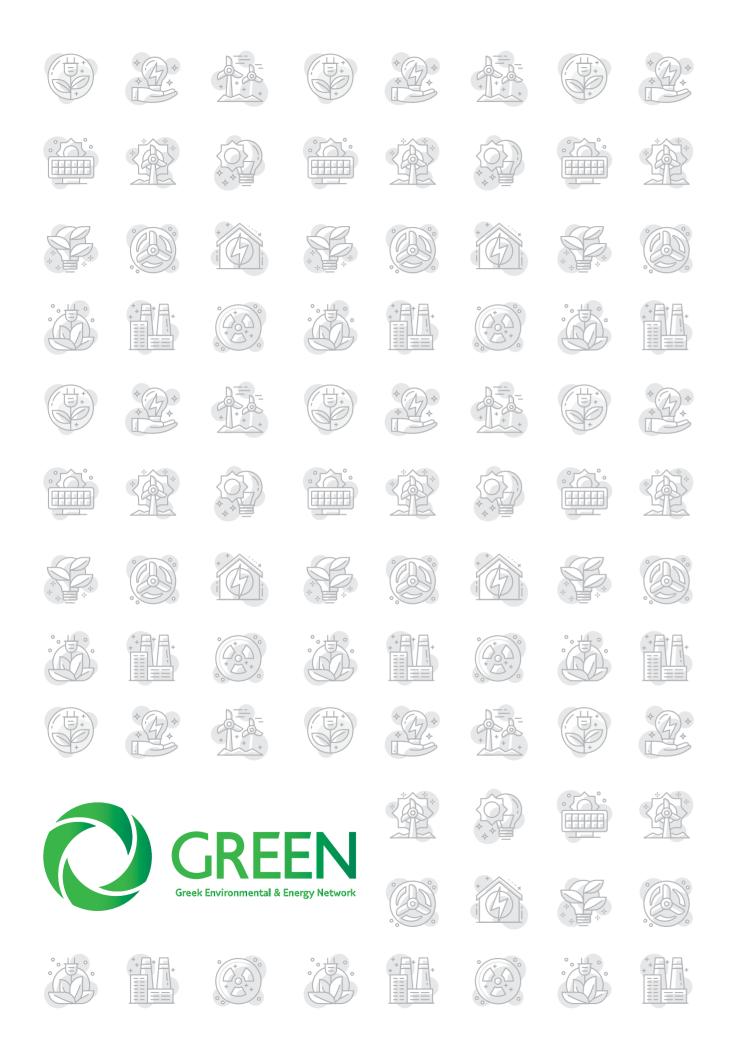




# **Annual** Report Financial 2019





4-5
CHAIRMAN'S LETTER

6-7
TIMELINE

8-9 ABOUT 10-11
OUR PRESENCE

12-13

14-19

AT A GLANCE

MARKET ANALYSIS

20-23
RISK MANAGEMENT

24-27

CORPORATE SOCIAL RESPONSIBILITY

28
COMPANY HIERARCHY

29-58

MANAGEMENT REPORT
AND ANNUAL

FINANCIAL STATEMENTS

RENEWED AMBITIONS. GREEN DEMONSTRATED EXCELLENT OPERATING AND FINANCIAL PERFORMANCE AND FURTHER STRENGTHENED ITS POSITION.

# Paving the way for improved financial performance

During periods of profound transformation, the success of any company's ambition will depend on maintaining the trust of all its Partners.

At GREEN, we are encouraged to continue innovating and developing our businesses sustainably, in a disciplined and responsible way, giving the best of us for a better society. This is part of our culture, and a fundamental reason for the results and trustworthiness received over the last years, as well as a fundamental pillar to our future success.

In 2019, our overall focus was to secure future growth. In GREEN, we mainly worked to strengthen the business to deliver increased profitability in the years ahead. 2019 was another growth year for GREEN. We delivered 12% organic growth and improved EBITDA of 45% in a period where Energy markets are under transition.

Thanks to the hard work and dedication of our people, but also to the support from our partners, we exceeded our goals for 2019. The performance was robust both at the operational and financial levels, during a challenging and volatile year. We delivered growth. We created value and the Energy markets continued to recognize this through our share performance.

On top of execution, during the year we focused on our strategy and on how to position GREEN for the future of the sector. Energy will be produced from different sources and will be delivered to customers in different ways. This will challenge us and our businesses will need to be agile and prepared to adapt to new regulatory, technological, environmental or social perspectives. GREEN will seek the right opportunities to create value along this transition.

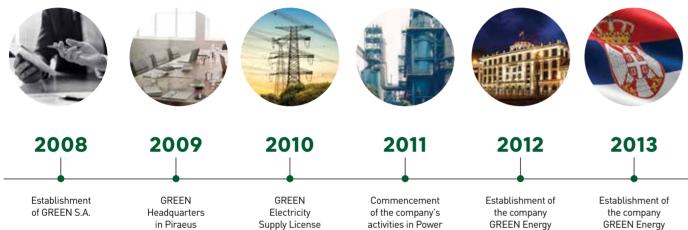
Environmental, social and governance matters are crucial to the development and success of our business. And we understand that our responsibilities go beyond providing energy to people.

Looking into 2020, we will continue to focus on improving our operational performance and hence our profitability.

Together, we shall move forward!

**Vyron Vasileiadis** Chairman





GREEN Energy Trading D00 Beograd, Serbia













2018 2019

in Piraeus

Supply License for Greece

activities in Power Trading and **Electricity Supply** to Commercial -Industrial consumers

Entrance into the Italian Power Exchange (IPEX)

Trading DOOEL

Skopje, FYROM



**GREEN Power** Trading License for Hungary

2014

Power Trading License for Montenegro

Global Business Excellence Awards

National Champion European Business Awards

2015

"Ruban d' Honneur"

Commencement of activities in Household Power Supply

2016

New Corporate Identity

Global Business Excellence Awards

London Stock Exchange: GREEN: one of fastest growing and dynamic companies

Global Business Excellence Awards

National Champion European Business Awards

Award

GREEN

2017

Sustainable Growing Brand -

representing over 10.000 customers

**GREEN** representing over 15.000 customers

Seven Stars Business Special

with HERON

**GREEN** announces

its agreement

Becoming member of Hungarian Power Exchange (HUPX) and European Energy Exchange AG (EEX)



SINCE OUR ESTABLISHMENT **WE WORK AS ONE TEAM** TO MAKE SMART DECISIONS THAT DELIVER RESULTS.

6 Annual Report/Financial Statements 2019 Annual Report/Financial Statements 2019 7



Company name

Greek Environmental & Energy Network S.A.

Trade name GREEN S.A.

Registered office

Akti Miaouli street 57, Piraeus, Athens, Greece

T: +30 210.42.93.939

F: +30 210.42.92.636

E: info@green.com.gr

W: http://www.green.com.gr

Date of establishment **28/01/2008** 

Tax number **GR998206312** 

Company registry number **044795607000** 



#### WHO WE ARE

Greek Environmental & Energy Network S.A. – GREEN is one of the first private companies trading power in Greece. GREEN is a member of the Vasileiadis Group of Companies, V Group, which is also active in Waste Management and Renewable Energy Sources (vgroup.com. gr). Since its establishment in 2008, GREEN has grown rapidly, paying a major role in the energy sector of our country and beyond borders. GREEN is engaged in power trading in SEE, being present in more than 15 regional markets. GREEN is trading power all across SEE. In recent years, our company a has achieved considerable growth, both in terms of volumes that GREEN trades as well as the overall business development in regional power trading sector. GREEN trades electricity in Greece, Italy, Bulgaria, North Macedonia, Albania, Turkey, Serbia, Montenegro, Hungary, Romania, Bosnia Herzegovina and Slovenia. Through establishment of GREEN Energy Trading D00EL Skopje, GREEN Energy Trading D00 Beograd and GREEN Energy Trading Albania Shpk, GREEN created a network of power trading entities to expand its activity in SEE energy markets. On a daily basis we are trading power in the Hellenic Energy Exchange (HENEX), the Italian Power Exchange (IPEX) and the Hungarian Power Exchange (HUPX). We are registered at South East Europe Common Allocation Office (SEECAO) as well as Joint Allocation Office (JAO) and participates in daily, monthly and yearly auctions for the allocation of Cross Border Capacities. Looking into our future development, we focus on expanding GREEN's network, increase GREEN's partnerships, while working on the most reliable and flexible way to benefit our customers & suppliers.

#### **LICENSES**

#### GREEN holds below mentioned business licenses to perform its activities:

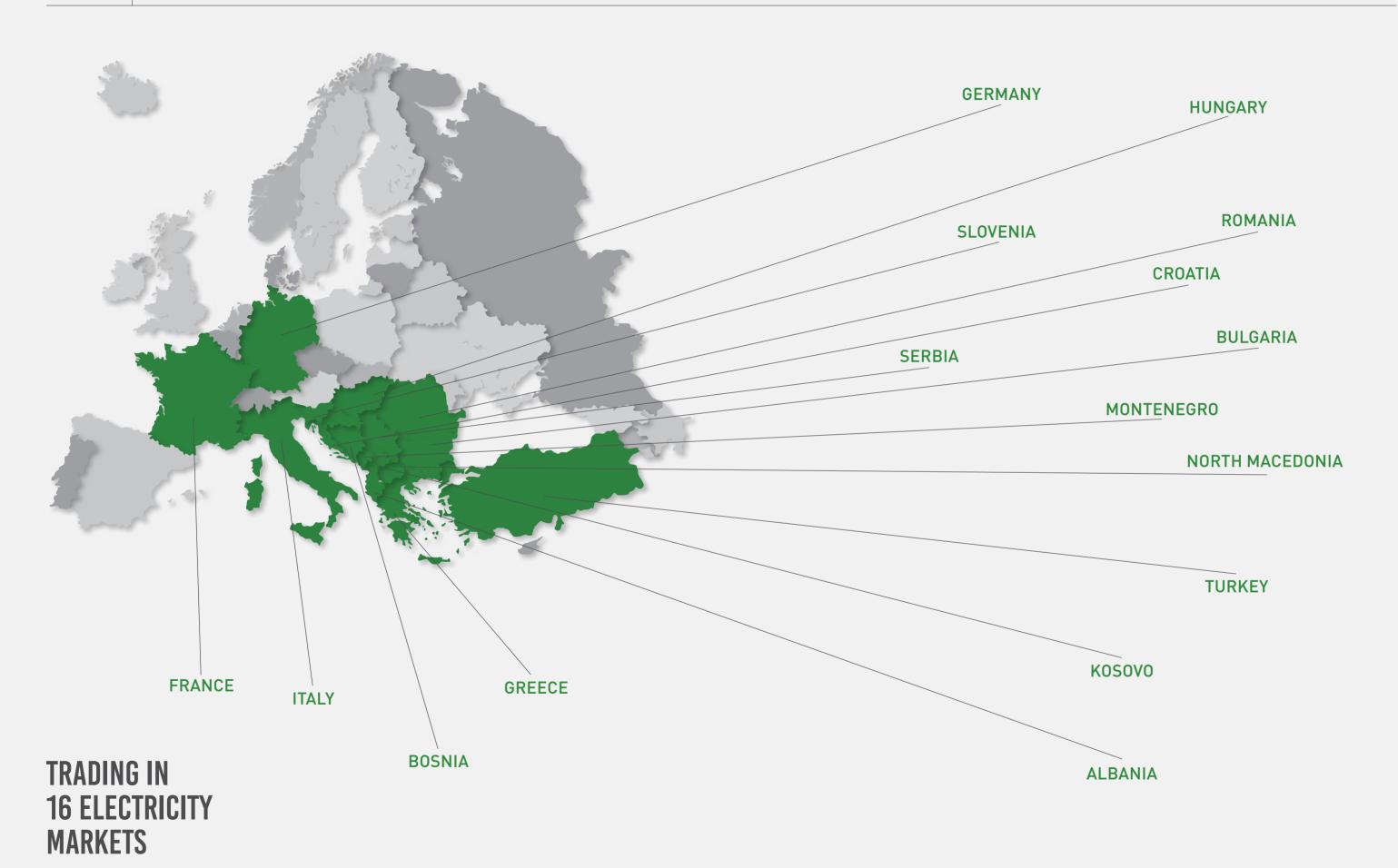
- Electricity Supply License Greece (Δ5/ΗΛ Β/Φ.72.59/1442/17564/18-10-2010
- Natural Gas Supply License Greece (RAE-233/2014/7-5-2014)
- Electricity Trading License Hungary (MEKH 1167/2014)
- Electricity Trading License Serbia (AERS 312-129/2018)

#### **CORPORATE REGISTRATIONS**

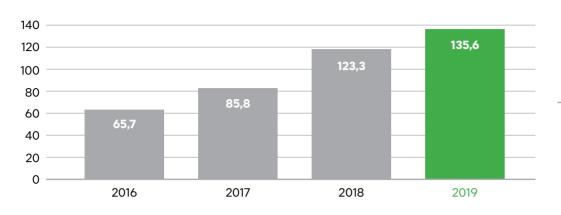
**GREEN** is registered in below mentioned organizations to perform its power trading activities:

- IPTO S.A. Registered as Power Supplier and Power Trader in Greece
- HENEX S.A. Registered as a Member of the Hellenic Energy Exchange
- TERNA Registered as Power Trader in Italy
- IPEX Registered as Member of the Italian Power Exchange
- CGES Registered as Power Trader in Montenegro
- MAVIR Registered as Power Trader in Hungary
- HUPX Registered as Member of the Hungarian Power Exchange
- JP EMS Registered as a Power Trader in Serbia
- JAO | Joint Allocation Office Registered as Cross Border Capacity Bidder/Holder
- SEE CAO | South East Europe Central Allocation Office Registered as Cross Border Capacity Bidder/Holder
- EEX Registered as Member of the European Energy Exchange

Annual Report/Financial Statements 2019
Annual Report/Financial Statements 2019



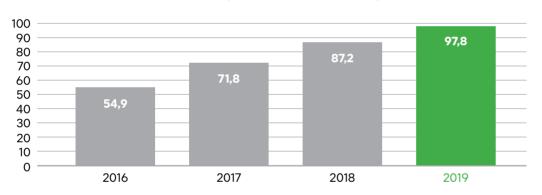
#### **GREEN GROUP - REVENUE** (in millions of EUR)





Up from EUR 123.3m in 2018, our strategy continues to deliver meaningful growth.

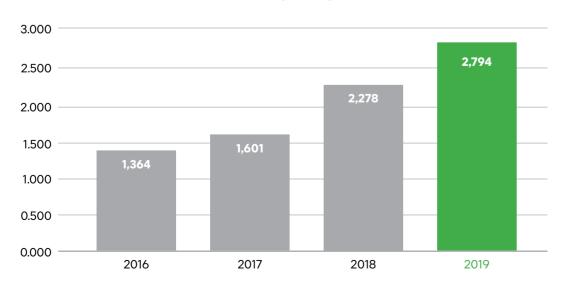
#### **GREEN S.A. - REVENUE** (in millions of EUR)





Up from EUR 87.2m in 2018, driven primarily by improved performance.

#### **GREEN GROUP - VOLUMES** (TWH)





It is great to see that our portfolio expansion delivers stable growing earnings.

### **MARKET ANALYSIS**

**Electricity Demand** decreased by 1,7% during 2019, bringing demand to 2015 levels, while GDP grew by 1,4% during the year. Demand decreased both in Western and Eastern Europe. Biggest drop was recorded in Germany (-3,3%). The July 2019 heatwave, which sent temperatures above 40°C in Northern Europe, strongly increased power demand for air conditioning. However, very warm winter months in early and late 2019 lowered power consumption, more than compensating for summer power demand surges. The ongoing electrification of the economy is expected to increase electricity consumption. The EU Commission's "Long Term Strategy 2050", released in November 2018, suggests that electricity consumption will rise 18% by 2030.

#### IN 2019, RENEWABLES GENERATED 34.6% OF EUROPE'S ELECTRICITY.



Wind generation increased by 14% (+54 TWh). 73% of the rise occurred in just 5 countries: Germany, the UK, France, Sweden and Spain. In 15 countries, wind generation did not change from 2018.



**Solar generation** rose by 7% (+9.5 TWh). The Netherlands (+3 TWh) and Spain (+2 TWh) accounted for 54% of the EU-wide increase in solar generation.



**Biomass generation** rose only 1% (+1.4 TWh), confirming a slowdown in biomass growth.



#### **HYDRO GENERATION**

The downward trend in **Hydro generation** that has been underway since 2014 continued in 2019 as Spain, Italy and France had a drier year. Hydro generation decreased 6% year-on-year, or by 21 TWh, continuing the onward decline in hydro power.



#### **COAL GENERATION**

In 2019, overall **Conventional generation** fell by 4%. **Coal generation** in total fell 24% (- 150 TWh) in 2019, and was 47% below 2012 levels. Six countries in the EU are now coal-free and fourteen have pledged to become coal-free by 2030 or earlier. Coal phase-out discussions are ongoing in the Czech Republic and Spain. Bulgaria, Croatia, Poland, Slovenia and Romania have no national coal phase-out debate as of yet.



#### **GAS GENERATION**

**Gas generation** increased by 12% (73 TWh) in 2019. Fuel switching from coal to gas took place extensively and was triggered by rising prices for  $\rm CO_2$  emission allowances in the EU ETS. Wind, solar and biomass increased their generation by 65 TWh, such that roughly half of the reduction in lignite and hard coal generation was offset by renewables and the other half by gas.



**Nuclear generation** decreased slightly in 2019 (down 1%, or 6 TWh). A decrease in French, UK and Swedish availability coincided with a large increase in Belgian availability.



**CO**<sub>2</sub> emissions in the power sector fell by 12% due to the fall in hard coal and lignite generation.

### **GREECE**

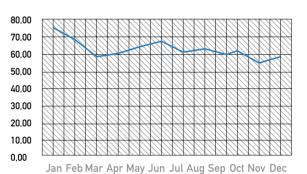
Renewables' production was the key factor for Greek Electricity
Market during 2019. Almost 30% of demand was covered from
Renewable Energy Sources while
Natural Gas generation reached a 38% of market share. The liberalization process of energy market has been relatively delayed, however significant developments are observed recently.



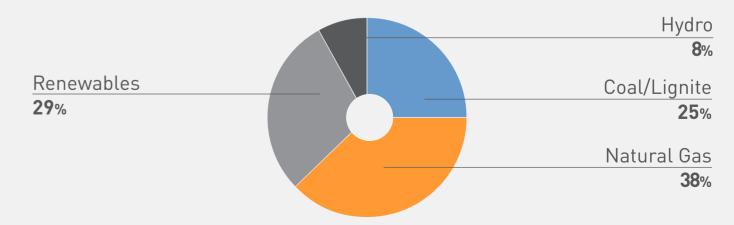
#### GREECE IN NUMBERS

Population:	10.724.599		
GDP (PPP):	\$338 bn		
GDP per capita (PPP):	\$31.616		
Area:	131.957 sq km		
Market:	Non-Liquid		
Exchange:	HENEX		

#### SMP 2019 (Eur/MWh)



#### Generation Mix (2019)



Annual Report/Financial Statements 2019

Annual Report/Financial Statements 2019

**HUNGARY** 

Hungary is an important wholesale market for GREEN. A big part of 2019 of physical deliveries was sold in Hungarian OTC market and Hungarian Power Exchange. Electricity Spot Prices averaged a price of 50.36 EUR/MWh.



#### HUPX 2019 (Eur/MWh)

80,00	
70,00	
60,00	
50,00	
40,00	
30,00	
20,00	
10,00	
0,00	Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

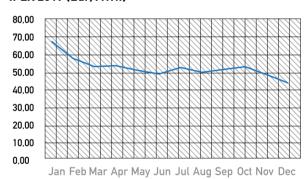
## **ITALY**

Natural Gas generation covered almost half of electricity demand in Italy during 2019. Renewables increased their market share to 25%. Electricity Spot Prices averaged a price of 52.33 EUR/MWh.



ITALY IN NUMBERS	
Population:	60.317.116
GDP (PPP):	\$2.443 trn
GDP per capita (PPP):	\$40.470
Area:	301.340 sq km
Market:	Liquid
Exchange:	IPEX

#### IPEX 2019 (Eur/MWh)



Generation Mix (2019)

**HUNGARY IN NUMBERS** 

Population:

GDP (PPP):

Area:

Market:

Exchange:

GDP per capita (PPP):

9.772.756

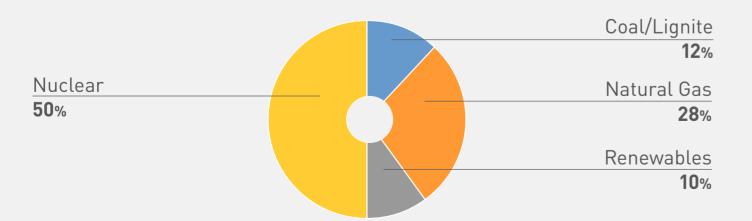
\$350 bn

\$35.941

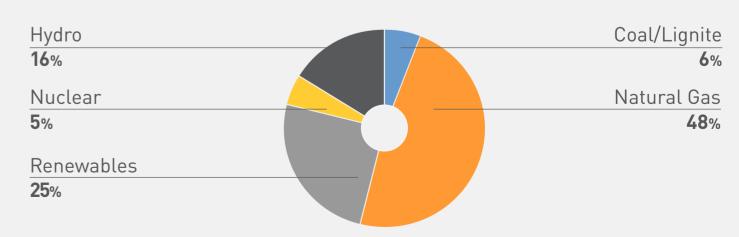
Liquid

HUPX

93.030 sq km



#### Generation Mix (2019)



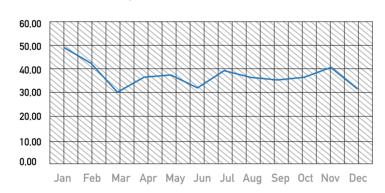
**GERMANY** 

Coal generation collapsed in Germany during 2019 due to a rise in renewables and gas as well as a reduction in consumption and Exports. Electricity Spot Prices averaged a price of 37.66 EUR/MWh.



#### EPEXspot DE-LU 2019 (Eur/MWh)

GERMANY IN NUMBERS				
Population:	83.166.711			
GDP (PPP):	\$4.444 trn			
GDP per capita (PPP):	\$52.559			
Area:	357.386 sq km			
Market:	Liquid			
Exchange:	EPEXspot			



## **FRANCE**

French power consumption was the lowest of the last decade. The profile of supply changed as gas-fired generation rose by 24% while coal-fired supply fell by 72%. Electricity Spot Prices averaged a price of 39.50 EUR/MWh.



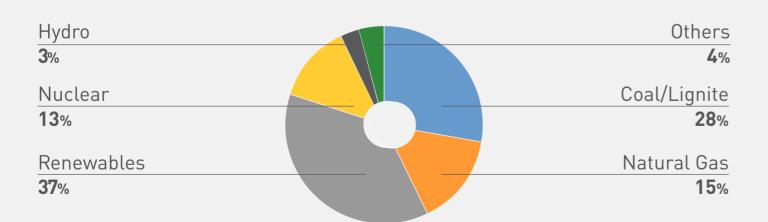
#### FRANCE IN NUMBERS

Population:	67.081.000		
GDP (PPP):	\$3.061 trn		
GDP per capita (PPP):	\$47.223		
Area:	543.941 sq km		
Market:	Liquid		
Exchange:	FPFXsnot		

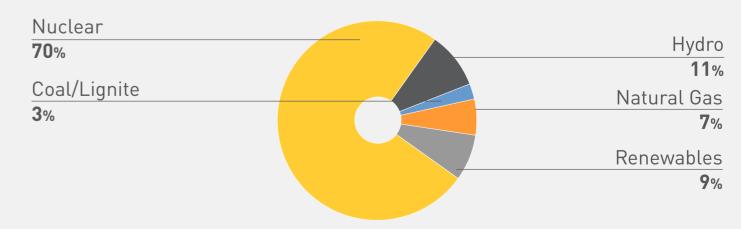
#### EPEXSpot FR 2019 (€/MWh)



#### Generation Mix (2019)



#### Generation Mix (2019)



Annual Report/Financial Statements 2019

Annual Report/Financial Statements 2019

# OPERATING AS A RESPONSIBLE BUSINESS MEANS APPLYING A ROBUST RISK MANAGEMENT.

# Our goal is to always mitigate risk

As traders in a high-risk industry we stay committed to professionally manage and maintain our risks within acceptable limits as per best industry practice.

Operating in many markets, trading energy and energy products, our approach to risk management and risk governance is vital to our ongoing success. And that approach continues to evolve to meet not only GREEN's business goals and objectives, but also those of our Partners.

The aim of GREEN Risk Management is to keep the uncertainties of the business environment within acceptable levels and support stable and sustainable operations and the future growth of the company. GREEN Group has developed the risk management function as an integral part of its corporate governance structure. In 2019, GREEN executed on its sustainability strategy, resulting in another year of growth. Combined with continuously changing market challenges, this has been among the key considerations in the management of risks and opportunities for the company.

The Management team review the company's Enterprise Risk Management (ERM) model on an ongoing basis to ensure that risk management is always one step ahead of developments. Continuous change of market conditions has been part of the key considerations in the management of risks and opportunities for the company.

In 2019, GREEN successfully implemented its ERP system that effectively aligns the company's business processes in all involving energy markets.

Our ERP system has strengthened transparency and processes across the organization – supporting timely and relevant decision making.

GREEN operates in dynamic markets with differing characteristics where risks have to be managed systematically to reduce potential negative financial impact.

The goal for the company is to identify, assess and prioritize risks and to react appropriately with suitable actions that mitigate, reduce or control the impact of negative events. GREEN views risk management as a tool which adds value by raising awareness of risks and places focus on efficient day-to-day business operation and in line with the company strategy.

The company's main revenue lines originate from separate markets with independent market dynamics. To some degree this has the effect of spreading the risk.

The company's enterprise risk management (ERM) model ensures that risks are captured and dealt with by either the business line management or the support functions. This tailored reporting structure ensures companywide awareness of risks, opportunities and mitigating actions.





#### **RESPONSIBILITIES**

The formal responsibility for risk management rests with the relevant department, while close monitoring is carried out by the Board of Directors.

GREEN has developed a comprehensive Enterprise Risk Management (ERM) system as an integral part of its corporate governance structure which, considers the organisation's exposure to uncertainty in regard to value creation, meaning factors critical to the success and threats related to the achievement of objectives, also occurrence of incidents causing potential threat to people, assets, environment or reputation. Within the ERM framework we identify, assess, evaluate, treat and monitor all significant risks throughout the whole Group, covering all level business and functions.

The risk management methodology applied by GREEN is based on international standards and best practices. In order to ensure effective risk management, risks are managed (assess, evaluate, treat) by each department, responsible for supervising the existing control framework and implementation of defined risk mitigation actions in responsible levels.

We consider risks on all time horizon. During 2017 and 2018 we identified major long-term risks that may impact the GREEN strategic objectives and detailed analysis and the related mitigation plans have been prepared.

Regular reporting to top management provides oversight on top risks and assurance that updated responses, controls, and appropriate mitigation actions are set and followed, effectiveness of risk management is considered by the Executive Board as well as the Board of Directors.

#### MAIN RISK MANAGEMENT TOOLS

Risk Management tools applied by GREEN are based on international standards and industry best practice. Enterprise Risk Management is a framework covering all business functions, markets and operations, which ensures identification and analysis of risks that threaten the achievement of company objectives and Green's financial performance as well as keeping those risks within acceptable level by taking mitigation actions as needed.

To ensure the profitability and our financial stability, financial risk management is in place to handle short-term, market related risks. Commodity price, FX and interest rate risks are measured regularly by using a complex model based on advanced statistical methods, and are managed – if necessary - with hedging measures. Transferring of the financial consequences of our operational risks is done by insurance management, which represents an important risk mitigation tool used to cover the most relevant exposures and liabilities arising out of our operations. Following best industry practice and focusing on low probability high potential risks that could disrupt our operations and cash generation, green has implemented and is currently working to integrate a crisis management and business continuity program in order to reduce recovery times within tolerable limits for processes critical to our business.

#### THE MAIN RISK DRIVERS OF GREEN

Risks are categorized to ensure effective risk reporting and consistent responses for similar or related risks. Market, financial, operational and strategic risks include, but are not limited to:



Commodity price risk: GREEN is exposed to commodity price risk on both the purchasing side and the sales side. We monitor this risk in order to support our strong financial position and capacity to fund operations and investments. When necessary, we consider commodity hedging to eliminate risks other than 'business as usual' risks or general market price volatility.



Foreign exchange (FX) risk: GREEN's current FX risk management policy is to monitor the FX risk, and to balance the FX exposures of the operating cash flow with the financing cash flow exposures when necessary and optimal



Interest rate (IR) risk: According to risk management policy of GREEN IR risk is continuously monitored and managed by the adequate mix of funding portfolio.



**Credit risk:** GREEN provides products and services to a diversified counterparties portfolio - both from business segment and geographical point of view. GREEN's risk management tracks these risks on a continuous basis, and provides support to the sales processes in accordance with granted credit limits



Cyber risk: Cyber risk needs attention and effective management to ensure the company is able to monitor, detect and respond to cyber threats. GREEN has adapted and changed the way it deals with cyber defence and cyber threats (people, process and technology): a clear vision and strategy has been set up to manage cyber incidents with end-to-end ownership and accountability.



**Regulatory risk:** GREEN has significant exposure to a wide range of laws, regulations, environmental and government policies that may change significantly over time. Government actions may be affected by the elevated risk of economic and, in some regions, political crisis, increasing their impact on GREEN's operations.



**Country risk:** The almost international exposure of GREEN contributes to diversification but also exposure to country specific risk at the same time. Therefore we monitor the political risk and compliance with local regulations and international sanctions to keep country risk in our investment portfolio within acceptable



**Reputation risk:** GREEN, as a strong market player in the region, operates under special attention from a considerable number of counterparties, and we are constantly seeking to meet our responsibilities towards them.

22 Annual Report/Financial Statements 2019 23

limits.

WE ARE COMMITTED TO BRINGING
THE CULTURE OF SAFETY TO THE LEVEL
OF INDEPENDENCE, WHERE LEADERSHIP
BY EXAMPLE AND INTERNAL MOTIVATION
COMPLIES WITH THE SAFETY RULES.

# Standing up for continual improvement

At GREEN SA, our values of excellence, innovation, teamwork, passion and integrity provide the framework within which we operate and support our approach to doing the right thing for us and our counterparties. These values define our reputation, determine the behaviours we expect of our employees and are integral to everything that we do.



#### **HEALTH AND SAFETY**

Safety is our first priority. Safety systems, processes and considerations are integral to our operations as we believe 'only a safe operation is a good operation'.

At the same time, we strive to minimize our impact on the environment. We comply with all local laws and regulations related to protecting the environment in the countries where we operate.

#### **EMPLOYEE HEALTH & WELLBEING**

We believe firmly that physical and mental well-being play an important role in ensuring work satisfaction and performance. We encourage and support our employees to adopt wholesome, healthy lifestyles through:

- $\bullet$  Organized talks by market specialists on topics such as crisis management and haze.
- Coordinated sporting events.

#### **EMERGENCY PREPAREDNESS**

Our ability and preparedness to respond to emergencies are critical to prevent incidents from escalating, to ensure the safety of our people, safeguard the continuity of our operations, protect our assets and prevent damage to the environment. Drills and training exercises are conducted to ensure employees are equipped to respond to and manage emergencies and/ or threats such as natural disasters, fire and major accidents. Emergency Response Plans are available for our assets and facilities and periodically tested.

#### **COUNTERPARTIES**

As a firm, we recognise that we deliver value to society by encouraging businesses to act responsibly.

#### **IMPROVEMENT & COMMITMENT**

Our belief is that high standards required in all areas of safety, health and environment require continuous improvement and commitment by everyone of us.

#### **AUDITING, MONITORING & CORRECTIVE ACTIONS**

We are committed to setting objectives and targets, auditing, monitoring, and implementing corrective actions to ensure full compliance with our corporate expectations.

#### **PEOPLE**

Our people are our most important asset. Recruiting, retaining and developing this talent enables us to fulfil our potential as an organisation. We value and promote a culture of diversity and inclusion, harnessing the strengths and differing points of view of individuals to surface ideas and insights.

#### COMMUNITIES

The Communities we operate in vary significantly from place to place. Adjusting our approach to each of them one thing remains constant for us – our commitment to build close partnerships that energize communities.

#### **ENVIRONMENT**

We are committed to minimising the environmental impacts of our operations and to delivering continuous improvement in our environmental performance. During the year under review, we have performed various initiatives to proactively protect and minimize the impact to the environment at planning, solution design phase and while in operation.



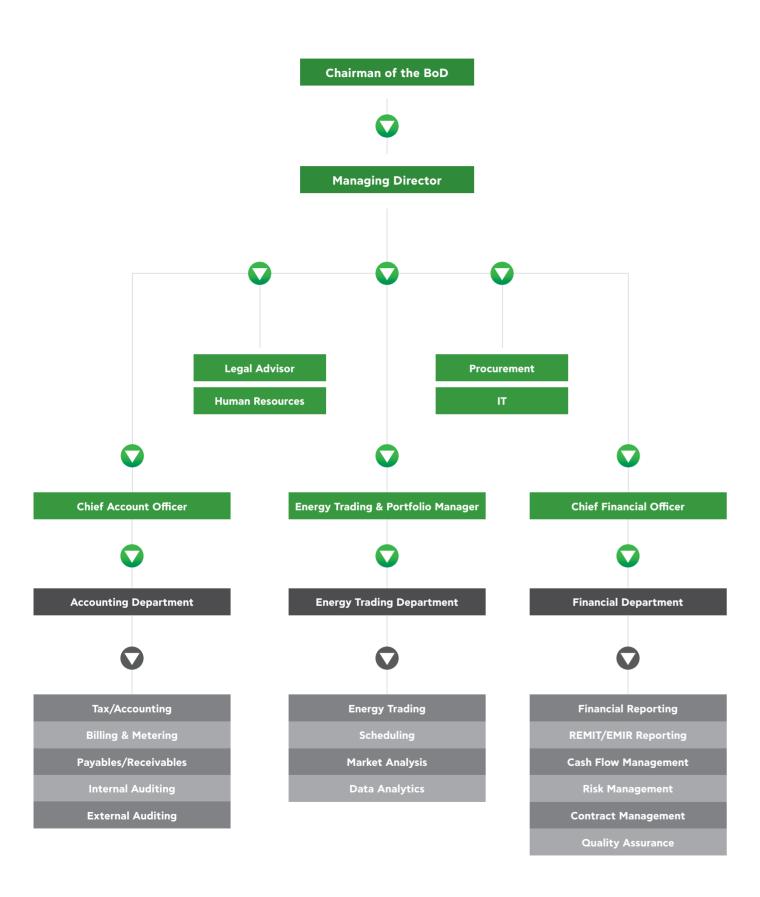
#### **DV FOUNDATION**

An important part of our social responsibility is to actively give something back. We do this through a series of charities and initiatives which are broadly linked to the themes of community support and assisting people who have limited opportunities. Most of these actions are operated by https://dvfoundation.gr/ Deppy Vasileiadis (DV) Foundation, the philanthropic branch of V Group, which supports organizations and implements programs that cultivate respect for the natural environment and its habitats (dvfoundation.gr).



COMPANY HIERARCHY

MANAGEMENT REPORT AND ANNUAL FINANCIAL STATEMENTS





#### GREEK ENVIRONMENTAL & ENERGY NETWORK SOCIÉTÉ ANONYME

Management Report and Annual Financial Statements in accordance with Law 4308/2014 for the financial year which ended on 31 December 2019

57, AKTI MIAOULI STR., 185 36, Piraeus SA Reg. No 65240/02/B/08/12 Electronic General Commercial Register No 044795607000

# FINANCIAL STATEMENTS

# TABLE OF CONTENTS

Board of Directors' management Report 33

Independent Certified Auditor-Accountant's Report 37

Profit and Loss Statement of 31st December 2019 38

Balance Sheet 39

Statement of Changes in Equity 40

General Information 41

Basic Accounting Principles 41

Turnover 46

Other ordinary income 46

Cost of sales, Distribution costs, Administrative expenses 47

Financial income 49

Interest charges and related expenses 49

Information on tangible and intangible fixed assets 50

Financial assets 51

Trade receivables 51

Other receivables 52

Accrued income for the fiscal period 52

Other financial assets **52** 

Prepaid expenses 52

Cash reserves and cash equivalents **52** 

Equity accounts 52

Provisions 53

Other long-term liabilities 53

Trade payables **53** 

Income tax 54

Other taxes and duties 54

Other liabilities 54

Accrued expenses for the year 55

Proposed profit distribution 55

Dividends paid during the fiscal year **55** 

Accounting handling of losses for the fiscal year  ${\bf 55}$ 

Deferred tax 55

Advance payments and credits to members of management and supervisory boards **55** 

Holdings in companies with unlimited liability of partners 55

Details of the company preparing the consolidated financial statements of the final set of undertakings of which the company is a subsidiary **55** 

Fees to members of management and supervisory boards 55

Related parties transactions 56

Guarantees 57

Contingent liabilities 58

Events after the date of the balance sheet 58

# MANAGEMENT REPORT FROM THE BOARD OF DIRECTORS OF THE SOCIÉTÉ ANONYME WITH THE TRADE NAME"GREEK ENVIRONMENTAL & ENERGY NETWORK SA" ON THE COMPANY'S ANNUAL FINANCIAL STATEMENTS OF FINANCIAL YEAR 1/1/2019 – 31/12/2019.

#### To the Annual Ordinary General Meeting of the Shareholders

Dear Shareholders, we have the honor to submit the Annual Management Report of the Board of Directors to you, in accordance with the Articles of Association and the provisions of Law 4548/2018, the financial statements for the fiscal year 2019, to inform you about the significant financial information contained therein and to request your approval thereof.

Please note that this Board of Directors' Annual Report was prepared in accordance with the relevant provisions of Law 4548/2018 as in force.

#### In general

During this fiscal year the Company's activities were in compliance with the applicable laws and its objects as set out in its Articles of Association.

The Balance Sheet, Profit and Loss account and the Statement of changes in equity of the above fiscal year, as published and submitted to the General Meeting, arise from the company's books and records and were prepared in line with the Greek Accounting Standards in accordance with Law 4308/2014.

There are no subsequent events from the balance sheet date until the date of the Management Report.

#### 1. FINANCIAL POSITION OF THE COMPANY

The main points pertaining to business activities in this fiscal year are as follows:

- **1.1** The turnover has reached the amount of: €97.366.288.02
- 1.2 The total value of non-current assets after deductions of depreciation amounted to: €2.454.035.30
- **1.3** The paid share capital is equal to: 600,000.00€
- **1.4** Total current assets amounted to € 8,765,757.36

According to the Company's financial statements, the company's profitability increased in 2019 compared to 2018 mainly due to an increase in turnover and with a proportional decrease in distribution costs.

The Company continues to grow its economic performance and specifically in the field of energy trade abroad, taking into account the decrease in turnover in electricity supply after the Management's decision to withdraw from this specific sector. Therefore, it shows a turnover of  $\[ \]$  97,366,288.02 in 2019 and  $\[ \]$  87,182,454.33 in 2018, meaning that turnover increased by 12 %.

The profit after tax in 2019 was € 1,369,664.36 compared to € 559,855.47 in 2018; this increase is due to the increase in turnover and the decrease in distribution costs and due to the limitation of administrative expenses in proportion to the turnover. Administrative expenses decreased by € 179,879.04 and distribution costs decreased by € 672,094.17. In 2019, the company recorded provisions for doubtful receivables of € 506,127.22, while the 2018 results had been charged with provisions of €507,934.05.

Earnings before taxes and amortisation (EBITDA) increased by €572,222.45 compared to 2018

The gross results in 2019 was € 3,248,574.47 compared € 2,968,456.78 in 2018, which means an increase of 9%. Tangible fixed assets in 2019 amounted to € 218,923.27 compared to € 216,278.67 in 2018, while intangible fixed assets for 2019 were € 24,583.36 compared to € 38,255.90 in 2018

#### 2. PRIMARY RISKS

The primary risk that the company faces, which could affect its smooth operation, remains the risk of credit given to electricity supply customers and, to a lesser extent, the credit risk concerning the activity in the wholesale trading market. However, since shareholders made a timely decision to withdraw the company from energy supply activities, this credit risk has been limited to a great extent. Furthermore, direct legal actions on our part help avoid large doubtful debts in relation to the turnover. It should also be noted that we have limited ourselves to bad debts within the framework of the market, taking into account the 10 consecutive years of the activity concerned. The liquidity risk and the cash flow risk of the company is significantly smaller because the company is trying to achieve agreements with customers and suppliers with high solvency ratio. The company's risk management department continuously works to assess the credits provided to trading customers and tries not to depend on suppliers so that it can adapt to price changes, and its contracts with customers-suppliers are mainly based on EFET (European Federation of Energy Traders), which have a payment date no later than the 20th day of the month following the delivery. In several cases, especially with wholesale customers with whom there was no cooperation in the past, immediate repayment of the deliverable energy was achieved through agreements. Furthermore, the clearance and transaction with the HELLENIC ENERGY STOCK EXCHANGE SA up to and including the first half of 2020 is also made on a weekly basis. In addition, guarantees have also been deposited, where necessary, to secure payments to the creditors. At this point it should be noted that all the Company's agreements with debtors, both domestically and abroad, are verified and secured in writing by contracts which are certified by the legal representatives of both parties.

The industry's prospects are positives and it is expected that the Electricity Trading Sector will continue to develop both in Greece and in South-Eastern Europe an, particularly, after the implementation of Target Model in the Greek Electricity Market.

#### 3. ENVIRONMENTAL MATTERS

The Company recognizes its environmental obligations and the need to constantly improve its environmental performance, to strike a balance between financial growth and environmental protection. Its environmental policy focuses on the following:

- Managing the production of solid waste, giving priority to their separate collection and recycling.
- Energy savings: By the development of a system for monitoring the consumption of natural resources, continuous information of the staff concerning environmental matters and training of the employees in aspects of environment protection.
- Replacement of electric lights by new ones of LED technology, an action which also tends to limit the electricity consumed.
- Installation at the Company of portable recycling bins for power cells (batteries) and electronic devices.
- Implementation of recycling plan for paper and printer inks through sending bills via email, purchasing or hiring small cylinder means of transport for personnel & its executives, which consume natural gas or oil.

#### **4. LABOR MATTERS**

The Company's Management does not discriminate in respect of recruitment/selection, remuneration, training, delegation of work functions or any other work-related activities. The factors considered include a person's experience, personality, theoretical training, qualifications, efficiency and abilities. The Company encourages all its employees to, and suggests that they should respect each Company employee's, supplier's or customer's different personality and reject all kinds of discriminatory conduct. In this area, the company policy is based on OECD Guiding Principles or on International Labor Organization (ILO) Guiding Principles. In 2019, the Company employed 16 workers of different genders and ages, in line with its fixed policy of providing equal opportunities to its employees regardless of gender, religion, disability or other aspects. The Company's relations with its staff are excellent and there are no work-related problems. The Company has a contract with a security physician and a security technician and performs the scheduled safety training as well as regular staff examinations by the security physician. Also, the Company provides its staff with a group health insurance policy completely free of charge. The personnel is assessed once a year by the competent managers and the relevant reports are assessed by the management in relation to possible promotions and salary increases. The Company respects the rights of employees and abides by labour law. In fiscal year 2019, no audit body identified any infringements of Labour law. There is no trade union operating among the Company's staff. Employee health and safety at work are a top priority and a necessary condition for the operation of the Company. The Company keeps first-aid materials in all workplaces, especially during the period of the global protection measures against covid-19; the staff department recommended to purchase all protective consumables against covid-19 (protective masks, gloves, antiseptics) and plex-glass separators, which have been installed in all offices for maintaining safety distances and it was continuously offered information about preventive measures against covid-19 at the Workplace and about the Guidelines and Preventive Measures by the National Health Organization.

#### **5. TARGET MODEL**

During 2018, the company announced its withdrawal from Electricity Supply to selected customers and continues its activity in the Electricity Trading industry in the wholesale market to establish its presence on a long-term basis.

For the period 2019-2023, the Company's priority shall be the continuous growth of its revenues through geographic expansion to new markets, the development of new activities and investment in new technological systems.

The Electricity Market has been undergoing a transformation period since 2019 pursuant to the European directive on the Target Model for the harmonisation of the integrated market with the modern European energy markets. This model will specify the terms for access to the cross-border electricity exchange network pursuant to Regulation (EC) No. 714/2009 of the European Parliament and of the Council and four new electricity markets to be established in accordance with Law 4425/2016 and Law 4512/2018. This development will give suppliers access to more tools for hedging and optimization of their energy portfolio, thus reducing the risk of variability in energy prices.

Law 4425/2016 on the restructuring of the electricity market includes the basic principles for establishing a Target Model, which consists of four markets: Forward Electricity Market, Next-Day Electricity Market, same-day market and balancing Electricity market. The Greek Energy Exchange has been established in the context of the Greek energy market restructuring and in compliance with European and wider international standards. The purpose of the Greek Energy Exchange is to organize and manage the Electricity Markets (the Next Day Market, the Intraday Market and the Forward Market), the Gas Market, the Environmental and Energy Financial Instruments, as well as any other relevant activity. The Balancing Market will be operated by the Independent Power Transmission System Operator (IPTO) and will be controlled by the Energy Exchange. The Greek Energy Exchange was founded following its detachment from the Electricity Market Operator (LAGIE). The management of Renewable Energy Sources and of the Guarantees of Origin remains within the jurisdiction of LAGIE, which has been renamed to "Renewable Energy Sources and Guarantees of Origin Manager".

#### MANAGEMENT REPORT AND ANNUAL FINANCIAL STATEMENTS

#### 6. FINANCIAL INDICATORS.

The Company has not been informed of any financial indicators in relation to the performance of the sector in which it is operating.

The financial performance indicators which are monitored by the Company for 2019 are indicatively the following:

#### Financial structure ratios

Current assets: 8.749.651.38 **78.10**%

11,203,686.68 Total assets:

243.506.63 Fixed assets: 2.17%

Total Assets: 11.203.686.68

The above ratios denote the proportion of funds allocated to current and fixed assets.

5,104.375.57 84.11% Equity:

Total liabilities 6.068.484.65

The above ratio expresses the level of the Company's financial independence.

Total Liabilities: 6,068,484.65 **54.17**%

Total Liabilities: 11,203,686.68

5,120,481.55 **45.56**% Equity:

Total Liabilities: 11,219,792.66

The above ratios reflect the Company's leverage.

5,120,481.55 2,096.20% Equity:

243.506.63 Fixed assets:

This ratio reflects the level of financing of the Company's fixed assets from Equity

8,749,651.38 **154.99**% Current Assets:

Short-term Liabilities: 5.645.271.13

This ratio shows the Company's ability to cover short-term liabilities with Current Assets.

Working Capital (Current Assets-Short-term liabilities): 3,104,380.25 35.48%

**Current Assets:** 8,749,651.38

This ratio indicates the percentage of working capital that is financed by permanent capital surplus (equity and long-term liabilities)

#### Performance and efficiency ratios

1,897,841.75 **1,95**% Net operating results:

Sales of stock & services: 97,366,288.02

This ratio reflects the Company's performance without taking into account extraordinary or non-operating results.

Net results before tax: 1,802,189.95 1.85%

Total revenue: 97.366.288.02

This ratio reflects the Company's overall performance compared to total revenue.

1,802,189.95 35.31% Net results before tax:

5.104.375.57 Equity:

This Ratio reflects the Company's return on equity.

3.248.574.47 **3.34**% Gross results:

Sales of stock & services: 97,366,288.02

This ratio reflects the percentage of gross profit to total sales of the Company.

#### 7. EXPECTED COURSE OF COMPANY'S OPERATIONS

With regard to the expected Company's development, the strategy for the period 2019-2023 aims to enhance the Company's position in the Electricity Trading Sector in the broader South-Eastern European region. The company's management wishes to establish an innovative and flexible organization based on international standards, by continuing to develop with openness.

The Company's strategy is being developed in six (6) levels:

- We aim to increase the market share and Sales volumes on the basic markets in which we operate, by focusing our activity on short-term transactions on electrical power in the wholesale market (daily, weekly & monthly transactions)
- We aim to expand geographically to new markets in which we believe that there are prospects for satisfactory profit margins.
- The Company will develop new activities. For example, we would like mention the Trade of Natural Gas and Trade of Emission Riahts.
- The company will invest in the continuous development of its IT systems and in the creation of new technology, which is deemed necessary for transactions in the Electricity Trading Sector.
- We will upgrade the Risk Management Policy that we follow to ensure optimum use of the available capital and minimize finan-
- We will continue to invest in the development of the Company's Human Resources and to the recruitment of additional specialized Personnel.

We believe that with the above strategy, the growth of the Company's sizes will be positive and the objectives set will be satisfied.

#### 8. SIGNIFICANT EVENTS AFTER CLOSURE OF THE BALANCE SHEET

It is important to note that until the drafting hereof (subsequent to the year which ended on 31/12/2019), a world-wide unprecedented event has occurred and influenced to a great extent the economic parameters at a global level. Namely, an event which could have a negative impact on the Company's progress and viability; however, due of the nature of its activity, it was neither affected financially nor has it resulted to obvious difficulties in the smooth operation of its daily works. We will first mention the difficulty of everyday life which could appear because of covid-19, but thanks to the proper preparation of the IT department and to the excellent specialization of its employees, this obstacle was successfully handled. The results of the first half of 2020 could only be positive, the company having already shown an EBITDA amounting to € 1,700,000.00

Dear Shareholders, in the light of the above, please approve the financial statements of year 2019 and please approve the overall management of the financial year which ended on 31/12/2019 in accordance with the law and the articles of association.

Piraeus, 31.07.2020

THE PRESIDENT THE MANAGING DIRECTOR

Vyron Vasileiadis Christos Vasileiou



### THIS REPORT HAS BEEN TRANSLATED FROM THE ORIGINAL VERSION IN GREEK INDEPENDENT AUDITOR'S REPORT

To the Shareholders of «Greek Environmental & Energy Network S.A.» Report on the Audit of the Financial Statements

#### OPINION

We have audited the accompanying financial statements of «Greek Environmental & Energy Network S.A.» (the Company), which comprise the statement of financial position as of December 31, 2019, the income statement and statement of changes in equity for the year then ended and the related notes.

In our opinion, the accompanying financial statements present fairly in all material respects the financial position of « Greek Environmental & Energy Network S.A.», as at 31 December 2019 and its financial performance for the year then ended in accordance with Law 4308/2014.

#### **BASIS FOR OPINION**

We conducted our audit in accordance with International Standards on Auditing (ISAs), as incorporated in Greek Law. 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 remained independent of the Company throughout the period of our appointment in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code), as incorporated in Greek Law, together with the ethical requirements that are relevant to the audit of the financial statements in Greece, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### OTHER INFORMATION

Management is responsible for the other information. The other information included in the Board of Directors Report, for which reference is also made in section "Report on Other Legal and Regulatory Requirements", but does not include the financial statements and our auditor's report thereon.

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

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

#### RESPONSIBILITIES OF THE MANAGEMENT FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Law 4308/2014, 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 ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

#### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs, as incorporated in Greek Law, 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, as incorporated in Greek Law, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's 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 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 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.

We communicate with the management 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.

#### REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

Taking into consideration that management is responsible for the preparation of the Board of Directors' Report, according to the provisions of paragraph 5 article 2 of Law 4336/2015 (part B), we report that:

a) In our opinion the Board of Directors' Report has been prepared in accordance with the legal requirements of article 150, of the Law 4548/2018 and the content of the Board of Directors' report is consistent with the accompanying financial statements for the year ended 31 December 2019.

**b)** Based on the knowledge and understanding concerning « Greek Environmental & Energy Network S.A.» and its environment, gained during our audit, we have not identified information included in the Board of Directors' report that contains a material misstatement.

Athens, 04 August 2020

#### PROFIT AND LOSS ACCOUNT

Profit and Loss Statement of 31st December 2019 (1 January 2019 - 31 December 2019)			
	Note	2019	2018
Turnover (net)	3	97,366,288.02	87,182,454.33
Cost of sales	5	-94,117,713.55	-84,213,997.55
Gross profit/loss		3,248,574.47	2,968,456.78
Other ordinary income	4	388,959.09	511,433.42
		3,637,533.56	3,479,890.20
Administrative expenses	5	-401,978.04	-581,857.08
Distribution expenses	5	-948,754.68	-1,620,848.85
Other expenses and losses	6	-453,206.82	-3,303.04
Other income and profits		9,221.43	519.83
Results before interest and taxes		1,842,815.45	1,274.401.06
Interest receivable and related income	7	35,134.11	101.302.56
Interest payable and related expenses	7	-75,759.61	-129.272.02
Results before tax		1,802,189.95	1,246,431.60
Income taxes	20	448,631.57	-686,576.13
Results for the period after tax		1,369,664.36	559,855.47

The notes on pages 15 to 34 form an integral part of these financial statements.

#### **BALANCE SHEET**

ASSETS	Note	2019	2018
Non-current assets			
Tangible fixed assets			
Real estate property	8.1	159,108.77	165,110.57
Other equipment	8.1	59,814.50	51,168.10
Total		218,923.27	216,278.67
Intangible fixed assets			
Other intangible assets	8.2	24,583.36	38,255.90
Total		24,583.36	38,255.90
Financial assets			
Other equity instruments	9.2	500.00	500.00
Other non-current assets	9.2	2,210,028.67	1,312,555.21
Total		2,210,528.67	1,313,055.21
Total non-current assets		2,454,035.30	1,567,589.78
Current assets			
Inventories			
Finished and semi-finished products			
Other stocks		0.00	1,228.40
Total		0.00	1,228.40
Financial assets and advance payments			
Trade receivables	10	5,803,377.88	15,021,918.93
Accrued income for the period	12	28,842.74	184,278.62
Other receivables	11	969,109.42	536,926.11
Other financial assets	13	182,737.00	182,737.00
Prepaid expenses	14	222,347.04	916,649.09
Cash reserves and cash equivalents	15	1,543,237.30	1,522,788.11
Total		8,749,651.38	18,365,297.86
Total current assets		8,749,651.38	18,366,526.26
Total assets		11,203,686.68	19,934,116.04

The notes on pages 15 to 34 form an integral part of these financial statements.

#### MANAGEMENT REPORT AND ANNUAL FINANCIAL STATEMENTS

LIABILITIES	Note:	2019	2018
Equity			
Paid-up capital			
Capital	16	600,000.00	600,000.00
Total		600,000.00	600,000.00
Reserves and results carried forward			
Reserves formed under laws or the Articles		200.000,00	200.000,00
Results carried forward		4,304,375.57	2,950,817.19
Total		4,504,375.57	3,150,817.19
Total equity		5,104,375.57	3,750,817.19
Provisions			
Provisions for employee benefits	17	30,826.46	39,369.24
Total		30,826.46	39,369.24
Liabilities			
Long-term liabilities			
Other long-term liabilities	18	423,213.52	1,053,777.00
Total		423,213.52	1,053,777.00
Short-term liabilities			
Trade payables	19	3,078,185.79	10,839,946.47
Income tax	20	0.00	420,044.45
Other taxes and duties	21	199,336.58	247,978.33
Social security institutions		30,967.35	41,982.71
Other liabilities	22	1,018,673.65	2,252,994.93
Accrued expenses for the fiscal year	23	1,318,107.76	1,230,827.82
Deferred income		0.00	56,377.90
Total		5,645,271.13	15,090,152.61
Total liabilities		6,068,484.65	16,143,929.61
Total net equity, provisions and liabilities		11,203,686.68	19,934,116.04

The notes on pages 15 to 34 form an integral part of these financial statements.

#### STATEMENT OF CHANGES IN EQUITY

	Capital	Reserves under laws or the articles of association	Results carried forward	Total
Balance 01.01.2018	600,000.00	180,654.28	2,410,307.44	3,190,961.72
Formation of statutory reserves	0	47.100,00	-47.100,00	0
	0	19,345.72	-19,345.72	0
Results for the period	0	0	559,855.47	559,855.47
Balance as at 31.12.2018	600,000.00	200.000,00	2,950,817.19	3,750,817.19
Formation of statutory reserves	0	0	0	0
Results for the period	0	0	1,353,558.38	1,353,558.38
Balance as at 31.12.2019	600,000.00	200.000,00	4,304,375.57	5,104,375.57

The notes on pages 15 to 34 form an integral part of these financial statements.

#### NOTES ON THE FINANCIAL STATEMENTS

#### 1. GENERAL INFORMATION

The companyGREEK ENVIRONMENTAL & ENERGY NETWORK S.A." (hereinafter the "Company") is a Trading Enterprises which operates in the energy industry. The Company was established in 2008 in Greece and the address of its registered office is 57, Akti Miaouli, Piraeus, P.C. 185 36. The average number of staff for the year 2019 was 16 employees (31.12.2019). The Company's financial statements were approved for publication by the Board of Directors on 30.07.2020 and are subject to the approval of the Annual Ordinary General Meeting of Shareholders.

#### 2. BASIC ACCOUNTING PRINCIPLES

#### 2.1 BASIS FOR PREPARATION OF THE FINANCIAL STATEMENTS

These financial statements have been prepared in accordance with Law 4308/2014 "New Greek Accounting Standards, related regulations and other provisions". The financial statements were prepared based on the historical cost and going concern principles. The Financial statements are presented in euro, which is the currency in which the Company operates.

The financial statements for the fiscal year that ended on 31st of December 2019 (01.01.2019-31.12.2019) are the fifth consecutive ones which are drawn up by the Company in accordance with the New Greek Accounting Standards. For the fiscal years up to and including the fiscal year which ended on 31st of December 2014, the Company kept its accounting books and records and prepared its financial statements in accordance with the provisions of Codified Law 2190/1920, having regard to the provisions of applicable tax legislation, as and where required. According to Article 2 of Law 4308/2014, the Company is classified under intermediate entities.

The Company has prepared the financial statements in full compliance with the New Greek Accounting Standards as they are applied for the accounting years which begin on or after 1 January 2015.

The Company applied Article 37 (5), based on which "Balance sheet items that do not meet the recognition criteria of this Law, but are recognized under the previous accounting framework, may continue to appear in the balance sheet after 31 December 2014 until their full depreciation, based on existing tax provisions, or until their disposal in any way".

#### 2.2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

The preparation of the financial statements requires that the management of the company makes significant accounting assessments, assumptions and judgments that affect the balances of the assets and liabilities and disclosures, the disclosure of any receivables and liabilities, as well as the income and expenses presented. The actual results may differ from these estimates. The most important accounting policies, judgments and assessments regarding events, the development of which may materially alter the funds included in the financial statements over the next twelve-month period, are as follows:

#### 2.2.1 PROPERTY, PLANT AND EQUIPMENT

#### **INITIAL RECOGNITION**

At initial recognition, property, plant and fixed asset are measured at acquisition cost. The acquisition cost of PPE also includes improvement expenditure. Repair and maintenance expenditure is capitalized when falling within the definition of an asset, otherwise it is expensed in the year incurred.

#### SUBSEQUENT CALCULATION

PPE items are measured subsequently at amortized cost (acquisition cost less accumulated depreciation and any value impairment).

PPE with a limited useful life are subject to annual value depreciation, which is calculated with the straight line method and at a rate reflecting the useful life of the PPE, as follows:

Buildings - Building facilities	25 years
Machinery- Technical installations and other mechanical equipment	10 years
Transportation equipment, passenger vehicles	6,25 years
Transportation equipment, Trucks	8,33 years
Computer equipment (main and peripheral) and software	5 years
Furniture and fixtures	10 years

Amortization starts when the asset is ready its intended use. Land is not amortized.

The useful life, the residual value and the methods of amortization & depreciation of PPE are subject to review annually when preparing the financial statements and are adjusted in subsequent periods if considered necessary.

#### PAUSE OF ASSET RECOGNITION

Items of property, plant and equipment which were sold during the period or where no future economic benefit is anticipated from their use or disposal, are no longer recognized in the balance sheet, and the gains or losses resulting from such derecognition is determined as the difference between the net proceeds from disposal and the carrying value of the item, which is included in profit and loss at the time that the item was derecognized.

#### 2.2.2 INTANGIBLE FIXED ASSETS

Intangible fixed assets acquired separately are recognized at cost at initial recognition. Subsequent to initial recognition, intangible assets are measured at cost less any accumulated depreciation and any impairment losses. Internally generated intangible assets are not recognized.

The intangible assets of the Company correspond to software applications and are depreciated in 5 year of useful life. There are no intangible assets with an indefinite lifetime.

#### IMPAIRMENT OF NON-FINANCIAL ASSETS

Non-financial assets measured at cost or amortised cost are subject to impairment testing when there are relevant indications and if estimated that the impact of any impairment on the financial statements is significant. Impairment losses arise when the recoverable value of the fixed asset becomes lower than its carrying value. The recoverable value of a PPE item is the higher of the fair value reduced by the cost of its sale, and its value-in-use. Value in use is the present value of future cash flows expected to arise from the continued use of the asset and its sale at the end of its useful life.

There is an obligation for impairment loss recognition only when it is assessed that the impairment is permanent and of a significant amount. If it is judged that the impairment is temporary, it is not accounted for. Any impairment loss is expensed through profit and loss. Impairment losses are reversed through profit and loss when the circumstances that gave rise to them no longer apply.

No impairment estimations have been formed by 31st December 2019 - 2018 and 2017 respectively.

#### **2.2.3 LEASES**

Lease is defined as an agreement in which the lessor transfers to the lessee, against consideration, the right to use an asset for an agreed period.

Company as Lessee: Leases where the lessor retains all risks and benefits arising from the ownership of the fixed asset are recognised as operating leases. Lease payments are recognised as expenses in the results using the straight-line method throughout the term of the lease, unless another systematic method is a more representative means of allocating the expense.

Company as lessor: cases of asset lease to third parties in which the Company does not transfer all risks and rewards incident to ownership of one asset are accounted for as operating leases, and the rental income is expensed through profit and loss using the straight line method over the whole term of the lease, unless another systematic basis is more representative of the allocation of rental revenue over the term of the lease.

All the company's leases by December 31st, 2019-2018 and 2017, respectively, are operational.

#### 2.2.4 IMPAIRMENT OF FIXED ASSETS

Tangible fixed assets which are measured at the amortized cost are subject to a value impairment review, when there are relevant indications and provided that it is estimated that the impact of such impairment on the financial statements is significant. Impairment losses arise when the recoverable value of the fixed asset becomes lower than its carrying value. The recoverable value of a PPE item is the higher of the fair value reduced by the cost of its sale and its value-in-use. Value in use is the present value of future cash flows expected to arise from the continued use of the asset and its sale at the end of its useful life.

There is an obligation for impairment loss recognition only when it is assessed that the impairment is permanent and of a significant amount. If it is judged that the impairment is temporary, it is not accounted for. Any impairment loss is expensed through profit and loss. Impairment losses are reversed through profit and loss when the circumstances that gave rise to them no longer apply.

No devaluation provisions have been formed by 31st December 2019 - 2018 and 2017 respectively.

#### 2.2.5 FINANCIAL ASSETS

#### **INITIAL RECOGNITION**

Financial assets are initially recognised at acquisition cost. The cost of acquisition includes all cash (or cash equivalents), or the fair value of other considerations exchanged in return for acquisition, in addition to purchase expenses.

#### SUBSEQUENT MEASUREMENT

Subsequent to initial recognition, financial assets are measured at acquisition cost less any impairment losses.

Specifically, subsequent to initial recognition, interest-bearing financial assets are measured at amortised value using the effective rate or the straight-line method. Measurement at amortized cost as opposed to measurement at acquisition cost is applied when the amortized cost method has a significant impact on the amounts of the financial statements.

The financial assets classified by the Company in this category include trade and other receivables. For more information about other trade receivables see note 10 and note 11.

#### DERECOGNITION

The Company no longer recognizes a financial asset (i.e. removes it from the balance sheet) when:

- the contractual rights on the cash flows of the asset expire; or
- all risks and rewards incident to its ownership are substantially transferred.

#### **IMPAIRMENT**

Each financial asset (interest-bearing or not) is subject to impairment testing when the relevant indications referred to in Article 19(5) of Law 4308/2014 exist.

Indications of impairment exist in the following cases:

- obvious, significant financial difficulties of the issuer or the obligor; or
- the carrying value is significantly higher than the fair value of the assets (if any); or
- it becomes probable, due to adverse local, national or global conditions, that the obligor will default on basic commitments under the

An impairment loss is recognised when the recoverable value of the asset is less than its book value. Particularly in the case of long-term assets (non-current assets), impairment losses are recognised when it is estimated that the impairment is permanent. If it is judged that the impairment is temporary, it is not accounted for.

Impairment loss is recognized in the profit and loss statement and reversed as profit when the circumstances that gave rise to it no longer exist. Reversal is made up to the value that the asset would have, had an impairment loss not been recognised. Especially with regard to non-current financial assets, impairment loss is recognized when it is estimated that the impairment is permanent. If it is judged that the impairment is temporary, it is not accounted for.

More information about other trade receivables of the Company are detailed in Notes 10 and 11.

#### 2.2.6 CURRENT AND DEFERRED TAXATION

#### **CURRENT TAXATION**

Income tax assets and liabilities for the current period are measured at the amount that is expected to be recovered from or paid to the tax authorities. The tax percentages and tax laws applied in calculation of the amount are those that have been established or essentially established up to the date of the financial position statement in the country where the Company operates and creates taxable income. The provision for income tax for the closing fiscal year, as well as for previous fiscal years, is calculated on the basis of estimated amounts payable to the tax authorities, using the established tax rates on the balance sheet date. The income tax provision includes the current income tax for each fiscal year, as it arises from the income tax statement and estimated additional taxes that may arise from any tax audits on unaudited fiscal years, based on findings from previous tax audits. Thus, the final settlement of income taxes may diverge from the relevant amounts recorded in the financial statements.

The current income tax is recognized in Fiscal Year Results. The management regularly reviews its position regarding tax returns involving cases in which the tax regulations are open to interpretation, and forms provisions as appropriate.

#### **DEFERRED TAXATION**

This has not been adopted by the Company, given that it is optional under the provisions of Law 4308/2014.

#### 2.2.7 INVENTORIES

Stocks include vouchers for disposal to our customers based on the commercial policy.

#### 2.2.8 CASH RESERVES AND CASH EQUIVALENTS

Cash and cash equivalents include cash on hand at the Company's offices and sight deposits at banks.

#### 2.2.9 SHARE CAPITAL

Common registered shares are recorded as equity items. Cost related directly to net worth is monitored by deducting this item from equity, provided it is important to the financial statements. Otherwise, these amounts are expensed in the period incurred.

#### 2.2.10 FINANCIAL LIABILITIES

#### **INITIAL RECOGNITION**

Financial liabilities are initially recognized at the payable amount. Amounts referring to an issue above or below par and the cost directly associated with the creation of liabilities are accounted for as expenses or income in the period in which the liabilities were initially recognized.

#### SUBSEQUENT MEASUREMENT

After the initial recognition, financial liabilities are measured at the amounts due.

Instead of applying the above, financial liabilities are initially recognized and subsequently measured at amortized cost using the effective rate or the straight-line method, if measurement in line with this paragraph has a significant effect on the amounts of the financial statements. In particular, initial recognition of financial liabilities takes into account the amounts relating to an above or below par issue, interest and the cost directly incurred to that effect.

Interest resulting from financial liabilities is expensed through profit and loss.

#### PAUSED RECOGNITION

The entity ceases to recognize a financial liability only when the contractual obligation is met in full, is cancelled, or expires. An amendment to the terms of an existing financial liability (whether due to financial difficulties of the debtor or otherwise) is accounted for as settlement (derecognition) of the original liability and recognition of a new financial liability.

The Company's financial liabilities include trade liabilities, as well as other long-term and short-term liabilities. Trade and other short-term liabilities are not interest bearing accounts and, usually, are settled within 90 to 120 days for the Company.

#### 2.2.11 NON-FINANCIAL LIABILITIES

Non-financial liabilities are initially recognized and subsequently measured at the nominal amount that is expected to be required for their settlement.

#### 2.2.12 PROVISIONS AND CONTINGENT LIABILITIES

Provisions are initially recognized and subsequently measured at the nominal amount that is expected to be required for their settlement. This amount is defined as the optimal estimate. Furthermore, in cases of provisions of a significant amount and/or settlement period that are estimated to have a significant impact on the financial statements, the nominal amount of the provision will be paid in advance. In the case of advance payment, the provision is thereafter discounted at the discounted interest rate, and charged against the results. In addition, the Company shall disclose its contingent liabilities for the purpose of preparing the financial statements (note: 31)as:

- 1. A possible commitment resulting from past events, the existence of which will be confirmed only if one or more uncertain future events, which are not under the full control of the entity, happen or not.
- **2.** A current commitment resulting from past events, for which:
- 2a) it is not highly likely that an outflow of resources incorporating financial benefits will be required to settle the commitment or
- 2b) the amount of the commitment cannot be measured with sufficient reliability.

#### 2.2.13 PROVISIONS FOR POST-EMPLOYMENT BENEFITS

Pursuant to the provisions of labor law, the Company pays compensation to retired employees, the amount of which depends on the years of service and the level of remunerations. This is accounted for as a defined benefit plan.

Pursuant to the provisions of labor law, the Company pays compensation to retired employees, the amount of which depends on the years of service and the level of remunerations. This is accounted for as a defined benefit plan. The provision for compensation due to retirement has been calculated on the basis of 40% of the staff indemnity obligation due to retirement as provided for by Law 4093/2012 and Law 3198/1955. The Company's management, by taking into account the age profile, the years of past service and the rate of resignation of its employees, considers that the difference from the provision which would result after the performance of an actuarial report is not significant.

The net costs of compensation for the period, as per the attached profit and loss statement, are included in the item "Provisions for employee benefits" and comprise the current value of the benefits that became accrued during the year.

#### **2.2.14 REVENUE**

Income from sale of goods is recognised on the basis of the accrual principle at the time on which the following conditions are met:

- a) The material risks and benefits associated with ownership thereof are transferred to the purchaser.
- b) The goods are accepted by the purchaser.
- c) the financial benefits from the transaction can be measured reliably and their collection by the Company is considered highly likely.

Income is accounted for in amounts net of all refunds, discounts or tax on sales.

In particular, income is recognised if it can be reliably measured and if at the moment of sale the inflow of the respective price to the entity is considered to be highly likely. Subsequent failure of the customer to settle their debt does not negate the sale, since at the time it occurred the condition for recognizing it, namely the high likeliness of collecting the price, was met. In such case (namely of the failure to collect said receivable), an expense is recognized due to its impairment.

The company's net turnover is broken down as specified in note 3:

Income from the use of the entity's assets by others is recognised as follows:

- a) Interest based on a time-proportion basis, using the effective rate or the straight-line method;
- b) Dividends or any similar income from participation in the equity of other entities, when approved by the competent body deciding on their distribution (decision by the General Meeting);
- c) Royalties pursuant to the relevant contract terms.

#### 2.2.15 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS.

The preparation of the financial statements requires estimates and assumptions by the Management, which affect the amounts and the disclosures in the financial statements. The Management continuously reviews such estimates and assumptions which mainly include the cases presented below:

The assumptions and judgments are constantly reviewed and are based on empirical data and other factors, including expectations for future events that are expected to occur under reasonable conditions.

Such estimates and assumptions form the basis of decision-making regarding the carrying values of assets and liabilities that are not readily available from other sources. The resulting accounting estimates, by definition, will rarely match actual results. The estimates and assumptions that present a material risk of causing major changes to receivables and payables in the following year are presented below.

(a) Provisions for doubtful receivables: The Company's management makes periodic reassessments of the adequacy of the provision for doubtful receivables in relation to its credit policy and taking into account information from the Company's Legal Department, based on the processing of historic data and recent developments associated with cases handled by the Department.

(b) Provision for income tax The provision for income tax is calculated by estimating the taxes which will be paid to the tax authorities and concerns mainly the current income tax for each financial year. The final settlement of income taxes may diverge from the relevant amounts recorded in the financial statements.

(c) Depreciation rates: The Company's property, plant and equipment is depreciated based on their residual useful life. These residual useful lives are re-estimated periodically, to establish whether they are correct. The useful lives of property, plant and equipment may change by such factors as their maintenance programs.

(d) Impairment of assets: At the end of each year, the Company shall assess whether there are indications of impairment for its assets. Non-financial assets are tested for impairment whenever events or changes in circumstances indicate that their carrying amount may not be recoverable.

**(e) Contingent liabilities:** The existence of contingent liabilities requires from the Management to continuously make assumptions and judgments regarding the possibility of future events occurring or not occurring as well as the effect they may have on the Company's operations.

(g) Going concern: The Management, having in mind: a) the financial status of the Company, b) the risks faced by the Company, which could have negative impact on the Company's business model and capital adequacy, and c) the fact that no significant uncertainties have been identified relating to the Company's ability to continue to operate as "going concern" for the foreseeable future and, in any event, for a period of at least 12 months from the date of approval of the Financial Statements, declares that it continues to consider the going concern principle as an appropriate basis for the preparation of the Financial Statements and that there are no significant uncertainties relating to the Company's ability to continue to apply the "going concern" principle as the appropriate basis for the preparation of the Financial Statements for the foreseeable future and, in any event, for a period of at least 12 months from the date of approval of the Financial Statements.

#### 2. FACTORS WHICH COULD JEOPARDIZE THE COMPANY'S GOING CONCERN STATUS

The Company carried out an assessment and found that no factors exist which could jeopardize the Company's going concern status

#### 3. TURNOVER

The turnover in the attached financial statements for the years 2019 and 2018 is broken down as follows:

	01.01 - 31.12.2019	01.01 - 31.12.2018
Domestic sales	56,373,791.46	53,940,211.82
Foreign Sales	40,992,496.56	33,242,242.51
Total	97,366,288.02	87,182,454.33

#### 4. OTHER ORDINARY INCOME

Other ordinary income is broken down as follows:

	01.01 - 31.12.2019	01.01 - 31.12.2018
Sales of Rights	280,166.79	355,639.85
Other ordinary income	108,792.30	155,793.57
Total	388,959.09	511,433.42

#### 5. COST OF SALES, DISTRIBUTION COSTS, ADMINISTRATIVE EXPENSES

The Company's expenses for the years 2019 and 2018 are broken down as follows:

	01.01 - 31.12.2019	01.01 - 31.12.2018
Staff salaries and expenses	581,552.27	827,501.04
Third party fees and expenses	13,888,693.79	25,182,479.03
Third-party benefits	148,032.63	156,869.11
Taxes - duties	23,466.99	11,689.19
Miscellaneous expenses	128,991.64	226,966.51
Depreciation and amortization	37,995.25	34,187.19
Staff indemnity provision	0	0
Other provisions	506,127.22	507,934.05
Total	15,314,859.79	26,947,626.12

The expense accounts have been allocated to the costs of goods sold and to the administrative and distribution costs as follows:

Category	01.01 - 31.12.2019	01.01 - 31.12.2018
Cost of sales	13,964,127.07	24,744,920.19
Administrative expenses	401,978.04	581,857.08
Distribution expenses	948,754.68	1,620,848.85
Total	15,314,859.79	26,947,626.12

The cost of used / sold stocks results as follows:

Movement of stocks	01.01 - 31.12.2019	01.01 - 31.12.2018
Opening stock	1,228.40	1,178.60
Purchases for the year	80,162,784.11	59,470 460.58
Closing stock	0.00	-1,228.40
Total	80,164,012.51	59,470,410.78
Self-Supplied Fixed Assets / Self-deliveries Cost	-10,426.03	-1,333.42
Total (a)	80,153,586.48	59,469,077.36

The costs of sales are broken down as follows:

Cost of sales	01.01 - 31.12.2019	01.01 - 31.12.2018
Staff salaries and expenses	248,109.17	353,038.94
Third party fees and expenses	13,114,895.99	23,779,456.73
Third-party benefits	87,960.29	93,210.88
Taxes - duties	870.25	433.48
Miscellaneous expenses	6,164.16	10,846.11
Depreciation and amortization	0.00	0.00
Other provisions	506,127.22	507,934.05
Total (b)	13,964,127.07	24,744,920.19
Cost of Sold goods (a + b)	94,117,713.55	84,213,997.55

The administrative expenses are broken down as follows:

#### Administrative expenses

	01.01 - 31.12.2019	01.01 - 31.12.2018
Staff salaries and expenses	159,597.94	227,094.74
Third party fees and expenses	137,442.04	249,204.95
Third-party benefits	38,667.03	40,975.17
Taxes - duties	22,596.74	11,255.71
Miscellaneous expenses	16,317.71	28,711.73
Depreciation and amortization (notes)	27,356.59	24,614.78
Total	401,978.04	581,857.08

The distribution costs are broken down as follows:

#### **Distribution expenses**

	01.01 - 31.12.2019	01.01 - 31.12.2018
Staff salaries and expenses	173,845.16	247,367.36
Third party fees and expenses	636,355.77	1,153,817.35
Third-party benefits	21,405.31	22,683.06
Taxes - duties	0.00	0.00
Miscellaneous expenses	106,509.78	187,408.67
Depreciation and amortization	10,638.66	9,572.41
Total	948,754.68	1,620,848.85

Payroll cost is broken down as follows:

	01.01 - 31.12.2019	01.01 - 31.12.2018
Salaries-Wages	458,613.37	633,356.27
Employer's contributions	112,448.13	154,806.48
Staff ancillary benefits & expenses	2,879.52	8,804.12
Dismissal compensations	7,611.25	30,534.17
Total	581,552.27	827,501.04

The average number of Company employees as at 31 December 2019 and 2018 is as follows:

	31.12.2019	31.12.2018
Employees	16	22
Total	16	22

#### 6. OTHER EXPENSES AND LOSSES

A main expense amounting to 402,586.01, which relates to financial derivatives of energy in the context of the hedgingfor the Electricity Trading, has been registered in the sum.

The transactions are carried out on the European Energy Exchange (EEE) in which the company participates in since 1st September 2019. In order to maintain the capability of performing transactions, the company is required to temporarily dispose amounts of money as guarantee (margin requirement). The relevant amount as at 31.12.2019 is displayed on Other Receivables (note 11).

#### 7. FINANCIAL INCOME & EXPENSES

#### 7.1 INTEREST INCOME AND RELATED INCOME

Interest and related income are broken down as follows:

	01.01 - 31.12.2019	01.01-31.12.2018
Interest on domestic Bank Deposits	2,926.20	12,569.81
Interests of Loans Granted	0.00	0.00
Other Interest Income	32,207.91	88,732.75
Total	35,134.11	101.302.56
Other expenses	32.252,62	36.344,92
Total	129.272,02	132.069,20

#### 7.2 INTEREST EXPENSES AND RELATED EXPENSES

Debit interest and related expenses are analyzed as follows::

	01.01 - 31.12.2019	01.01 - 31.12.2018
Discounted interest	0.00	0.00
Interest and other short-term bank financing expenses	13,099.67	21,864.57
Interest and other short-term financing expenses	0.00	0.75
Commissions paid for letters of guarantee	17,192.86	75,154.08
Other related financing expenses	45,467.08	32,252.62
Total	75,759.61	129,272.02

#### 8. INFORMATION ON TANGIBLE AND INTANGIBLE FIXED ASSETS

#### 8.1. OWNER-OCCUPIED TANGIBLE FIXED ASSETS

Table of changes in tangible fixed assets	Buildings	Other equipment
Acquisition value		
Balance as at 1.1.2018	208,527.79	171,339.24
Additions for the period	0.00	25,171.19
Balance as at 31.12.2018	208,527.79	196,510.43
Accumulated depreciation and impairment		
Balance as at 1.1.2018	35,076.09	135,143.10
Depreciation for the period	8,341.13	10,716.73
Balance as at 31.12.2018	43,417.22	145,342.33
Net Book Value as at 31.12.2018	165,110.57	51,168.10
Acquisition value		
Balance as at 1.1.2019	208,527.79	189,333.10
Additions for the period	2,420.00	45,305.42
Reductions for the period	0.00	22,895.00
Balance as at 31.12.2019	210,947.79	211,743.52
Accumulated depreciation and impairment		
Balance as at 1.1.2019	43,417.22	138,165.00
Depreciation for the period	8,421.80	13,764.02
Balance as at 31.12.2019	51,839.02	151,929.02
Net book value as at 31.12.2019	159,108.77	59,814.50

#### 8.2. INTANGIBLE FIXED ASSETS

Table of changes in intangible fixed assets	Other intangible assets
Acquisition value	
Balance as at 1.1.2018	193,131.88
Additions for the period	8,289.20
Balance as at 31.12.2018	201,421.08
Accumulated depreciation and impairment	
Balance as at 1.1.2018	148,035.85
Depreciation for the period	15,129.33
Balance as at 31.12.2018	163,165.18
Net Book Value as at 31.12.2018	38,255.90
Acquisition value	
Balance as at 1.1.2019	201,421.08
Balance as at 31.12.2019	201,421.08
Accumulated depreciation and impairment	
Balance as at 1.1.2019	163,165.18
Depreciation for the period	13,672.54
Balance as at 31.12.2019	176,837.72
Net book value as at 31.12.2019	24,583.36

There are no encumbrances, mortgages, insurance coverages and any other guarantees or commitments on the company's fixed assets.

#### 9. FINANCIAL ASSETS

#### 9.1 OTHER EQUITY INSTRUMENTS

The company no longer participates in other enterprises.

#### 9.2 OTHER NON-CURRENT ASSETS

Our participation in the establishment of the electricity suppliers association is EUR 500.00. The valuation has been made at acquisition prices. The item "other non-current assets" relates to delivered guarantees which are analysed in the following table:

Guarantees for the lease of the company's offices on 57, Akti Miaouli street (REGISTERED OFFICE)	7,578.12
Guarantees to TERNA S.p.a (SYSTEM' S MANAGER OF ITALY)	100,000.00
Participation guarantees in the Day Ahead Energy Schedule (DAS)-RES & GUARANTEES MANAGER S.A. (former LAGIE)	50,000.00
Guarantees to the Independent Power Transmission System Operator (IPTO) in order to assure returns of the regulated retail charges	90,000.00
Guarantees to SEE CAO manager in Montenegro for participation in auctions for entitlements	500,000.00
Guarantees to HEDNO for the involvement in the procurement for the Non-Interconnected Islands of Crete and Rhodes	67,411.85
Guarantees to LEASEPLAN for the lease of company vehicles which have been granted to company executives	4,474.44
Guarantees to ING Luxembourg for the participation in auctions for entitlements at the GR-ITALY borders	420,284.77
Guarantees on the MAVIR stock exchange in Hungary	120,279.49
Guarantees to Gestore dei Mercati Electrico on Energy Exchange in Italy	300,000.00
Guarantees to HUPX Hungary	500,000.00
Guarantees for the issuance of a license to operate on the Serbian energy market	50,000.00

#### 10. TRADE RECEIVABLES

Trade receivables are broken down in the following table:

Trade receivables	31/12/2019	31/12/2018
Domestic customers	4,463,957.62	6,692,025.07
International customers	2,845,526.45	9,257,948.14
Notes overdue	1,900.00	1,900.00
Cheques receivable (post-dated)	15,176.62	87,101.31
Checks overdue	13,893.13	13,893.13
Provisions for doubtful receivables	(1,537,075.94)	(1,030,948.72)
Total	5,803,377.88	15,021,918.93

The Company's provision change in relation to the impairment of customer receivables for the uses which ended on 31 December 2019 and 2018 is as follows:

Closing balance	(1,537,075.94)	(1,030,948.72)
Provisions for impairment of trade receivables	(506,127.22)	(507,934.05)
Opening balance	(1,030,948.72)	(523.014,67)
	31.12.2019	31.12.2018

#### 11. OTHER RECEIVABLES

Other receivables are broken down in the table below:

Other receivables	31.12.2019	31.12.2018
Advance payments to suppliers	366,121.12	8,890.43
Short-term guarantees for transactions on the European Energy Exchange (see note 6.)	325,162.00	0.00
Staff	0.00	74.26
Committed deposits	67,240.62	524,982.74
Other third parties	680.69	2,978.68
Income tax (note 20)	209,904.99	-
Total	969,109.42	536,926.11

#### 12. ACCRUED INCOME FOR THE FISCAL PERIOD

Accrued income in this period refers to revenues invoiced to IPTO, RESGOOP and HEDNO in the next financial year but relates to the results of year 2019.

#### 13. OTHER FINANCIAL ASSETS

The account is broken down in the following table:

	31.12.2019	31.12.2018
Shares listed on stock exchange	-	-
Shares not listed on stock exchange	182,737.00	182,737.00
Total	182,737.00	182,737.00

The fund of shares which not listed on the stock exchange relates to corporate shares of the Pancretan bank which are held by the company. The company assesses the shares at historical cost. No indications for impairment exist for these shares.

#### 14. PREPAID EXPENSES

The item mainly concerns invoices received by the company until 31.12.2019 and relevant trading rights and subscription costs for services of broker, which provided services in 2020, as well as insurance policy equipment, owned vehicles and life insurance of the company's staff

#### 15. CASH RESERVES AND CASH EQUIVALENTS

Cash and cash equivalents are broken down as follows:

	31.12.2019	31.12.2018
Cash	4,280.75	9,359.36
at Banks - Sight deposits	1,538,956.55	3,839,459.13
Term deposits in EURO	0.00	0.00
Total	1,543,237.30	3,848,818.49

Deposits in banks earn interest at floating rates based on monthly bank rates. Interest income on sight and maturity deposits in banks shall be accounted for by using the method of accrual.

#### **16. EQUITY ACCOUNTS**

The company's paid up share capital is divided into 20,000 common registered shares with voting right with a nominal value of EUR 30.00 each and amounts to € 600.000.00.

#### 17. PROVISIONS

#### 17.1 PROVISION FOR STAFF RETIREMENT INDEMNITY

Based on the Greek labor law, employees and workers are entitled to indemnity in the event of dismissal or severance, to such amount as calculated in accordance with the employee's or worker's remuneration, his previous employment and the reason of the termination of his employment (dismissal or retirement).

Employees or workers who resign or are dismissed for a reason are not entitled to indemnity. Compensation payable in the event of retirement is equivalent to 40% of the amount that would be payable in the event of dismissal without cause. According to local practice in Greece, these plans are not financed.

Accrued benefits in each period are charged by the Company to profit or loss, with a corresponding increase in the retirement liability. Benefit payments to retirees in each period are debited against this liability.

Following is the movement in the net liability shown in the attached financial statements:

	31.12.2019	31.12.2018
Net liability at year start	39,369.24	28,395.34
Cost/(revenue) recorded in results	-8,542.78	10,973.90
Net liability at year end	30,826.46	39,369.24

#### 18. OTHER LONG-TERM LIABILITIES

Other long-term liabilities are broken down in the following table:

Total	423,213.52	1,053,777.00
Guarantees received	423,213.52	1,053,777.00
Other long-term liabilities	31/12/2019	31/12/2018

#### 19. TRADE PAYABLES

Trade payables are broken down in the following table:

Total	3,078,185.79	10,839,946.47
Foreign suppliers	2,728,797.62	9,444,537.71
Domestic suppliers	349,388.17	1,395,408.76
Trade payables	31.12.2019	31.12.2018

#### MANAGEMENT REPORT AND ANNUAL FINANCIAL STATEMENTS

#### **20. INCOME TAX**

The income tax for the year 2019 and 2018 is broken down in the following table:

The effective tax rate differs from the nominal one. The effective tax rate is influenced by various factors, the most important being the non-deduction of certain expenses and the non-taxation of certain revenues.

The difference is as follows:

	31.12.2019	31.12.2018
Profit before taxes	1,802,189.95	1,246,431.60
Tax imputed based on the applicable tax rates (2019: 24%, 2018: 29%)	432,525.59	361,465.16
Expenses not deductible for tax purposes	149,511.52	606,446.04
Tax resulting from non-deductible expenses	35,882.76	175,869.35
Non-taxable income (temporary GAS differences)	(82,403.26)	514,626.29
Tax arising from temporary GAS differences	(19,776.78)	149,241.62
Total tax	448,631.57	686,576.13
Tax prepayment of previous periods	(658,536.56)	(266,532.70)
Total	(209,904.99)	420,044.45

#### 21. OTHER TAXES AND DUTIES

Other taxes and duties are broken down as follows:

	31.12.2019	31.12.2018
Value added tax	127,107.18	56,013.84
Special consumption tax (Law 2127/1993)	15,525.68	65,353.29
Payroll taxes and duties	15,371.18	19,504.54
Other taxes - duties	41,332.62	107,106.66
Total	199,336.58	247,978.33

#### 22. OTHER LIABILITIES

Other liabilities are broken down in the following table:

	31.12.2019	31.12.2018
Wages and salaries payable	1,973.99	1,973.99
Domestic creditors	594,711.73	2,131,812.39
Customer advance payments	421,051.65	115,688.42
Other short-term liabilities	936.28	3,520.13
Purchases under settlement	0.00	0.00
Total	1,018,673.65	2,252,994.93

The domestic creditors fund concerns liabilities of the company towards municipalities, since the bills which are issued towards customers include the obligation of the company to pay fees to the municipalities. Such fees refer to municipal fees, municipal taxes and property tax (TAP).

#### 23. ACCRUED EXPENSES FOR THE YEAR

The item concerns accrued expenses which are invoiced in a following financial year but relate to the year 2019.

#### 24. PROPOSED PROFIT DISTRIBUTION

The BoD proposes to the next ordinary general meeting of shareholders that net profits after taxes be distributed as follows:

Statutory reserve 0.00
Profit distribution to shareholders 1,265,000.00

**Statutory reserve:** According to Greek trade legislation, all companies are obligated to reserve 5% from the financial year's profits, as ordinary reserve until that amounts to one third of the paid share capital. The distribution of the statutory reserve shall be prohibited during the term of the company, except for the part which exceeds one third of the paid-up share capital, which shall be considered as an optional reserve. No additional statutory reserve needs to be formed For the financial year 2019 due to the legal coverage of 1/3 of the paid-up capital.

#### 25.1. DIVIDENDS PAID DURING THE FISCAL YEAR

No dividends were paid in the closed period as presented in the Equity Table

#### 25.2. ACCOUNTING HANDLING OF LOSSES FOR THE FISCAL YEAR

The closing fiscal year recorded a profitable result.

#### **26. DEFERRED TAX**

The Company has chosen not to record any such deferred tax.

#### 27. ADVANCE PAYMENTS AND CREDITS TO MEMBERS OF MANAGEMENT AND SUPERVISORY BOARDS

There are no funds which have not been settled until the preparation and signing of the Financial Statements.

#### 28. HOLDINGS IN COMPANIES WITH UNLIMITED LIABILITY OF PARTNERS

There are no such holdings.

#### 29. DETAILS OF THE COMPANY PREPARING THE CONSOLIDATED FINANCIAL STATEMENTS OF THE FINAL SET OF UNDERTAKINGS OF WHICH THE COMPANY IS A SUBSIDIARY

The Company does not belong to a final set of undertakings for which consolidated financial statements are prepared.

#### 30. FEES TO MEMBERS OF MANAGEMENT AND SUPERVISORY BOARDS

The Company incurred the following amounts:

	Fees
To BoD members exercising managerial functions	4.196,02

#### 31. RELATED PARTIES TRANSACTIONS

#### Affiliates are considered to be:

- 1) The members of the Board of Directors and of the company's management
- 2) The closest and financially dependent members of the members of the Board of Directors and of management members
- 3) Other companies of the group, which are the following:
- ANTIPOLLUTION SA (Greece)
- ANTIPOLLUTION PROCESSING CENTER SINGLE-MEMBER L.T.D. (Greece)
- GREEN ENERGY TRADING DOO (SERBIA)
- GREEN ENERGY TRADING DOOEL SKOPJE (FYROM)
- GREEN ENERGY TRADING ALBANIA (ALBANIA)
- BCONN CREATIVE STUDIOS SINGLE-MEMBER L.T.D. (GREECE)
- FOS ELEAS ENERGEIAKI SA (GREECE)
- B GROUP ENERGEIAKI (GREECE)

Transactions with related parties are conducted under normal trading and commercial terms which the company adopts for corresponding transactions with third parties (arm's length principle).

#### 1. ANALYSIS OF ENERGY SUPPLY SALES TO RELATED PARTIES (RETAIL)

ANNUALLY	2019	2018
ANTIPOLLUTION	22,107.56	71,633.01
ENERGY SUPPLY		
APC LTD	22,630.66	13,813.39
ENERGY SUPPLY		
VASILEIADIS B.	5,824.68	4,541.77
ENERGY SUPPLY		
BCONN CREATIVE STUDIOS SINGLE MEMBER LTD	540.07	2706.04
ENERGY SUPPLY		
FOS ELEAS	0.00	1629.49
ENERGY SUPPLY		
B GROUP ENERGEIAKI	894.13	0.00

#### 1. ANALYSIS OF WHOLESALE SALES TO RELATED PARTIES (TRADING)

	2019	2018
GREEN ENERGY TRADING DOO	9,902,057.51	2,580,527.14
GREEN ENERG TRADING DOOEL SKOPJE	9,209,331.33	2,646,240.21
GREEN ENERGY TRADING ALBANIA	7,119,121.75	741,027.75
	ENERGY	ENERGY

#### 2. ANALYSIS OF SALES OF SERVICES TO BCONN FOR THE TRANSFER OF CUSTOMER PORTFOLIO TO IRON

	2019	2018
BCONN CREATIVE STUDIOS SINGLE MEMBER LTD	22,955.32	0.00

#### 3. ANALYSIS OF WHOLESALE MARKETS AND SERVICES BY RELATED PARTIES (TRADING)

		****
	2019	2018
GREEN ENERGY TRADING DOO	3,605,153.83	9,386,921.97
	ENERGY	ENERGY
GREEN ENERGY TRADING DOO	289,425.86	272,429.18
	ROYALTIES	ROYALTIES
GREEN ENERG TRADING DOOEL SKOPJE	9,125,758.40	4,335,771.31
	ENERGY	ENERGY
GREEN ENERG TRADING DOOEL SKOPJE	12,077.60	97,072.80
	ROYALTIES	ROYALTIES
GREEN ENERGY TRADING ALBANIA	9,588,814.97	3,946,550.64
	ENERGY	ENERGY

#### 4. ANALYSIS OF OTHER PURCHASES OF SERVICES TO RELATED DOMESTIC PARTIES

	2019	2018
ANTIPOLLUTION SA	74,436.32	202,765.91
	PERSONNEL DISTRIBUTION	PERSONNEL DISTRIBUTION
BCONN CREATIVE STUDIOS SINGLE MEMBER LTD	622,445.00	739,644.00
	CALL CENTER SERVICES	CALL CENTER SERVICES

#### A TABLE OF BALANCES FROM/TO RELATED PARTIES AS OF 31.12.2019 COMPARED TO 31.12.2018 FOLLOWS

PURCHASING	BALANCES	BALANCES	THE SELLER	BALANCES	BALANCES
GREEN SA	2019	2018	GREEN SA	2019	2018
ANTIPOLLUTION SA	10,171.14	11,254.23		114,160.11	140,878.92
APC LTD	0	0		94,796.35	91,339.44
VASILEIADIS VYRON	0	0		-80.67	0
VASILEIADIS FILIPPOS	0	0		0	0
KAFSIS SA	0	0		0	0
GREEN RS	0	6,266,476.56		0	2,782,408.69
GREEN MK	800,426.05	1,226,421.51		2,502,510.43	2,351,687.76
GREEN AL	294,448.00	62,312.08		293,171.24	868,556.41
BCONN	47,353.12	75,332.48		28,451.69	1543.99
FOS ELEAS	0	0		0	0
B GROUP ENERGEIAKI	0	0		232.31	220.96

#### **32. GUARANTEES**

The Company has issued letters of guarantee to various third parties, which are analysed in the following table:

	31.12.2019	31.12.2018
Good Performance	114,421.00	1,039,921.00
Total	114,421.00	1,039,921.00

#### MANAGEMENT REPORT AND ANNUAL FINANCIAL STATEMENTS

#### 33. CONTINGENT LIABILITIES

The company has not been audited by the tax authorities for fiscal periods 2009 up to and including 2013. The Company considers that tax claims for the years 2009 to 2013 have been statute-barred, in accordance with the decision of the Council of State-Plenary Session. In particular the Plenary Session of the Council of State has ruled with its decision number 1738/2017 that the limitation period of tax claims is five years and the continuous extensions of the limitation period are unconstitutional.

For the years 2014 and 2015 an audit was carried out in accordance with Article 82(5) of Law 2238/94 by the audit firm SOL Certified Auditors SA and the tax certificate which is provided for by the Law was issued with an unqualified conclusion. For the 2016, 2017 and 2018 uses respectively, an audit was carried out in accordance with Article 82(5) of Law 2238/94 by the audit firm Ernst & Young and a certificate was issued with an unqualified conclusion.

The closed fiscal year is already being audited by the audit firm Ernst & Young (Hellas) Certified Auditors SA. under Article 65a of Law 4174/2013, which is currently undergoing. If up to the completion of the tax audit any additional tax obligations arise, we estimate that they will have no substantial effect on the financial statements.

Finally, there are no judicial claims or other legal issues which may give rise to any contingent liability on the part of the company.

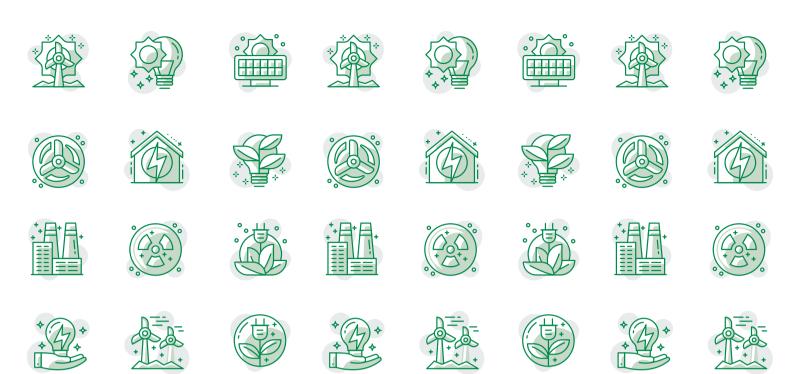
#### 34. EVENTS AFTER THE DATE OF THE BALANCE SHEET

It is important to note that until the drafting hereof (subsequent to the year which ended on 31/12/2019), a world-wide unprecedented event has occurred and influenced to a great extent the economic parameters at a global level. An event which could have a negative impact on the Financial Statements or affect the Company's path and viability, however, because of the nature of its business, the company was neither affected financially nor obviously was it led to difficulties regarding the smooth operation of its daily works.

Piraeus, 31.07.2020

THE PRESIDENT	THE MANAGING DIRECTOR	THE ACCOUNTANT
VYRON VASILEIADIS	CHRISTOS VASILEIOU	CHRISTOS MILIOTIS







Greek Environmental & Energy Network S.A 57, Akti Miaouli Street 18536 Piraeus Greece

