should at all times monitor nature and extent of the non-audit services. Having regard to the principals and guidelines established in the 16 May 2002 Commission</li> </ol>	Yes/No	Audit committee's rights and obligations stipulated in Internal rules of Audit committee do not differ from those stipulated in legal acts (Law on Audit, Official Gazette, 2008, No. 82-3233). Internal rules of Audit committee have been approved by decision of general shareholders meeting.



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<p>Recommendation 2002/590/EC, the committee should determine and apply a formal policy establishing types of non-audit services that are (a) excluded, (b) permissible only after review by the committee, and (c) permissible without referral to the committee;</p> <p>6) Review efficiency of the external audit process and responsiveness of management to recommendations made in the external auditor's management letter.</p> <p>4.14.2. All members of the committee should be furnished with complete information on particulars of accounting, financial and other operations of the company. Company's management should inform the audit committee of the methods used to account for significant and unusual transactions where the accounting treatment may be open to different approaches. In such case a special consideration should be given to company's operations in offshore centers and/or activities carried out through special purpose vehicles (organizations) and justification of such operations.</p> <p>4.14.3. The audit committee should decide whether participation of the chairman of the collegial body, chief executive officer of the company, chief financial officer (or superior employees in charge of finances, treasury and accounting), or internal and external auditors in the meetings of the committee is required (if required, when). The committee should be entitled, when needed, to meet with any relevant person without executive directors and members of the management bodies present.</p> <p>4.14.4. Internal and external auditors should be secured with not only effective working relationship with management, but also with free access to the collegial body. For this purpose the audit committee should act as the principal contact person for the internal and external auditors.</p> <p>4.14.5. The audit committee should be informed of the internal auditor's work program, and should be furnished with internal audit's reports or periodic summaries. The audit committee should also be informed of the work program of the external auditor and should be furnished with report disclosing all relationships between the independent auditor and the company and its group. The committee should be timely furnished information on all issues arising from the audit.</p> <p>4.14.6. The audit committee should examine whether the company is following applicable provisions regarding the possibility for employees to report alleged significant irregularities in the company, by way of complaints or through anonymous submissions (normally to an independent member of the collegial body), and should ensure that there is a procedure established for proportionate and independent investigation of these issues and for appropriate follow-up action.</p> <p>4.14.7. The audit committee should report on its activities to the collegial body at least once in every six months, at the time the yearly and half-yearly statements are approved.</p>		
<p>4.15. Every year the collegial body should conduct the assessment of its activities. The assessment should include evaluation of collegial body's structure, work organization and ability to act as a group, evaluation of each of the collegial body member's and committee's competence and work efficiency and assessment whether the collegial body has achieved its objectives. The collegial body should, at least once a year, make public (as part of the information the company annually discloses on its management structures and practices) respective information on its internal organization and working procedures, and specify what material changes were made as a result of the assessment of the collegial body of its own activities.</p>	No	There is no practice in Company on internal assessments of management board activities and notification on it.
<p><b>Principle V: The working procedure of the company's collegial bodies</b>  <b>The working procedure of supervisory and management bodies established in the company should ensure efficient operation of these bodies and decision-making and encourage active co-operation between the company's bodies.</b></p>		
<p>5.1. The company's supervisory and management bodies (hereinafter in this Principle the concept 'collegial bodies' covers</p>	Yes	Company's management board is conducted by chairman of the management board.

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both the collegial bodies of supervision and the collegial bodies of management) should be chaired by chairpersons of these bodies. The chairperson of a collegial body is responsible for proper convocation of the collegial body meetings. The chairperson should ensure that information about the meeting being convened and its agenda are communicated to all members of the body. The chairperson of a collegial body should ensure appropriate conducting of the meetings of the collegial body. The chairperson should ensure order and working atmosphere during the meeting.		
5.2. It is recommended that meetings of the company's collegial bodies should be carried out according to the schedule approved in advance at certain intervals of time. Each company is free to decide how often to convene meetings of the collegial bodies, but it is recommended that these meetings should be convened at such intervals, which would guarantee an interrupted resolution of the essential corporate governance issues. Meetings of the company's supervisory board should be convened at least once in a quarter, and the company's board should meet at least once a month.	Yes/No	Company's management board meetings are convened depending on the necessity, in such a way as to ensure an interrupted resolution of the essential corporate governance issues. In Company's opinion, covering of management board meeting depending on the necessity ensures operative decision making.
5.3. Members of a collegial body should be notified about the meeting being convened in advance in order to allow sufficient time for proper preparation for the issues on the agenda of the meeting and to ensure fruitful discussion and adoption of appropriate decisions. Alongside with the notice about the meeting being convened, all the documents relevant to the issues on the agenda of the meeting should be submitted to the members of the collegial body. The agenda of the meeting should not be changed or supplemented during the meeting, unless all members of the collegial body are present or certain issues of great importance to the company require immediate resolution.	Yes	
5.4. In order to co-ordinate operation of the company's collegial bodies and ensure effective decision-making process, chairpersons of the company's collegial bodies of supervision and management should closely co-operate by co-coordinating dates of the meetings, their agendas and resolving other issues of corporate governance. Members of the company's board should be free to attend meetings of the company's supervisory board, especially where issues concerning removal of the board members, their liability or remuneration are discussed.	No	The Company does not implement this recommendation whereas only management board is constituted in the Company. See commentary of 2.1. recommendation.
<b>Principle VI: The equitable treatment of shareholders and shareholder rights</b> <b>The corporate governance framework should ensure the equitable treatment of all shareholders, including minority and foreign shareholders. The corporate governance framework should protect the rights of the shareholders.</b>		
6.1. It is recommended that the company's capital should consist only of the shares that grant the same rights to voting, ownership, dividend and other rights to all their holders.	Yes	The Company's capital consists of ordinary registered shares which grant equal rights to their owners.
6.2. It is recommended that investors should have access to the information concerning the rights attached to the shares of the new issue or those issued earlier in advance, i.e. before they purchase shares.	Yes	The Company informs about the rights attached to the shares of the new issue or those issued earlier in prospects of the shares of new issue, in annual and interim reports and in Company's website. See commentaries of X principle's recommendations.
6.3. Transactions that are important to the company and its shareholders, such as transfer, investment, and pledge of the company's assets or any other type of encumbrance should be subject to approval of the general shareholders' meeting. All shareholders should be furnished with equal opportunity to familiarize with and participate in the decision-making process when significant corporate issues, including approval of transactions referred to above, are discussed.	No	The management board of the Company adopts resolutions for transactions regarding transferring, investment, pledge or other type of the encumbrance of the tangible long-term assets the book value whereof exceeds 1/20 of the share capital of the Company. Such procedure is stipulated in Company's articles of association which were approved by decision of general shareholders meeting. Additionally, such decision making procedure (without shareholders approval) ensures less administrative burden and operative decision making.
6.4. Procedures of convening and conducting a general shareholders' meeting should ensure equal opportunities for the	Yes	

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shareholders to effectively participate at the meetings and should not prejudice the rights and interests of the shareholders. The venue, date, and time of the shareholders' meeting should not hinder wide attendance of the shareholders.		
6.5. If is possible, in order to ensure shareholders living abroad the right to access to the information, it is recommended that documents on the course of the general shareholders' meeting should be placed on the publicly accessible website of the company not only in Lithuanian language, but in English and /or other foreign languages in advance. It is recommended that the minutes of the general shareholders' meeting after signing them and/or adopted resolutions should be also placed on the publicly accessible website of the company. Seeking to ensure the right of foreigners to familiarize with the information, whenever feasible, documents referred to in this recommendation should be published in Lithuanian, English and/or other foreign languages. Documents referred to in this recommendation may be published on the publicly accessible website of the company to the extent that publishing of these documents is not detrimental to the company or the company's commercial secrets are not revealed.	Yes	Company's general shareholders' meeting draft resolutions are published in pursuance of applicable legal acts, i.e. not later than 21 (twenty one) days before shareholders' meeting. General shareholders' meeting draft resolutions and its adopted resolutions are published throughout NASDAQ Vilnius Stock Exchange information disclosure system and are placed on publicly accessible Company's website, in Lithuanian and English. General shareholders' meeting draft resolutions are also placed in Central Storage Facility.
6.6. Shareholders should be furnished with the opportunity to vote in the general shareholders' meeting in person and in absentia. Shareholders should not be prevented from voting in writing in advance by completing the general voting ballot.	Yes	The Company's shareholders are furnished with the opportunity to vote in general shareholders' meeting both personally and throughout duly authorized representatives. On demand of shareholders, the Company may furnish the opportunity to vote in general shareholders' meeting in writing in advance, pursuant to the Law on Companies.
6.7. With a view to increasing the shareholders' opportunities to participate effectively at shareholders' meetings, the companies are recommended to expand use of modern technologies by allowing the shareholders to participate and vote in general meetings via electronic means of communication. In such cases security of transmitted information and a possibility to identify the identity of the participating and voting person should be guaranteed. Moreover, companies could furnish its shareholders, especially shareholders living abroad, with the opportunity to watch shareholder meetings by means of modern technologies.	No	In Company's opinion, thus far there was no necessity to use modern technologies in general shareholders' meeting participation and voting process via electronic means of communication. However, shareholders have the possibilities to vote through authorized person or by completing the general voting ballot.
<b>Principle VII: The avoidance of conflicts of interest and their disclosure</b> <b>The corporate governance framework should encourage members of the corporate bodies to avoid conflicts of interest and assure transparent and effective mechanism of disclosure of conflicts of interest regarding members of the corporate bodies.</b>		
7.1. Any member of the company's supervisory and management body should avoid a situation, in which his/her personal interests are in conflict or may be in conflict with the company's interests. In case such a situation did occur, a member of the company's supervisory and management body should, within reasonable time, inform other members of the same collegial body or the company's body that has elected him/her, or to the company's shareholders about a situation of a conflict of interest, indicate the nature of the conflict and value, where possible.	Yes	
7.2. Any member of the company's supervisory and management body may not mix the company's assets, the use of which has not been mutually agreed upon, with his/her personal assets or use them or the information which he/she learns by virtue of his/her position as a member of a corporate body for his/her personal benefit or for the benefit of any third person without a prior agreement of the general shareholders' meeting or any other corporate body authorized by the meeting.	Yes	
7.3. Any member of the company's supervisory and management body may conclude a transaction with the company, a member of a corporate body of which he/she is. Such a transaction (except insignificant ones due to their low value or concluded when carrying out routine operations in the company under usual conditions) must be immediately reported in writing or orally, by recording this in the minutes of the meeting, to other members of the same corporate body or to the corporate body that has elected him/her or to the	Yes	

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company's shareholders. Transactions specified in this recommendation are also subject to recommendation 4.5.		
7.4. Any member of the company's supervisory and management body should abstain from voting when decisions concerning transactions or other issues of personal or business interest are voted on.	Yes	
<b>Principle VIII: Company's remuneration policy</b> <b>Remuneration policy and procedure for approval, revision and disclosure of directors' remuneration established in the company should prevent potential conflicts of interest and abuse in determining remuneration of directors, in addition it should ensure publicity and transparency both of company's remuneration policy and remuneration of directors.</b>		
8.1. A company should make a public statement of the company's remuneration policy (hereinafter the remuneration statement) which should be clear and easily understandable. This remuneration statement should be published as a part of the company's annual statement as well as posted on the company's website.	No	The Company does not prepare and publish remuneration statement. In Company's opinion, such information commercially is not published. Pursuant to law requirements, the Company publishes in Company's annual report information regarding total sums counted to management board members, chief executive officer and chief financial officer during reporting period.
8.2. Remuneration statement should mainly focus on directors' remuneration policy for the following year and, if appropriate, the subsequent years. The statement should contain a summary of the implementation of the remuneration policy in the previous financial year. Special attention should be given to any significant changes in company's remuneration policy as compared to the previous financial year.	No	See commentary of 8.1. recommendation.
8.3. Remuneration statement should leastwise include the following information: <ul style="list-style-type: none"> <li>· Explanation of the relative importance of the variable and non-variable components of directors' remuneration;</li> <li>· Sufficient information on performance criteria that entitles directors to share options, shares or variable components of remuneration;</li> <li>· An explanation how the choice of performance criteria contributes to the long-term interests of the company;</li> <li>· An explanation of the methods, applied in order to determine whether performance criteria have been fulfilled;</li> <li>· Sufficient information on deferment periods with regard to variable components of remuneration;</li> <li>· Sufficient information on the linkage between the remuneration and performance;</li> <li>· The main parameters and rationale for any annual bonus scheme and any other non-cash benefits;</li> <li>· Sufficient information on the policy regarding termination payments;</li> <li>· Sufficient information with regard to vesting periods for share-based remuneration, as referred to in point 8.13 of this Code;</li> <li>· Sufficient information on the policy regarding retention of shares after vesting, as referred to in point 8.15 of this Code;</li> <li>· Sufficient information on the composition of peer groups of companies the remuneration policy of which has been examined in relation to the establishment of the remuneration policy of the company concerned;</li> <li>· A description of the main characteristics of supplementary pension or early retirement schemes for directors;</li> <li>· Remuneration statement should not include commercially sensitive information.</li> </ul>	No	See commentary of 8.1. recommendation.
8.4. Remuneration statement should also summarize and explain company's policy regarding the terms of the contracts executed with executive directors and members of the management bodies. It should include, inter alia, information on the duration of contracts with executive directors and members of the management bodies, the applicable notice periods and details of provisions for termination payments linked to early termination under contracts for executive directors and members of the management bodies.	No	See commentary of 8.1. recommendation.
8.5. Remuneration statement should also contain detailed information on the entire amount of remuneration, inclusive of other benefits, that was paid to individual directors over the relevant financial year. This document should list at least the information set out in items 8.5.1 to 8.5.4 for each person who has served as a director of the company at any time during the relevant financial year. 8.5.1. The following remuneration and/or emoluments-related information should be disclosed:	No	See commentary of 8.1. recommendation.

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<ul style="list-style-type: none"> <li>· The total amount of remuneration paid or due to the director for services performed during the relevant financial year, inclusive of, where relevant, attendance fees fixed by the annual general shareholders meeting;</li> <li>· The remuneration and advantages received from any undertaking belonging to the same group;</li> <li>· The remuneration paid in the form of profit sharing and/or bonus payments and the reasons why such bonus payments and/or profit sharing were granted;</li> <li>· If permissible by the law, any significant additional remuneration paid to directors for special services outside the scope of the usual functions of a director;</li> <li>· Compensation receivable or paid to each former executive director or member of the management body as a result of his resignation from the office during the previous financial year;</li> <li>· Total estimated value of non-cash benefits considered as remuneration, other than the items covered in the above points.</li> </ul> <p>8.5.2. As regards shares and/or rights to acquire share options and/or all other share-incentive schemes, the following information should be disclosed:</p> <ul style="list-style-type: none"> <li>· The number of share options offered or shares granted by the company during the relevant financial year and their conditions of application;</li> <li>· The number of shares options exercised during the relevant financial year and, for each of them, the number of shares involved and the exercise price or the value of the interest in the share incentive scheme at the end of the financial year;</li> <li>· The number of share options unexercised at the end of the financial year; their exercise price, the exercise date and the main conditions for the exercise of the rights;</li> <li>· All changes in the terms and conditions of existing share options occurring during the financial year.</li> </ul> <p>8.5.3. The following supplementary pension schemes-related information should be disclosed:</p> <ul style="list-style-type: none"> <li>· When the pension scheme is a defined-benefit scheme, changes in the directors' accrued benefits under that scheme during the relevant financial year;</li> <li>· When the pension scheme is defined-contribution scheme, detailed information on contributions paid or payable by the company in respect of that director during the relevant financial year.</li> </ul> <p>8.5.4. The statement should also state amounts that the company or any subsidiary company or entity included in the consolidated annual financial report of the company has paid to each person who has served as a director in the company at any time during the relevant financial year in the form of loans, advance payments or guarantees, including the amount outstanding and the interest rate.</p>		
<p>8.6. Where the remuneration policy includes variable components of remuneration, companies should set limits on the variable component(s). The non-variable component of remuneration should be sufficient to allow the company to withhold variable components of remuneration when performance criteria are not met.</p>	Not applicable	See commentary of 8.1. recommendation.
<p>8.7. Award of variable components of remuneration should be subject to predetermined and measurable performance criteria.</p>	Not applicable	See commentary of 8.1. recommendation.
<p>8.8. Where a variable component of remuneration is awarded, a major part of the variable component should be deferred for a minimum period of time. The part of the variable component subject to deferral should be determined in relation to the relative weight of the variable component compared to the non-variable component of remuneration.</p>	Not applicable	See commentary of 8.1. recommendation.
<p>8.9. Contractual arrangements with executive or managing directors should include provisions that permit the company to reclaim variable components of remuneration that were awarded on the basis of data which subsequently proved to be manifestly misstated.</p>	Not applicable	See commentary of 8.1. recommendation.
<p>8.10. Termination payments should not exceed a fixed amount or fixed number of years of annual remuneration, which should, in general, not be higher than two years of the non-variable component of remuneration or the equivalent thereof.</p>	Not applicable	See commentary of 8.1. recommendation.
<p>8.11. Termination payments should not be paid if the termination is due to inadequate performance.</p>	Not applicable	See commentary of 8.1. recommendation.
<p>8.12. The information on preparatory and decision-making processes, during which a policy of remuneration of directors is being established, should also be disclosed. Information should include data, if applicable, on authorities and composition of the</p>	Not applicable	See commentary of 8.1. recommendation.



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remuneration committee, names and surnames of external consultants whose services have been used in determination of the remuneration policy as well as the role of shareholders' annual general meeting.		
8.13. Shares should not vest for at least three years after their award.	Not applicable	See commentary of 8.1. recommendation. Company's directors are not remunerated in shares.
8.14. Share options or any other right to acquire shares or to be remunerated on the basis of share price movements should not be exercisable for at least three years after their award. Vesting of shares and the right to exercise share options or any other right to acquire shares or to be remunerated on the basis of share price movements, should be subject to predetermined and measurable performance criteria.	Not applicable	See commentary of 8.1. recommendation. Company's directors are not remunerated in shares, share options or any other right to purchase Company's shares.
8.15. After vesting, directors should retain a number of shares, until the end of their mandate, subject to the need to finance any costs related to acquisition of the shares. The number of shares to be retained should be fixed, for example, twice the value of total annual remuneration (the non-variable plus the variable components).	Not applicable	See commentaries of 8.1. and 8.14 recommendations.
8.16. Remuneration of non-executive or supervisory directors should not include share options.	Not applicable	See commentaries of 8.1. and 8.14 recommendations.
8.17. Shareholders, in particular institutional shareholders, should be encouraged to attend general meetings where appropriate and make considered use of their votes regarding directors' remuneration.	Not applicable	See commentary of 8.1. recommendation.
8.18. Without prejudice to the role and organization of the relevant bodies responsible for setting directors' remunerations, the remuneration policy or any other significant change in remuneration policy should be included into the agenda of the shareholders' annual general meeting. Remuneration statement should be put for voting in shareholders' annual general meeting. The vote may be either mandatory or advisory.	Not applicable	See commentary of 8.1. recommendation.
8.19. Schemes anticipating remuneration of directors in shares, share options or any other right to purchase shares or be remunerated on the basis of share price movements should be subject to the prior approval of shareholders' annual general meeting by way of a resolution prior to their adoption. The approval of scheme should be related with the scheme itself and not to the grant of such share-based benefits under that scheme to individual directors. All significant changes in scheme provisions should also be subject to shareholders' approval prior to their adoption; the approval decision should be made in shareholders' annual general meeting. In such case shareholders should be notified on all terms of suggested changes and get an explanation on the impact of the suggested changes.	Not applicable	See commentaries of 8.1. and 8.14 recommendations.
8.20. The following issues should be subject to approval by the shareholders' annual general meeting: <ul style="list-style-type: none"> <li>· Grant of share-based schemes, including share options, to directors;</li> <li>· Determination of maximum number of shares and main conditions of share granting;</li> <li>· The term within which options can be exercised;</li> <li>· The conditions for any subsequent change in the exercise of the options, if permissible by law;</li> <li>· All other long-term incentive schemes for which directors are eligible and which are not available to other employees of the company under similar terms. Annual general meeting should also set the deadline within which the body responsible for remuneration of directors may award compensations listed in this article to individual directors.</li> </ul>	Not applicable	
8.21. Should national law or company's Articles of Association allow, any discounted option arrangement under which any rights are granted to subscribe to shares at a price lower than the market value of the share prevailing on the day of the price determination, or the average of the market values over a number of days preceding the date when the exercise price is determined, should also be subject to the shareholders' approval.	Not applicable	
8.22. Provisions of Articles 8.19 and 8.20 should not be applicable to schemes allowing for participation under similar conditions to company's employees or employees of any subsidiary company whose employees are eligible to participate in the scheme and which has been approved in the shareholders' annual general meeting.	Not applicable	
8.23. Prior to the annual general meeting that is intended to consider decision stipulated in Article 8.19, the shareholders must be provided	Not applicable	

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PRINCIPLES/ RECOMMENDATIONS	YES/NO /NOT APPLICABLE	COMMENTARY
an opportunity to familiarize with draft resolution and project-related notice (the documents should be posted on the company's website). The notice should contain the full text of the share-based remuneration schemes or a description of their key terms, as well as full names of the participants in the schemes. Notice should also specify the relationship of the schemes and the overall remuneration policy of the directors. Draft resolution must have a clear reference to the scheme itself or to the summary of its key terms. Shareholders must also be presented with information on how the company intends to provide for the shares required to meet its obligations under incentive schemes. It should be clearly stated whether the company intends to buy shares in the market, hold the shares in reserve or issue new ones. There should also be a summary on scheme-related expenses the company will suffer due to the anticipated application of the scheme. All information given in this article must be posted on the company's website.		
<b>Principle IX: The role of stakeholders in corporate governance</b> <b>The corporate governance framework should recognize the rights of stakeholders as established by law and encourage active co-operation between companies and stakeholders in creating the company value, jobs and financial sustainability. For the purposes of this Principle, the concept "stakeholders" includes investors, employees, creditors, suppliers, clients, local community and other persons having certain interest in the company concerned.</b>		
9.1. The corporate governance framework should assure that the rights of stakeholders that are protected by law are respected.	Yes	The Company respects the rights of interest holders, and the interest holders may participate in the management of the Company in the manner prescribed by legal acts.
9.2. The corporate governance framework should create conditions for the stakeholders to participate in corporate governance in the manner prescribed by law. Examples of mechanisms of stakeholder participation in corporate governance include: employee participation in adoption of certain key decisions for the company; consulting the employees on corporate governance and other important issues; employee participation in the company's share capital; creditor involvement in governance in the context of the company's insolvency, etc.	Yes	
9.3. Where stakeholders participate in the corporate governance process, they should have access to relevant information.	Yes	
<b>Principle X: Information disclosure and transparency</b> <b>The corporate governance framework should ensure that timely and accurate disclosure is made on all material information regarding the company, including the financial situation, performance and governance of the company.</b>		
10.1. The company should disclose information on: 1) The financial and operating results of the company; 2) Company objectives; 3) Persons holding by the right of ownership or in control of a block of shares in the company; 4) Members of the company's supervisory and management bodies, chief executive officer of the company and their remuneration; 5) Material foreseeable risk factors; 6) Transactions between the company and connected persons, as well as transactions concluded outside the course of the company's regular operations; 7) Material issues regarding employees and other stakeholders; 8) Governance structures and strategy. This list should be deemed as a minimum recommendation, while the companies are encouraged not to limit themselves to disclosure of the information specified in this list.	Yes	The information mentioned in this recommendation is disclosed in announcements on material events published throughout Nasdaq Vilnius Stock Exchange information disclosure system, in Company's website, and in Company's documents of annual and interim information in such scope as it is required by law as well as by International Financial Reporting Standards applicable in European Union. The information is also disclosed by chief executive officer and senior management in presentations to investors.
10.2. It is recommended that consolidated results of the whole group to which the company belongs should be disclosed when information specified in item 1 of Recommendation 10.1 is under disclosure.	Yes	The Company provides information about consolidated results of the Company and its subsidiary companies.
10.3. It is recommended that information on the professional background, qualifications of the members of supervisory and management bodies, chief executive officer of the company should be disclosed as well as potential conflicts of interest that may have an effect on their decisions when information specified in item 4 of Recommendation 10.1 about the members of the company's supervisory and management bodies is under disclosure. It is also recommended that information about the amount of remuneration received from the company and other income should be disclosed with regard to members of the company's supervisory and management bodies and chief executive officer as per Principle VIII.	Yes/No	See commentary of 3.2 recommendation of III principle. The Company does not prepare and publish remuneration statement, See commentary of 8.1. recommendation of VIII principle.
10.4. It is recommended that information about the links between the company and its stakeholders, including employees, creditors, suppliers, local community, as well as the company's policy with	Yes	Information is disclosed in Company's documents of annual and interim information in such scope as it is required by law as well as by International

APB APRANGA, Company's code 121933274, Ukmerges 362, Vilnius

FOR THE YEAR ENDED 31 DECEMBER 2018

(all tabular amounts are in EUR thousands unless otherwise stated)

PRINCIPLES/ RECOMMENDATIONS	YES/NO /NOT APPLICABLE	COMMENTARY
regard to human resources, employee participation schemes in the company's share capital, etc. should be disclosed when information specified in item 7 of Recommendation 10.1 is under disclosure.		Financial Reporting Standards applicable in European Union. As well this information is disclosed by chief executive officer and senior management in presentations to investors.
10.5. Information should be disclosed in such a way that neither shareholders nor investors are discriminated with regard to the manner or scope of access to information. Information should be disclosed to all simultaneously. It is recommended that notices about material events should be announced before or after a trading session on the Vilnius Stock Exchange, so that all the company's shareholders and investors should have equal access to the information and make informed investing decisions.	Yes	The information is disclosed pursuant to the requirements of the laws of the Republic of Lithuania. The information is disclosed throughout Nasdaq Vilnius Stock Exchange information disclosure system, thus ensuring simultaneous disclosure of information to investors. The information is straight away placed in Central Storage Facility. The information is disclosed in Lithuanian and English, before or after a trading session on the Nasdaq Vilnius Stock Exchange.
10.6. Channels for disseminating information should provide for fair, timely and cost-efficient access to relevant information by users. It is recommended that information technologies should be employed for wider dissemination of information, for instance, by placing the information on the company's website. It is recommended that information should be published and placed on the company's website not only in Lithuanian, but also in English, and, whenever possible and necessary, in other languages as well.	Yes	See commentary of 10.5 recommendation. All the information disclosed throughout Nasdaq Vilnius Stock Exchange information disclosure system and posted in Central Storage Facility is placed on Company's website especially intended for the investors <a href="http://aprangagroup.lt/en/investors">http://aprangagroup.lt/en/investors</a> , in Lithuanian and English.
10.7. It is recommended that the company's annual reports and other periodical accounts prepared by the company should be placed on the company's website. It is recommended that the company should announce information about material events and changes in the price of the company's shares on the Stock Exchange on the company's website too.	Yes	See commentary of 10.5 recommendation.
<b>Principle XI: The selection of the company's auditor</b>		
<b>The mechanism of the selection of the company's auditor should ensure independence of the firm of auditor's conclusion and opinion.</b>		
11.1. An annual audit of the company's financial statements and report should be conducted by an independent firm of auditors in order to provide an external and objective opinion on the company's financial statements.	Yes	The audit of annual Company's and its company group consolidated financial statements is performed by independent audit company according to International Financial Reporting Standards applicable in European Union. Audit company also performs the review of the annual report.
11.2. It is recommended that the company's supervisory board and, where it is not set up, the company's board should propose a candidate firm of auditors to the general shareholders' meeting.	Yes	The candidacy of audit company is proposed by Company's board to general shareholders meeting.
11.3. It is recommended that the company should disclose to its shareholders the level of fees paid to the firm of auditors for non-audit services rendered to the company. This information should be also known to the company's supervisory board and, where it is not formed, the company's board upon their consideration which firm of auditors to propose for the general shareholders' meeting.	Not applicable	The firm of auditors of the Company has not rendered non-audit services to Company during the reporting period and has not received any remuneration for it from the Company.

# APRANGA

G R O U P

2018 SOCIAL RESPONSIBILITY REPORT

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# ABOUT APRANGA GROUP





Working at Apranga Group, we always think about the future, understanding that today's decisions will determine our future life. We are committed to creating a better world. As market leaders in the retail sale of clothing in the Baltic States, we assume responsibility for exemplifying how the fashion industry can change the surrounding environment and contribute to the creation of a society that is more equal and happier.

We hope that our efforts inspire not just our colleagues and family members but also our customers and society as a whole to assume greater responsibility for their actions and attitudes toward future challenges. We are happy to face challenges, and we want to create a future that is good for all.

We are focused and ready for changes that bring a passion for fashion that leads to happiness and the creation of a better society. Being experts in our field, we understand that we can and must make a contribution not just to the areas in which we work. Protection of the environment, access to education, equal opportunities, a sustainable and happy society – all are goals towards the achievement we seek in this Social Responsibility Report.

I believe that, by working together and assuming responsibilities today, we will create a better future for ourselves, our children and future generations.

Managing Director, Apranga Group  
**Rimantas Perveneckas**






Apranga Group is the leading retailer of clothing in the Baltic States. We are fully aware of our responsibility for business practice that has an impact on our employees, customers, shareholders, the public and the environment.

We take our obligations very seriously and seek continuity of our business. In all the markets that we operate we develop our business in good faith, with transparency, and in line with the highest business ethics. We seek to ensure the efficiency of our trading network, and we appreciate the need to retain and develop competent staff. The main principles of our activities can be defined by three words that reflect our attitude to the relationship between business and society:

<b>HONESTY</b>	<b>TRANSPARENCY</b>	<b>RESPONSIBILITY</b>
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Fostering these essential values and honouring our obligations will ensure that Apranga Group's relations with all stakeholders are transparent and based on trust.

MAIN FIGURES

	2018	2017
	<b>182 STORES</b>	<b>182 STORES</b>
	<b>200 BRANDS</b>	<b>200 BRANDS</b>
	<b>3 COUNTRIES</b>	<b>3 COUNTRIES</b>
	<b>2174 EMPLOYEES</b>	<b>2168 EMPLOYEES</b>
	<b>EUR 227 M. TURNOVER OF THE GROUP</b>	<b>EUR 223 M. TURNOVER OF THE GROUP</b>

Apranga Group (the 'Group') did not change its business model last year. The Group consists of the parent company Apranga APB established and operating in Lithuania and 24 subsidiaries established in Lithuania, Latvia and Estonia. Over the past year, two new companies were formed in Lithuania and Latvia (Apranga OLT UAB and Apranga OLV SIA). Retail sale of clothing is the core activity of all these companies of the Group.

#### THE SUBSIDIARIES CAN BE GROUPED AS FOLLOWS:

- **22 companies** (Zara, Bershka, Pull&Bear, Stradivarius and Massimo Dutti operators in each of the three Baltic States, Zara Home in Lithuania and Estonia, and Oysho/Uterqüe in Lithuania and Latvia) representing specific brands and operating under franchise agreements concluded with Inditex Group, one of the world's largest clothing suppliers (hereinafter referred to as the 'franchisees');
- **2 companies** (Apranga SIA and Apranga OÜ) that do not operate under franchise agreements or have a relatively small number of franchise agreements (hereinafter referred to as the 'non-franchisees').

Goods to the franchisees are supplied by Inditex Group, whereas goods to the non-franchisees are supplied by Apranga APB (with rare exceptions when goods are delivered to the non-franchisees directly).

The non-franchisees sell goods in the Latvian and Estonian markets; in Lithuania, goods are sold by Apranga APB itself. The subsidiaries' business model did not change last year.

The Group's sales income consists exclusively of the income received in the retail store chain (182 stores in Lithuania, Latvia and Estonia). As in the previous year, sales in specialised clothing stores account for 95% of the sales income, with footwear and household articles in relevant specialised stores accounting for 5%.

The Group's governance is centralised at the parent company – Apranga APB. The subsidiaries perform only a small part of functions and have the minimum number of administration staff. The absolute majority of administration staff and all logistic and warehouse staff are employed by Apranga APB.

#### STRUCTURE OF THE GROUP IN 2018

## 1.5

APRANGA APB		
LITHUANIA	LATVIA	ESTONIA
Apranga LT UAB	Apranga SIA	Apranga OÜ
Apranga BPB LT UAB	Apranga LV SIA	Apranga Estonia OÜ
Apranga PLT UAB	Apranga BPB LV SIA	Apranga BEE OÜ
Apranga SLT UAB	Apranga PLV SIA	Apranga PB Trade OÜ
Apranga MLT UAB	Apranga SLV SIA	Apranga ST Retail OÜ
Apranga HLT UAB	Apranga MLV SIA	Apranga MDE OÜ
Apranga OLT UAB	Apranga OLV SIA	Apranga HEST OÜ
Apranga Ecom LT UAB	Apranga Ecom LV SIA	Apranga Ecom EE OÜ

In conducting its business and committing ourselves to act in a socially responsible way, the Group follows four main principles. The principles are inseparable and form an integral whole; we understand that the responsibility assumed by a market leader creates additional duties and obligations:

### DECISIONS

We never compromise on those decisions that will affect welfare of our employees and society or produce an impact on the environment

### IMPLEMENTATION

In selecting our partners, we assume responsibility for striving for sustainable development. We are market leaders that seek to use our advantages in promoting changes for a better future.

### IMPACT

We seek to create best working and service conditions in our stores. With our employees and customers in mind, we choose optimality and highest European standards of technologies and innovation.

### RESULTS

We are open - we wish to learn from our best practices and share our knowledge.

We are part of societies in which we operate, and we wish to grow and develop together. Only by openly declaring our aims and obligations we will be able to duly understand each other and will be capable of learning from each other. We understand that decisions based on mutual respect and ability to hear others will enable us to create a sustainable society, conserve natural resources, and improve working conditions.

In pursuance of a responsible business policy, the Group faces various risks (such as regulatory, business, investment, market, supply chain, competition, cyclicity of the economy, macroeconomic factors risks etc.). Identifying and preventing these risks and preparedness for the resolution of issues help us to honour our obligations to employees and customers. We seek to ensure that neither internal nor external factors become an obstacle to implementing a responsible business policy and to fulfilling the obligations assumed.

***Economic risk.***

Activities of the Group are influenced by the economic situation of countries in which it operates (in particular, cyclicity of the economy). Lately the Baltic economies have been growing, and it can be reasonably expected that sustainable growth will be seen in 2019 as well. Still, the openness of the Baltic economies and the remaining uncertainty as to global trends of economic development and potential global or regional crises provide grounds for identifying potential economic risks. Therefore, the Group assumes its obligation to ensure sustainable business development knowingly and consistently, and guarantees that all the principles will be adhered to irrespective of potential economic challenges. Honouring one's agreements and publicly declared commitments is deemed to be one of the main principles leading to ensuring mutual trust with members of the public.

***Partner- and operations-related risks.***

The Group openly and honestly informs its suppliers and partners about its obligations and seeks to ensure that the latter follow the principles securing human rights, act in good faith with respect to its employees, comply with environmental regulations, and respect communities in the countries in which they operate. The Group is ready to respond in order to protect its employees' and customers' interests having regard to potential risks related to third parties with which the Group maintains business relationships.

***Competition risk.***

The Group as a market leader openly declares its commitment to continue and promote the socially responsible business policy that is not affected by adverse competitive actions or strengthening competition in the market for retail sale of clothing. Seeking to manage potential risks and meet requirements for the service quality, the Group constantly develops and modernises its store network, conducts market research, improves customer service, and implements a consistent programme on the optimisation of business processes and cutting costs. Apranga Group adheres to the principles of transparency and fair competition in its activities. We respect our competitors.

Apranga Group has identified employee-related risks in all markets in which it operates, and takes these risks into account while pursuing its strategic lines of activities.



**EMPLOYEE-RELATED RISKS:**

- Employee recruitment and employment;
- Smooth integration into work processes;
- Retaining employees and reducing rotation;
- Increasing employee satisfaction.

Mutual respect and meeting commitments are the main principles that we adhere to. We value our employees and make every effort to recognise their contribution to the company's welfare. The Baltic States' economies were experiencing growth in 2018, therefore, unemployment levels were low, average pay was increasing, and employee expectations were growing. Therefore, the Group was engaged in the active strengthening of ties between the companies and employees, emphasising career opportunities and fringe benefits for existing and future employees and encouraging people to return to work after maternity or paternity leave.

The company has a successfully functioning employee performance assessment and development system in place. It applies to every new employee from the start of his/her work with the company. New employees are assigned mentors, tasks for the first weeks are set, achievements are assessed and surveys are conducted. Based on survey results, problems are identified and optimal solutions are sought together with the employee.

The company organises training and seminars jointly with professionals, external partners and its own specialists on a periodic basis. A programme under the title 'Dress Your Thoughts. Conversations with Professionals' is in place; 12 sessions were organised last year.

Furthermore, activities of Apranga Group's Training Academy that had been established two years ago, were continued. In-house instructors – colleagues working at the Group who have accumulated comprehensive professional and personal experience are used for the training of employees. In 2018, 5 instructors held 15 training sessions for their colleagues.

Formulation of the Code of Conduct for employees has been started in 2018 on the basis of the rules already in force. This year the company intends to hold consultations with employees and external experts and seek to conclude an agreement which would supplement the rules and reinforce mutual commitments of the employer and the employee.

In any circumstances, if the employee's actions are contrary to the obligations declared by the Group, we commit ourselves to continue fulfilling these obligations and to seek to reduce any damage caused by the person related to the companies by his/her intentional or unintentional actions.



2.

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**EMPLOYEES**

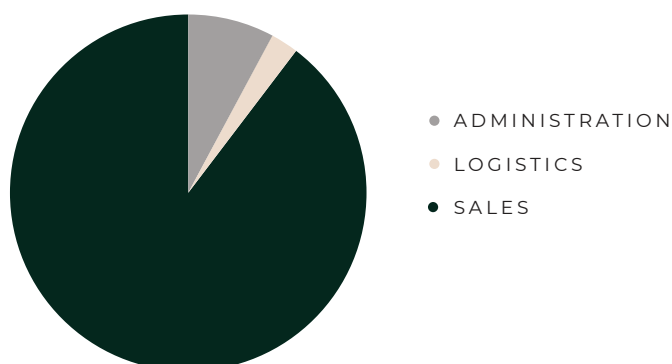


Apranga Group firmly believes that long-term business success is determined by the employees and their sincere work and loyalty, which is not only valued but also recognised in our communication with both existing and potential employees. The Group does not tolerate human rights violations in its activities, provide equal working conditions to all employees irrespective of nationality, gender, race, religion and political convictions, pursues an honest and transparent wages policy, and complies with the laws governing working time. The company provides employment and successful work opportunities for individuals of various age and with various levels of educational attainment and experience.

As of 31 December 2018, Apranga Group employed 2,174 people in Lithuania, Latvia and Estonia. The number of employees has changed very slightly in 2018, just 1%. Such change is natural considering that the total number of stores remained the same.

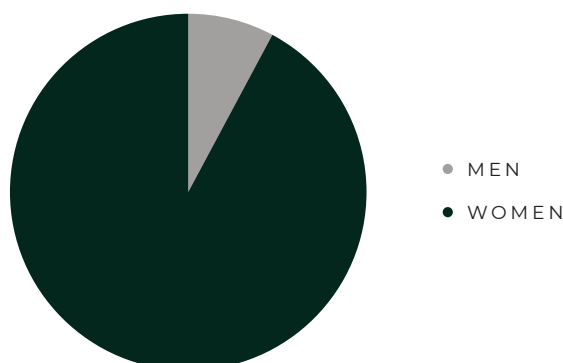
DIVISION	NUMBER OF EMPLOYEES IN 2018	NUMBER OF EMPLOYEES IN 2017	CHANGE
ADMINISTRATION	172	169	+3
LOGISTIC	58	54	+4
SALES	1 944	1 945	-1
<b>TOTAL</b>	<b>2 174</b>	<b>2 168</b>	<b>+6</b>

Figure 1. Distribution of employees by divisions, 2018.



Women account for 93% and men for 7% of the total number of the Group's employees. The ratio has remained similar to that recorded in 2017: 92% and 8%, respectively. A similar gender ratio is seen among store managers. 182 store managers include 11 men and 171 women (6% and 94%, respectively). The gender ratio between women and men in the administration management, i. e. directors of main departments and the Managing Director) is more balanced: 4 women and 3 men.

Figure 2. Distribution of employees by gender, 2018.

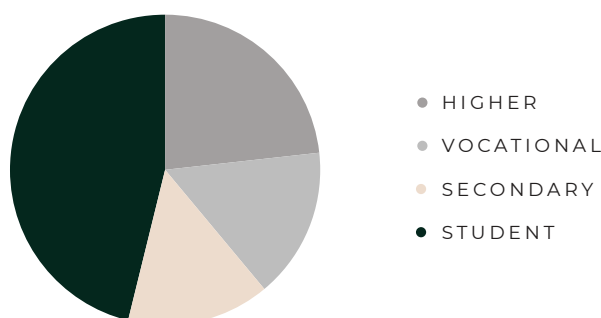


The average age of the Group's employees is 25.5 years. The majority of them (approx. 70%) are sales assistants/consultants working in the stores of Apranga Group. Mandatory assessments of occupational risks are carried out with the aim to ensure that workplaces are safe and not detrimental to health. Seminars on stress management and health promotion are organised. Health checks are carried out on a regular basis; there is a voluntary vaccination (flu) programme for employees.

As of 31 December 2018, the structure of employees of the Group by education was as follows:

EDUCATIONAL ATTAINMENT	NUMBER OF EMPLOYEES IN 2018	NUMBER OF EMPLOYEES IN 2017	CHANGE
HIGHER	515	535	-3%
VOCATIONAL	346	304	14%
SECONDARY	304	250	21,6%
STUDENT	1 009	1 079	-7%
<b>TOTAL</b>	<b>2 174</b>	<b>2 168</b>	<b>0,2%</b>

Figure 3.  
Distribution of employees by education, 2018



We seek to ensure that Apranga Group's employees realise their professional potential, expand the limits of their competences, and contribute to the creation of an open and friendly working environment and increased competitiveness of the Group in the market. Having regard to employees' needs, we seek to provide them with opportunities for choosing acceptable working times and workloads. While many different people are employed by the Group, we seek agreement between them and allow them to select work schedules on weekdays, during later hours or on weekends.

Depending on the special character of work, which is also determined by the opening hours of shopping centres, we enable our employees to coordinate their work schedules with personal and family needs, daytime studies or vocational training.

Administration staff can also choose the start and, accordingly, the end of the working day, thus coordinating working time with personal needs. In the summer of last year an experiment was carried out aimed at achieving a better work and time balance: the employees were afforded additional opportunities for adjusting their work schedules in such a way that, upon selecting the start and end hours of the working day and allocating them to the employee's convenience, it would be possible to shorten the working day on Fridays. This initiative was accepted very favourably by the employees, therefore, the same will be offered this year as well.

In the 'Most Desirable Employer 2018' competition, Apranga APB was fifth among the Lithuanian retail trade sector leaders and first in the activity 'Retail sale of clothing in specialised stores'. In the elections that were held in the said competition the companies were rated according 6 indicators for 2017 and year-to-year growth: sales income, growth in sales income, profit before tax, growth in profit before tax, profitability, and the ratio between the pay and the P95 value of pay at companies engaged in the same type of activities.

In terms of pay, Apranga APB is among the 5% of the sector's employers whose employees receive the highest pay (P95). The company is on the 43rd place in the rating of all economic operators of the country.

The company highly values experience accumulated by its employees, supports and promotes long-term horizontal/vertical career aspirations, and seeks to develop talents. The majority of people in managerial positions 'grew up' in the company. As much as 95% of store managers started their career from the job of a sales assistant/consultant. This indicator has remained stable for years, which means that when a store manager leaves, he/she is most often replaced by an employee who has started career in the Group and who has distinguished himself at work. Development of talents is one of the main tasks of the Human Resources Department.

In 2018, the overall turnover of the Group's employees was reduced and was 97%:

COUNTRY	EMPLOYEE TURNOVER IN 2018	EMPLOYEE TURNOVER IN 2017	CHANGE, %
LITHUANIA	83%	92%	-10%
LATVIA	110%	100%	-11%
ESTONIA	129%	165%	-22%
<b>GROUP</b>	<b>97%</b>	<b>109%</b>	<b>-11%</b>

Historically, the highest turnover of employees is recorded in the companies owned by the Group, however, in 2018 a significant year-on-year reduction was observed: from 128% to 107%. Our active work toward improvement of working conditions has resulted in the lowering to the turnover indicator. Employer's image for us is the real indicator showing how employees assess us, rather than just a public relations campaign. In our view, the improved turnover indicator shows that our efforts are appreciated by both the employees and the labour market participants.

The overall employee turnover indicator also includes those employees of the Group who were promoted in the past year and now work in higher positions in the stores or in the headquarters.





Last year, the employee turnover among administration staff was 17% and among logistic staff 14%. The turnover at the Logistic Division was slightly higher due to a relocation of the administration and logistic centre to new premises, as a result of which part of the employees decided to look for a new job closer to the place of residence. The administration turnover indicator was also influenced by vertical and horizontal movements of employees making a career for themselves, or due to changes/expansion of areas of responsibility.

In order to better understand our employees and know their expectations and reasons for their decisions, we ask those who want to leave to complete a questionnaire. We draw conclusions based on the data received and invest in solutions that improve working conditions for existing employees.

DIVISION	EMPLOYEE TURNOVER IN 2018	EMPLOYEE TURNOVER IN 2017
ADMINISTRATION	17%	14%
LOGISTICS	14%	7%
SALES	107%	128%



**ADMINISTRATION**  
**17%**



**LOGISTICS**  
**14%**



**SALES**  
**107%**

Where a need for new staff arises, priority is always given to existing employees, such promoting horizontal growth of employees. In case if there are no candidacies in the company meeting set requirements, employees are recruited externally.

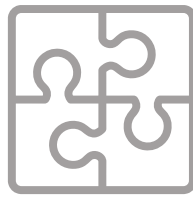
The mentoring programme that has been functioning in the company for a few years has effectively enabled the Group to shorten the new employees' integration process. This programme both contributes to a more effective and smooth integration process and helps reduce employee turnover. We are consistent in the employee development process: we seek continuous improvement which is monitored by regular assessments of achievements and competences.

In 2018, the Group organised 134 training courses for the employees (-29 compared with 2017) on thirty subjects. The employees' evaluation of the training was on average 4.7 out of 5.0 (2017: 4.6 on average).

The training programme is subject to constant reviews and updates. In 2018, the number of integrated training courses covering a number of subjects and employees with various responsibilities was larger than in previous year. The updated training programme is aimed at better integration of employees and presentation of detailed aspects of the companies' operations, the main goal being to help the employees to discover their talents and notice their best qualities.



**134 TRAINING COURSES**



**30 SUBJECTS**



**AVERAGE EVALUATION SCORE 4.7 OUT OF 5**

Last year, a project under the title 'Try On A Career' was particularly successful. Each employee who links his/her future with the company, is afforded an opportunity to reveal his/her potential and try a new activity. In this way the Group lets the employees test their capabilities in various job positions and grow as professionals; at the same time, in-house development of talents is promoted.

In 2018, 90 employees decided to test their capabilities in this project. 56 new talents were discovered, and 60% of the participants took a new path of their career.



**2017**

**87 PARTICIPATED**



**43 NEW TALENTS**



**40% WERE PROMOTED**

**2018**

**90 PARTICIPATED**

**56 NEW TALENTS**

**60% WERE PROMOTED**

We continue an initiative whereby employee's children who become 17 years of age can test their capabilities by working with Apranga Group, which helps them decide on future career. They are offered a flexible schedule so that they can coordinate work with studies.

Apranga Group understands the role of a family in societal welfare, therefore, to encourage mothers or fathers to return to work after a maternity/paternity leave we try to offer them flexible working conditions that enable them to coordinate childcare with work.

In 2018, a project under the title 'Ambassadors of Apranga' was launched. The employees were invited to represent the Group in social networks, at events and inside the company. Employees from the Group's stores in Lithuania, Latvia and Estonia as well as the administration were selected for the project.

Eight ambassadors took part in a photo session and were provided with information about the company and its operations. Using the opportunity to exceed the limits of their direct responsibilities, the ambassadors familiarised themselves with new professional areas and were afforded an opportunity to realise their previously undisclosed talents.

The Group's ambassadors were also involved in social projects and introduced other employees to the company's social activities.

It is gratifying that this initiative was met very well by the Group's employees, they willingly took part in the selection and showed that they valued the efforts to involve employees into various aspects of the Group's operations. It should be noted that after completion of the



project three out of the eight ambassadors were promoted and changed their job position, which is perceived as an additional project benefit.

Apranga Group is constantly looking for new activities and initiatives that would be of interest for the employees and would enrich activities with sometimes slightly unconventional experiences.

## SAFETY AT WORK

## 2.4

We firmly believe that there cannot be any exceptions in terms of safety at work and employee welfare. Therefore, we adhere to a principle that safe working environment is one of the fundamental rights of any employee and make every effort to improve health and safety at work as well as have internal controls of this area in place.

The Group conducts an active dialogue on the implementation of measures of occupational healthcare, monitoring, safe and clean working environment, and safety and culture at work. Introduction of mandatory and additional healthcare measures and the employees' provision with personal equipment enables us to avoid incidents.

Main changes related to safety at work in 2018 were implemented in the premises of the Logistic Centre, where, as part of installation of new infrastructure, a new technology for the sorting line for clothing hung on hangers was selected. It enables the transportation of products between floors without the need to work at a height, leading to a lower probability of accidents. A conveyor transports product boxes which reduces physical load for the Logistic Centre's staff.

In 2018, four minor safety at work incidents were recorded in the Group. In each case, all the necessary measures were taken to identify and eliminate causes of the accident and to provide additional briefing to employees so that similar incidents are avoided in the future.

Our employees' safety and welfare is the most important value for us, therefore, we follow the principle that we have to seek maximum results in terms of safety at work.

3.

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# ANTI-CORRUPTION ACTIVITIES



We have chosen the path of increasing employees' awareness and encouraging them to assume responsibility for anti-corruption activities. The principle of a zero tolerance to corruption is applied. Seeking to ensure transparency and publicity of its activities, Apranga Group is engaged in the prevention of corruption the aim of which is to ensure that there is no corruption in the operations of the Group and its companies. The company is for transparent business that helps attract attention of the public to an advanced and responsible business in Lithuania that ensures proper working conditions for employees.

The Group strictly opposes any manifestations of corruption in any form as well as active or passive bribery which includes any promise, offer or settlement in cash or by means of a gift to an intermediary, business partner, an official, a political party or another third party in order to bribe the beneficiary or the supplier so that the latter deviates from proper performance of its functions/duties or takes improper decisions, and vice versa. The Group calls for an honest and transparent direct communication with the authorities.

The Group promotes an honest business policy and transparent communication with customers, suppliers, contractors, subcontractors and other third parties. A 'four-eye' principle is always applied in the procurement of goods thus preventing any dishonest action. Corruption risk in the company is also reduced by complex internal control mechanisms in place and by preventive training for employees designed for identifying potential corruption risk. Internal control is an ongoing process at the company, and business processes are constantly improved.

In 2018, 38 preventive training courses were held for the Group's employees, focussed on the protection of material values, definition of a corruption risk, and on instructions for reporting on potential corruption cases.

Five incidents related to the protection of material values at the Group's companies were recorded in 2018 (the same number as in 2017). In all cases, the zero tolerance principle was applied. No cases of corruption in any other form or bribery were recorded.



4.

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# PERSONAL DATA PROTECTION AND PRIVACY



Personal data protection is becoming an increasingly relevant aspect of life having regard to the fact that the Group commits itself to both protect privacy of each data subject and respect personal data entrusted by our customers. Protection of employees' personal data is also in the focus of attention. We respect all members of our team, therefore, we are actively working to ensure protection of all personal data.

We comply with the statutory personal data protection principles in each country in which we operate.

We had started preparing for the EU General Personal Data Protection Regulation (GDPR) back in 2017; and last year we put forth efforts to train employees working with customers' personal data in appropriate and responsible conduct. The employees were made conversant with the Group's personal data protection policy and rules.

Additional responsibilities were presented to the Human Resources Department and the Information Technologies Department, and their staff was trained in responsible use of personal data. Additional protection and a control system were put in place to ensure that personal data entrusted to us by customers and employees are processed and stored according to all statutory requirements.

A Data Protection Officer of the Legal Department was appointed. He ensures the company's compliance with requirements, assesses situation and makes recommendations for improving the personal data protection efficiency.

No incidents related to personal data protection or breaches of privacy were recorded in 2018. We respect our customers and employees, therefore, we process their personal data in a responsible manner.

5.

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# VALUE ADDED FOR SHAREHOLDERS



Having marked the 20th anniversary of Apranga Group's inclusion in Nasdaq Vilnius Official Trading List in 2017, last year we continued to work according to highest business standards. Over these twenty years in capital markets the company has made a significant contribution to the establishment of principles of transparent information provision, good corporate governance, and active and transparent cooperation with investors. The company creates long-term value added for its shareholders and contributes to the development of Nasdaq Baltic capital market. Experience gained by the company in the securities market has become an example for other companies that consider entering capital markets.

The company seeks to maintain transparent relations with existing and potential investors, and provides relevant information to them on the company's website on a timely and periodic basis. Apranga APB allots part of its profit to dividend; dividend paid on an annual basis ensures investment stability and liquidity of shares.



6.

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# VALUE ADDED FOR SOCIETY





We have been purposefully working for more than two decades seeking to contribute to the creation of better Lithuania. Apranga Group understands and assumes responsibility for creating value added for society by its activities. We live and change together with society, we respond to relevant issues and seek to contribute to their resolution. Our aim is to both promote growth of the country's economy and foster a cultural and educational environment.

#### MAIN LINES OF SOCIAL RESPONSIBILITY OF THE GROUP:

- Education of the young generation;
- Assistance to socially vulnerable societal groups;
- Promoting cultural activities;
- Sport and active lifestyle.

Last year, Apranga Group continued its programme of promoting physical activity and sponsoring sport organisations in Lithuania: the Lithuanian Basketball League and Dalia Kutkaitė's Aesthetic Gymnastics Academy.

City retail chain controlled by Apranga Group has become a partner and sponsor of Kaunas Žalgiris Basketball Club. The Group's City brand is the official clothing of the Kaunas Žalgiris team in the Euroleague. In cooperation with the team, uniforms were selected for all the main players and coaches. The uniforms were tailored for each team member individually. Coaches of the second team were sponsored as well.

We value highly our cooperation with the team that fosters the Lithuanian tradition of many years and it is our pleasure to be able to contribute to the strengthening of the Lithuanian team's image and, at the same time, seeking of victories on the basketball ground.

Popular athletes often become examples for the young generation, therefore, we as people who love fashion are happy to create an even better image of the basketball players.

The Group also collaborates with various cultural initiatives, contributes to book publishing projects including textbooks, and provides assistance to vulnerable groups of our society.

Last year we implemented an international project 'Dress for Success' that had been started two years ago. It is aimed at helping socially vulnerable women to return to the labour market. The Group helped 50 women out of 100 to prepare for the return and sponsored their professional clothing. A survey of the project's evaluation has shown a very high satisfaction of the participants. Every third woman who took part in the project succeeded in finding a new job.

The Group also gives charity to individuals, children's homes and organisations, collaborates with the 'Children's Dreams' project, and maintains a dialogue with potential partners.

Last year, a new initiative was launched in collaboration with the Vilnius Design College. We found a new way to give a second chance to articles that are faulty and do not meet the manufacturer's quality standards. An agreement with the Vilnius Design College was signed, under which 3,119 articles – clothing, accessories and footwear were transferred free of charge to the young designers for study purposes.

Thousands of articles are used as a teaching aid instead of becoming waste. They were transformed into material for their ideas, experiments and bold improvisations, part of which will find a way to our stores sooner or later.

This cooperation enabled us to avoid meaningless destruction of articles not fit for sale and increase in waste quantities; in this way we also contributed to the education of young specialists. A solution found jointly with the Vilnius Design College has shown that, through cooperation, we can ensure a cleaner and safer environment for us all and provide learning aids to students.

The company seeks to both present the world’s most famous brands, making them available to residents of the Baltic Region, and promote growth of Lithuanian designers and consumption of local products.

The company works with various Lithuanian textile manufacturers and cooperates in the presentation of Lithuanian designers’ collections in our store chains (last year we continued cooperation with 2Ru2Ra and offered a new Lithuanian organic brand Babe Universe to our customers).

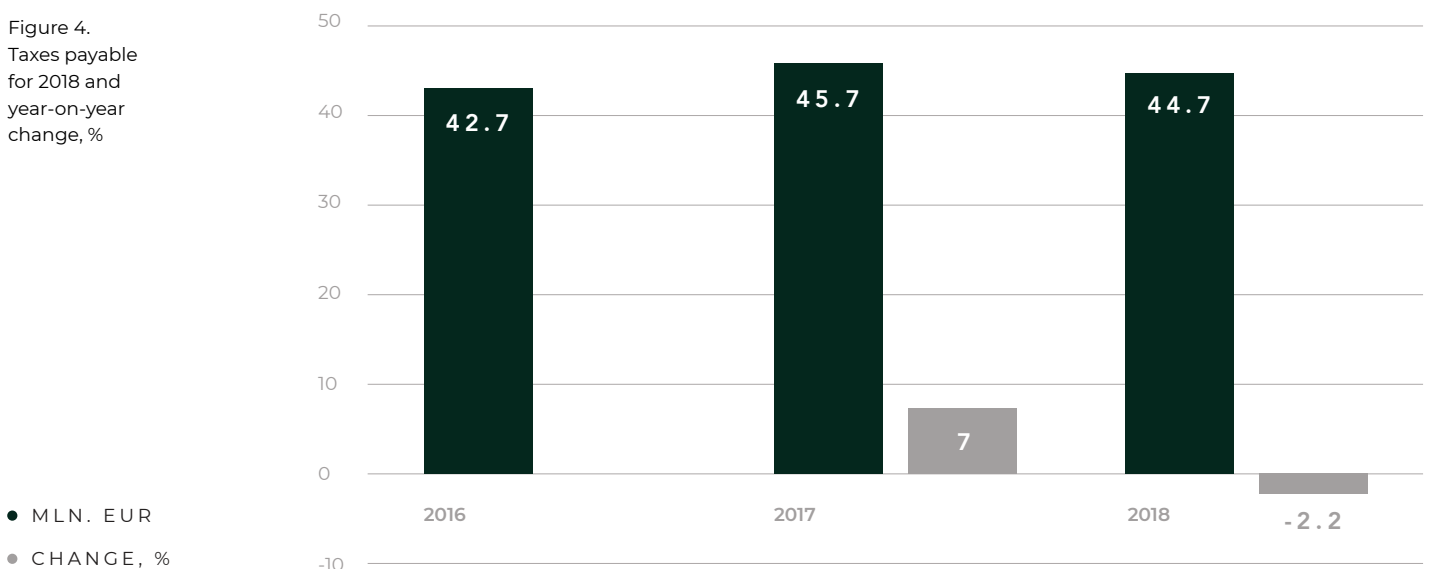
In collaboration with Mados Injekcija, in 2018 we sponsored the Injekcija competition of young fashion talents. We had an opportunity to contribute to the project and to share our commercial experience through the Group’s participation in the competition evaluation process.

In 2017 Apranga company allotted EUR 27,646 for sponsorship, in 2018 - EUR 26,141  
 The Group’s taxes assessed for 2018 totalled EUR 44.7 m, which is 2.2% less than in 2017 (EUR 45.7). In 2016 the tax payable by the Group was EUR 42.7 m. A smaller amount of the Group’s profit and profit tax is the main reason for the smaller amount of taxes in 2018.

In 2018, the wage fund of employees of the Sales Division was increased. Notwithstanding the fact that last year the Group earned less profit than in 2017, at the end of the year a decision was taken to review salaries of all employees of the Sales Division. Decisions on pay increase were taken based on individual performance, store results and time worked with the Group. The average pay increase was 7%.

TAXES PAYABLE BY THE GROUP

Figure 4.  
 Taxes payable  
 for 2018 and  
 year-on-year  
 change, %



7.

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# ENVIRONMENTAL PROTECTION



Apranga Group applies the highest environmental protection standards in its daily activities. Last year, having set ambitious qualitative objectives, we sought an integration of the high international trading standards in local markets. Responsible and sustainable business principles have been integrated into all stages of the company's activities.

The Group employs latest technologies and introduces processes that comply with environmental standards and help reduce the negative impact upon the environment, promote rational management and use of resources. It constantly seeks way to cut electricity costs at the stores, the headquarters and logistic warehouse. This year the administration and the Logistic Centre were relocated to new premises; in selecting fitting-out and operating solutions we have shown that we do not compromise either on our employees or on environmental protection.

## NATURAL RESOURCES

### 7.1

Last year more efficient lighting technologies were introduced: conventional light bulbs were replaced with energy-saving LED bulbs. In this way, the bulbs service life was increased and savings of electricity were achieved at our stores. In order to use the existing lighting efficiently, store and warehouse premises were divided into segments thus avoiding waste of electricity.

In 2018, electricity consumption in sales premises increased 1%. Therefore, we set an objective to reduce consumption of electricity and other resources in 2019 by introducing additional technological and human solutions.

Last year, premises of 14 stores of the chain were fitted out or renovated. In each case where no specific standards were indicated in the franchise requirements, the most efficient and most environmentally-friendly solutions were selected. While fitting out new stores or renovating stores already in operation, we seek to use only such approaches which are safe for customers, employees and the environment, introduce trading innovations that would contribute to the saving of electricity costs, and look for state-of-the-art solutions in terms of trade and architecture.

Renovation of stores is based on a principle that, irrespective of decisions taken, we must introduce such technologies which would reduce the use of resources, or at least would not increase such use.



In 2018, construction of a new Apranga Group's administrative building and the Logistic Centre in Vilnius that had been started two years ago was completed. The innovative project is distinguished by the highest technical standards and energy efficiency. In designing the administrative and logistic complex, attention was focussed on the analysis and adaptation of international experience, innovation and latest technological approaches.

The administration relocated to the new building in spring of 2018; the new Logistic Centre started its operations at the same time.

The administrative building and the Logistic Centre meet Class A energy efficiency requirements. Geothermal heat pumps are used for the heating and ventilation of the buildings; they both ensure an efficient use of energy generated from water and soil and represent a reliable ecological choice. The operation of all ventilation chambers is based on the heat recovery principle, i. e. the heat of exhausted air is used for the heating of the fresh air supplied, therefore, a more economical functioning of the system is ensured.

External louvres have been installed on the facade of the building seeking to create safe and comfortable working environment for employees. The louvres automatically respond to information provided by sensors and ensure comfortable microclimate in the premises. LED light sources are used in all the premises, in the courtyard and on the facades; lighting fixtures installed in the rooms have integrated status and lighting sensors that automatically respond to changes in lighting intensity and also contribute to comfort of the premises.

A modern system for clothing on hangers has been installed in the Logistic Centre. The system which is over 5 km long operates automatically between the two floors, eases manual work and makes it safer. The Logistic Centre has been designed in such way that it uses natural daylight – this creates better working conditions for employees and saves electricity.

The surrounding landscape harmoniously matches both exterior and interior of the buildings. As they are surrounded by nature, more than 2,200 plants close to the natural landscape were planted having regard to greenery specialists' recommendations. Rainwater collected from the roof is used for watering.





The Group seeks to apply sustainable business principles in its routine activities, therefore, it has been purposefully reducing the use of plastic bags for a number of years, replacing them with paper ones.

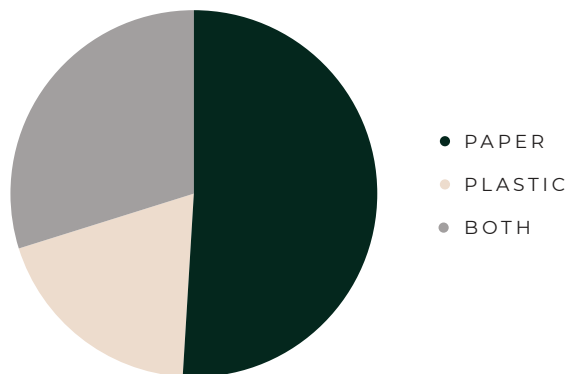
The number of Group's stores that have completely abandoned plastic bags was growing in 2018. More than one half of the stores use only paper bags, and less than one fifth use plastic bags only.

During the year, nine additional stores of the chain have fully abandoned plastic bags. We have set an objective to stop using plastic bags completely in all the stores of the Group as soon as possible.

In order to minimise the use of plastic bags, in 2018 a bag accounting has been introduced. It will enable the Group to accurately determine and compare the numbers of bags used.

TYPES OF BAGS	NUMBER OF STORES IN 2018	NUMBER OF STORES IN 2017	CHANGE	SHARE OF TOTAL NUMBER OF STORES, 2018
PAPER	92	83	+9	50,5%
PLASTIC	34	36	-2	18,7%
BOTH	54	63	-7	30,8%
<b>TOTAL</b>	<b>182</b>	<b>182</b>		<b>100%</b>

Figure 5.  
Distribution of bags use in the stores in 2018



A modern, minimalist interior space featuring a prominent white staircase with glass railings. The space is characterized by a ceiling of horizontal white slats and large glass walls that offer a view of an outdoor area with greenery and a paved path. The floor is a light-colored, polished material. In the foreground, there is a small landscaped area with gravel, rocks, and some green plants.

8.

# INFORMATION ABOUT COMMENTS ON THE REPORT

The Social Responsibility Report is comprised of the Group's non-financial information meant for interested parties. The report is drawn up every year and provided together with annual performance results. The report is publicly available on the Company's website in Lithuanian and English. The report was drawn up in accordance with the Law of the Republic of Lithuania on Consolidated Financial Reporting by Groups of Undertakings and the European Commission's guidelines on non-financial reporting. Comments and inquiries regarding the report can be submitted by e-mail [marketingas@apranga.lt](mailto:marketingas@apranga.lt).

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