

# Notes

to the Annual consolidated  
financial statements of  
"Sirma Group Holding" JSC  
for 2019

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## Notes to the consolidated financial statements

### 1. Nature of operations

The parent company "Sirma Group Holding" JSC principal activities include acquisition, management, evaluation and sale of interest in Bulgaria and foreign entities; acquisition, evaluation and sale of patents, granting of licenses to use patents of the entities in which the company holds interests, financing the entities in which the company holds shares, organizing their accounting and compiling financial statements under the Law of Accounting. The Company may perform independent business activity that is not prohibited by law.

The company is registered as joint-stock company in 25.04.2008. It is registered in Bulgarian trade register under UIC 200101236.

The parent company's registered office, which is also its principal place of business, is BULGARIA, Sofia (capital), Sofia municipality, city. Sofia, 1784, Mladost area, bul. Tsarigradsko Shosse, No 135.

The shares of the parent company are listed on the Bulgarian Stock Exchange.

The share capital of the company amounts to BGN 59 360 518, divided into 59 360 518 dematerialized shares with nominal value of BGN 1.

The capital of the Company has changed as follows:

<b>Date</b>	<b>Amount of capital</b>
30.10.2015	BGN 59 360 518
23.10.2014	BGN 49 837 156
22.10.2010	BGN 73 340 818
15.10.2008	BGN 77 252 478
25.4.2008	BGN 50 000



The company's capital is fully paid.

the non-monetary contributions in the company's capital are presented below:

- Software representing 29 (twenty nine) software modules  
**Amount: 61 555 838 BGN**
- 81 960 ordinary registered shares of "Sirma Group" JSC registered in the Commercial Register under UIC 040529004.  
**Amount: 11 734 980 BGN**
- Real Estate - Floor 3 of an office building "IT - Center Office Express" in Sofia, bul. "Tsarigradsko Shosse" N 135 with an area of 796,50 square meters, pursuant to Deed of buying and selling real estate N 126, Volume I, reg. N 4551, case N 116 from 23.04.2003 and 5 floor of an office building "IT - center office Express" in Sofiabul. "Tsarigradsko Shosse" N 135 with area of 281.81 square meters, according to Deed of sale of real estate N 86, Volume 4, Reg. N 10237, Case N 592 of 23.12.2004  
**Amount: 3 911 660 BGN**

#### 1.1. Distribution of share capital

As of 31.12.2019 the distribution of the share capital of Sirma Group Holding is as follows:

	31.12.2019	31.12.2018
Share capital	59 361	59 361
Number of shares (par value of 1.00 lev)	59 360 518	59 360 518
Total number of registered shareholders	1 064	1 041
Legal entities	57	48
Individuals	1 007	993
Number of shares held by legal entities	11 614 752	10 747 462
% Of participation of entities	19,57%	18,11%
Number of shares held by individuals	47 745 766	48 613 056
% Participation of individuals	80,43%	81,89%



Share capital allocation, including deduction of repurchased own shares is as follows:

Shareholders	Number of shares at 31.12.2019	Number of shares at 31.12.2018	Nominal VALUE (BGN)	Value (BGN)	% Shareholding	% shareholding with deducted repurchased own shares
Georgi Parvanov Marinov	5 269 748	5 269 748	1	5 269 748	8,88%	8,95%
Tsvetan Borisov Alexiev	4 865 753	4 865 753	1	4 865 753	8,20%	8,26%
Chavdar Velizarov Dimitrov	4 750 786	4 750 786	1	4 750 786	8,00%	8,07%
Veselin Kirov Antchev	4 700 786	4 700 786	1	4 700 786	7,92%	7,98%
Ognyan Plamenov Chernokozhev	3 741 620	3 741 620	1	3 741 620	6,30%	6,35%
Atanas Kostadinov Kiryakov	2 887 524	2 887 524	1	2 887 524	4,86%	4,90%
Krasimir Nevelinov Bozhkov	2 534 161	2 596 821	1	2 534 161	4,27%	4,30%
"NN Universal Pension Fund"	2 323 939	2 434 539	1	2 323 939	3,91%	3,95%
Vladimir Ivanov Alexiev	2 177 583	2 177 583	1	2 177 583	3,67%	3,70%
Rosen Vasilev Varbanov	2 156 687	2 156 687	1	2 156 687	3,63%	3,66%
Emiliana Ilieva Ilieva	1 792 168	2 343 985	1	1 792 168	3,02%	3,04%
Ivo Petrov Petrov	1 572 828	835 800	1	1 572 828	2,65%	2,67%
Yavor Liudmilov Djonev	1 392 746	1 392 746	1	1 392 746	2,35%	2,37%
Peter Nikolaev Konyarov	1 187 480	1 271 910	1	1 187 480	2,00%	2,02%
Foundation for Educational Transformation	363 327	1 301 855	1	363 327	0,61%	0,62%
Unicredit Bank Austria	1 094 249	296 649	1	1 094 249	1,84%	1,86%
UPF "Doverie"	1 047 678	802 126	1	1 047 678	1,76%	1,78%
"Mandjukov" Ltd.	960 000	960 000	1	960 000	1,62%	1,63%
Bank of New York Melon	857 600	0	1	857 600	1,44%	1,46%
UPF "DSK Rodina"	747 036	747 036	1	747 036	1,26%	1,27%
Expat Bulgaria SOFIX UCITS ETF	732 355	977 907	1	732 355	1,23%	1,24%
UPF "Pension Insurance Institute"	715 810	664 190	1	715 810	1,21%	1,22%
Elena Yordanova Kozuharova	607 040	948 250	1	607 040	1,02%	1,03%
Stanislav Ivanov Dimitrov	257 368	649 868	1	257 368	0,43%	0,44%
Others	10 624 246	10 586 349	1	10 624 246	17,92%	17,23%
<b>Total</b>	<b>59 360 518</b>	<b>59 360 518</b>		<b>59 360 518</b>	<b>100%</b>	<b>100%</b>

As of 31.12.2019 Sirma Group Holding JSC holds 474 724 repurchased own shares at the total amount of BGN 474 724 (0,80 % of share capital). The Company has no newly acquired own shares during 2019.

As of 31.12.2019, "Ontotext" owns 550 shares of the parent company „Sirma Group Holding“ JSC with total value of BGN 643,50.





Shareholders holding more than 5% of the company's capital are:

<b>Shareholders</b>	<b>Number of shares at 31.12.2019</b>	<b>% Shareholding</b>	<b>% shareholding with deducted repurchased own shares</b>
Georgi Parvanov Marinov	5 269 748	8,88%	8,95%
Tsvetan Borisov Alexiev	4 865 753	8,20%	8,26%
Chavdar Velizarov Dimitrov	4 750 786	8,00%	8,07%
Veselin Antchev Kirov	4 700 786	7,92%	7,98%
Ognyan Plamenov Chernokozhev	3 741 620	6,30%	6,35%

<b>Shareholders</b>	<b>Number of shares at 31.12.2018</b>	<b>% Shareholding</b>	<b>% shareholding with deducted repurchased own shares</b>
Georgi Parvanov Marinov	5 269 748	8,88%	8,95%
Tsvetan Borisov Alexiev	4 865 753	8,20%	8,26%
Chavdar Velizarov Dimitrov	4 750 786	8,00%	8,07%
Veselin Antchev Kirov	4 700 786	7,92%	7,98%
Ognyan Plamenov Chernokozhev	3 741 620	6,30%	6,35%



## 1.2. Management authorities

“Sirma Group Holding” JSC has a one-tier management system which comprises of a Board of Directors.

### The Board of Directors as at 31.12.2019 includes the following members:

Chavdar Velizarov Dimitrov  
Tsvetan Borisov Alexiev  
Atanas Kostadinov Kiryakov  
Georgi Parvanov Marinov  
Petar Borisov Statev - independent member  
Yordan Stoyanov Nedev - independent member

Pursuant to a resolution of the Annual General Meeting of Shareholders of Sirma Group Holding held on 19.06.2019, as of 04.07.2019 Tsvetomir Angelov Doskov and Sasha Konstantinova Bezukhanova are dismissed as members of the Board of Directors

Method of determining the mandate of the Board of Directors: 2 years from the date of entry.

The current term of the Board of Directors is until 19.09.2021.

The company is represented by the executive director - Tsvetan Borisov Alexiev.

The following Committees are established within the Board of Directors:

- Investment and Risk Committee;
- Remuneration Committee – an internal authority not selected by the GMS;
- Information Disclosure Committee;
- Audit Committee.

The participation of members of the Board of Directors in the capital of the Company is as follows:

Shareholders	Number of shares at 31.12.2019	Number of shares at 31.12.2019	Nominal value (BGN)	Value (BGN)	% Shareholding	% shareholding with deducted repurchased own shares
Georgi Parvanov Marinov	5 269 748	5 269 748	1	5 269 748	8,88%	8,95%
Tsvetan Borisov Alexiev	4 865 753	4 865 753	1	4 865 753	8,20%	8,26%
Chavdar Velizarov Dimitrov	4 750 786	4 750 786	1	4 750 786	8,00%	8,07%
Atanas Kostadinov Kiryakov	2 887 524	2 887 524	1	2 887 524	4,86%	4,90%
Petar Borisov Statev	10 100	10 100	1	10 100	0,02%	0,02%
Yordan Stoyanov Nedev	3 433	3 433	1	3 433	0,01%	0,01%
<b>Total</b>	<b>17 787 344</b>	<b>17 787 344</b>		<b>17 787 344</b>	<b>29,96%</b>	<b>30,21%</b>

During 2019 there was no change in the participation of the members of the Board of Directors in the capital of the company.



The number of employees as at 31 December 2019 is 353 under labour contracts.

“Sirma Group Holding JSC” is a public company under the Public Offering of Securities Act.

Information about the names, country of incorporation and percent of the shares and voting power of the subsidiaries, included in the consolidation, is provided in note 6.1.

## **2. Basis for the preparation of the consolidated financial statements**

The consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB) and approved by the European Union (IFRS, as adopted by the EU). The term “IFRS, as adopted by the EU” has the meaning of paragraph 1, subparagraph 8 of the Additional provisions of Bulgarian Accountancy Act, which is International Accounting Standards (IAS) adopted in accordance with Regulation (EC) 1606/2002 of the European Parliament and of the Council.

The consolidated financial statements are presented in Bulgarian leva (BGN), which is also the functional currency of the parent company. All amounts are presented in thousand Bulgarian leva (BGN'000) (including comparative information for 2018 and 2017) unless otherwise stated.

Management is responsible for the preparation and fair presentation of the information in these consolidated financial statements.

The consolidated financial statements are prepared under the going concern principle.

At the date of preparation of these consolidated financial statements, management has made an assessment of the Group's ability to continue as a going concern based on available information for the foreseeable future. After making enquiries, the management/ Board of directors have a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and accounts.

## **3. Changes in accounting policies**

### **3.1. New standards, amendments and interpretations to existing standards that are effective for annual periods beginning on or after 1 January 2019**

The Group has adopted the following new standards, amendments and interpretations to IFRS issued by the International Accounting Standards Board, which are relevant to and effective for the Group's consolidated financial statements for the annual period beginning 1 January 2019:

#### **IFRS 16 “Leases”, effective from 1 January 2019, adopted by the EU**

IFRS 16 “Leases” replaces IAS 17 ‘Leases’ along with three Interpretations (IFRIC 4 ‘Determining whether an Arrangement contains a Lease’, SIC 15 ‘Operating Leases-Incentives’ and SIC 27 ‘Evaluating the Substance of Transactions Involving the Legal Form of a Lease’).

The adoption of this new Standard has resulted in the Group recognising a right-of-use asset and related lease liability in connection with all former operating leases except for those identified as low-value or having a remaining lease term of less than 12 months from the date of initial application.

The new Standard has been applied using the modified retrospective approach without recognition of the cumulative effect of adopting IFRS 16 at initial adoption. The Company measures the lease liability at the present value of the remaining lease payments, discounted using the lessee's incremental borrowing rate at the date of initial adoption of IFRS 16. The right of-use asset at either is measured at an amount equal to the lease liability, adjusted by the amount of any prepaid or accrued lease payments relating to that lease recognised in the statement of financial position immediately before the date of transition to IFRS 16. Prior periods have not been restated.



For contracts in place at the date of initial application, the Group has elected to apply the definition of a lease from IAS 17 and IFRIC 4 and has not applied IFRS 16 to arrangements that were previously not identified as lease under IAS 17 and IFRIC 4.

The Group has elected not to include initial direct costs in the measurement of the right-of-use asset for operating leases in existence at the date of initial application of IFRS 16, being 1 January 2019. At this date, the Group has also elected to measure the right-of-use assets at an amount equal to the lease liability adjusted for any prepaid or accrued lease payments that existed at the date of transition.

Instead of performing an impairment review on the right-of-use assets at the date of initial application, the Group has relied on its historic assessment as to whether leases were onerous immediately before the date of initial application of IFRS 16.

On transition, for leases previously accounted for as operating leases with a remaining lease term of less than 12 months and for leases of low-value assets the Group has applied the optional exemptions to not recognise right-of-use assets but to account for the lease expense on a straight-line basis over the remaining lease term.

For those leases previously classified as finance leases, the right-of-use asset and lease liability are measured at the date of initial application at the same amounts as under IAS 17 immediately before the date of initial application.

On transition to IFRS 16 the weighted average incremental borrowing rate applied to lease liabilities recognised under IFRS 16 was 3%.

The following is a reconciliation of the financial statement line items from IAS 17 to IFRS 16 at 1 January 2019:

	Carrying amount 31 December 2018 BGN'000	Remeasurement BGN'000	IFRS 16 Carrying amount 1 January 2019 BGN'000
Property, plant and equipment	5 041	3 779	8 820
Lease liabilities	(169)	(3 779)	(3 948)
<b>Total</b>	<b>4 872</b>	<b>-</b>	<b>4 872</b>

Leasing liabilities recognized as of 1 January 2019 may be presented as follows:

	IFRS 16 1 January 2019 BGN'000
Operating lease liabilities before discounting	-
Discounting using a differential interest rate	(580)
Operating lease liabilities	3 779
Financial leasing liabilities (Note 23)	169
<b>Total lease obligations recognized in accordance with IFRS 16 as of 1 January 2019</b>	<b>4 359</b>



The following is a reconciliation of total operating lease commitments at 31 December 2018 (as disclosed in the financial statements to 31 December 2018) to the lease liabilities recognised at 1 January 2019:

	IFRS 16 1 January 2019 BGN'000
<b>Total operating lease commitments disclosed at 31 December 2018</b>	-
Operating lease liabilities before discounting	(580)
Discounted using differential borrowing rate	3 779
Operating lease liabilities	
Financial leasing liabilities (Note 23)	169
<b>Total lease liabilities recognised under IFRS 16 at 1 January 2019</b>	<b>4 359</b>

The table below summarizes the financial impact of the application of IFRS 16 on the Group's financial statements:

BGN'000	1.1.2019	For the year ending on 31.12.2019
Asset with the right of use	3 779	3 467
Leasing obligation	(3 779)	(3 496)
<b>Effect on the income statement:</b>		
- Increase in depreciation		(305)
- Increase in interest expenses		(27)
- Reduction of rental costs		332
<b>Effect on the cash flow statement:</b>		
- Increase in the net cash flow from operating activities		332
- Decrease in the net cash flow from financing activities		(332)

#### **IAS 19 “Employee benefits” (amended) – Plan amendment, curtailment or settlement, effective from 1 January 2019, adopted by the EU**

These amendments clarify the accounting for defined benefit plan amendments, curtailments and settlements. They confirm that entities must:

- calculate the current service cost and net interest for the remainder of the reporting period after a plan amendment, curtailment or settlement by using the updated assumptions from the date of the change
- recognise in profit or loss as part of past service cost, or a gain or loss on settlement, any reduction in a surplus, even if that surplus was not previously recognised because of the impact of the asset ceiling.

#### **IAS 28 “Investments in associates and joint ventures” (amended) – Long-term interests in associates and joint ventures, effective from 1 January 2019, adopted by the EU**

The amendments clarify that:

- IFRS 9 should be applied only to those long-term interests in an associate or joint venture, which are not accounted for by using the equity method.
- in applying IFRS 9, the Group does not take account of any losses of the associate or joint venture, or any impairment losses on the net investment, recognised as adjustments to the net investment in the associate or joint venture that arise from applying IAS 28 Investments in Associates and Joint Ventures.



### **IFRIC 23 Uncertainty over Income Tax Treatments, effective from 1 January 2019, adopted by the EU**

The Interpretation clarifies how the recognition and measurement requirements of IAS 12 are applied where there is uncertainty over income tax treatments. It discusses:

- that the Group should reflect the effect of the uncertainty in its income tax accounting when it is not probable that the tax authorities will accept the treatment
- that the impact of the uncertainty should be measured using either the most likely amount or the expected value method, depending on which method better predicts the resolution of the uncertainty, and
- that the judgements and estimates made must be reassessed whenever circumstances have changed or there is new information that affects the judgements.

### **3.2. Standards, amendments and interpretations to existing standards that are not yet effective and have not been adopted early by the Group**

The following new standards, amendments and interpretations to existing standards that have been published but have not yet entered into force are not expected to have a material effect the Group's consolidated financial statements:

- IAS 1 and IAS 8 (amended) - Definition of Material, effective from 1 January 2020, adopted by the EU
- Amendments to References to the Conceptual Framework in IFRS Standards, effective from 1 January 2020, adopted by the EU
- IFRS 3 (amended) - Definition of a Business, effective from 1 January 2020, not yet adopted by the EU
- IFRS 3 (amended) - Definition of a Business, effective from 1 January 2020, not yet adopted by the EU
- IFRS 17 “Insurance Contracts” effective from 1 January 2021, not yet adopted by the EU
- Amendments to IFRS 9, IAS 39 and IFRS 7: Interest Rate Benchmark Reform (issued on 26 September 2019) , effective from 1 January 2020, not yet adopted by the EU

## **4. Summary of accounting policies**

### **4.1. Overall considerations**

The significant accounting policies that have been used in the preparation of these consolidated financial statements are summarized below.

The consolidated financial statements have been prepared using the measurement bases specified by IFRS for each type of asset, liability, income and expense. The measurement bases are more fully described in the accounting policies below.

It should be noted that accounting estimates and assumptions are used for the preparation of the consolidated financial statements. Although these estimates are based on management's best knowledge of current events and actions, actual results may ultimately differ from those estimates.

### **4.2. Presentation of consolidated financial statements**

The consolidated financial statements are presented in accordance with IAS 1 “Presentation of Financial Statements”. The Group has elected to present the consolidated statement of profit or loss and other comprehensive income in one statement.

Two comparative periods are presented for the consolidated statement of financial position when the Group applies an accounting policy retrospectively, makes a retrospective restatement of items in its consolidated financial statements, or reclassifies items in the consolidated financial statements and this has a material impact on the consolidated statement of financial position at the beginning of the preceding period.

In 2019, two comparative periods are presented because the Group reclassifies items in the consolidated financial statements. More information is provided in Note 5.



#### 4.3. Basis of consolidation

The Group's financial statements consolidate those of the parent company and all of its subsidiaries as of 31 December 2019. Subsidiaries are firms under the control of the Group. The Group controls an investee when it is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. All subsidiaries have a reporting date of 31 December.

All transactions and balances between Group companies are eliminated on consolidation, including unrealized gains and losses on transactions between Group companies. Where unrealized losses on intra-group asset sales are reversed on consolidation, the underlying asset is also tested for impairment from a group perspective. Amounts reported in the financial statements of subsidiaries have been adjusted where necessary to ensure consistency with the accounting policies adopted by the Group.

Profit or loss and other comprehensive income of subsidiaries acquired or disposed of during the year are recognized from the effective date of acquisition, or up to the effective date of disposal, as applicable.

Non-controlling interests, presented as part of equity, represent the portion of a subsidiary's profit and loss and net assets that is not held by the Group. The Group attributes total comprehensive income or loss of subsidiaries between the owners of the parent and the non-controlling interests based on their respective ownership interests.

When the Group ceases to have control of a subsidiary, any retained interest in the entity is remeasured to its fair value, with the change in carrying amount recognized in profit or loss. The fair value of any investment retained in the former subsidiary at the date of loss of control is considered to be the fair value on initial recognition of a financial asset in accordance with IFRS 9 “Financial Instruments” or, where appropriate, the cost of initial recognition of an investment in an associate or jointly controlled entity. In addition, any amounts previously recognized in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities (i.e. reclassified to profit or loss or transferred directly to retained earnings as specified by applicable IFRSs).

The profit or loss on disposal is calculated as the difference between i) the aggregate of the fair value of the consideration received and the fair value of any retained interest and ii) the previous carrying amount of the assets including goodwill and liabilities of the subsidiary and any non-controlling interest.

#### 4.4. Business combinations

Business combinations are accounted for using the acquisition method. The consideration transferred by the Group to obtain control of a subsidiary is calculated as the sum of the acquisition-date fair values of assets transferred, liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition-related costs are expensed as incurred.

The acquisition method involves the recognition of the acquiree's identifiable assets and liabilities, including contingent liabilities, regardless of whether they were recorded in the financial statements prior to acquisition. On initial recognition, the assets and liabilities of the acquired subsidiary are included in the consolidated statement of financial position at their fair values, which are also used as the bases for subsequent measurement in accordance with the Group's accounting policies.

On an acquisition-by-acquisition basis, the Group recognizes any non-controlling interest in the acquiree that is present ownership interests and entitles their holders to a proportionate share of the entity's net assets in the event of liquidation either at fair value or at the non-controlling interest's proportionate share of the acquiree's net assets. Other types of non-controlling interests are measured at fair value or, when applicable, on the basis specified in another IFRS.

Goodwill is stated after separate recognition of identifiable intangible assets. It is calculated as the excess of the sum of a) fair value of consideration transferred, b) the recognized amount of any non-controlling interest in the acquiree and c) acquisition-date fair value of any existing equity interest in the acquiree, over the acquisition-date fair values of identifiable net assets. If the fair value of any





identifiable net assets exceed the sum calculated above, the excess amount (i.e. gain on a bargain purchase) is recognized in profit or loss immediately.

When a business combination is achieved in stages, the Group's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date (i.e. the date when the Group obtains control) and the resulting gain or loss, if any, is recognized in profit or loss. Amounts arising from interests in the acquiree prior to the acquisition date that have been previously recognized in other comprehensive income are reclassified to profit or loss where such treatment would be appropriate if the interest were disposed of.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, the Group reports provisional amounts for the items for which the accounting is incomplete. Those provisional amounts are adjusted during the measurement period which cannot exceed one year from the acquisition date or additional assets or liabilities are recognized to reflect new information obtained about facts and circumstances that existed at the acquisition date that, if known, would have affected the amounts recognized at that date.

Any contingent consideration to be transferred by the acquirer is measured at fair value at the acquisition date and included as part of the consideration transferred in a business combination. Subsequent changes to the fair value of the contingent consideration which is deemed to be an asset or liability, is recognized in accordance with IFRS 9 “Financial Instruments” either in profit or loss or as a change to other comprehensive income. If the contingent consideration is classified as equity, it is not remeasured until it is finally settled within equity. Changes in the fair value of the contingent consideration that qualify as measurement period adjustments are adjusted retrospectively, with corresponding adjustments against goodwill.

#### **4.5. Transactions with non-controlling interest**

Changes in the Group's ownership interests in subsidiaries that do not result in the Group losing control over the subsidiaries are treated as transactions with equity owners of the Group. The carrying amounts of the Group's interests and the non-controlling interests are adjusted to reflect the changes in their relative interests in the subsidiaries. Any difference between the amount by which the non-controlling interests are adjusted and the fair value of the consideration paid or received is recognized directly in equity and attributed to owners of the parent company.

#### **4.6. Investments in associates and joint ventures**

Associates are those entities over which the Group is able to exert significant influence but which are neither subsidiaries nor interests in a joint venture. Investments in associates are initially recognized at cost and subsequently accounted for using the equity method. The cost of the investment includes transaction costs.

Any goodwill or fair value adjustment attributable to the Group's share in the associate is included in the amount recognized as investment in associates.

All subsequent changes to the Group's share of interest in the equity of the associate are recognized in the carrying amount of the investment. Changes resulting from the profit or loss generated by the associate are reported within “Share of profit/ (loss) from equity accounted investments” in profit or loss. These changes include subsequent depreciation, amortization or impairment of the fair value adjustments of assets and liabilities.

Changes resulting from other comprehensive income of the associate or items recognized directly in the associate's equity are recognized in other comprehensive income or equity of the Group, as applicable. However, when the Group's share of losses in an associate equals or exceeds its interest in the associate, including any unsecured receivables, the Group does not recognize further losses, unless it has incurred legal or constructive obligations or made payments on behalf of the associate. If the associate subsequently reports profits, the investor resumes recognizing its share of those profits only after its share of the profits exceeds the accumulated share of losses that has previously not been recognized.





Unrealized gains and losses on transactions between the Group and its associates and joint ventures are eliminated to the extent of the Group's interest in those entities. Where unrealized losses are eliminated, the underlying asset is also tested for impairment losses from a group perspective.

Amounts reported in the financial statements of associates and jointly controlled entities have been adjusted where necessary to ensure consistency with the accounting policies of the Group.

Upon loss of significant influence over the associate, the Group measures and recognizes any retaining investment at its fair value. Any difference between the carrying amount of the associate upon loss of significant influence and the sum of the fair value of the retaining investment and proceeds from disposal is recognized in profit or loss.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognized in other comprehensive income are reclassified to profit or loss where appropriate.

#### **4.7. Foreign currency translations**

Foreign currency transactions are translated into the functional currency, using the exchange rates prevailing at the dates of the transactions (spot exchange rate as published by the Bulgarian National Bank). Foreign exchange gains and losses resulting from the settlement of such transactions and from the re-measurement of monetary items at year-end exchange rates are recognized in profit or loss.

Non-monetary items measured at historical cost are translated using the exchange rates at the date of the transaction (not retranslated). Non-monetary items measured at fair value are translated using the exchange rates at the date when fair value was determined.

The functional currency of the entities in the Group has remained unchanged during the reporting period.

On consolidation, assets and liabilities have been translated into BGN at the closing rate at the reporting date. Income and expenses have been translated into the Group's presentation currency at the average rate over the reporting period. Exchange differences are charged/credited to other comprehensive income and recognized in the currency translation reserve in equity. On disposal of a foreign operation, the related cumulative currency differences recognized in equity are reclassified to profit or loss and are recognized as part of the gain or loss on disposal. Goodwill and fair value adjustments arising on the acquisition of a foreign entity have been treated as assets and liabilities of the foreign entity and translated into BGN at the closing rate.

Bulgarian lev is pegged to the euro at the exchange rate of 1 EUR = 1.95583 BGN.

#### **4.8. Segment reporting**

Management determines the operating segments based on the main products and services provided by the Group.

The operating segments in the group are the following: Intelligent Evolution of Enterprises, Financial segment and System Integration. Each of these operating segments is managed separately, as different technologies, resources and marketing approaches are used for each product line. All transactions between the segments are carried out at the prices of corresponding transactions between independent parties.

The measurement policies the Group uses for segment reporting under IFRS 8 “Operating Segments” are the same as those used in its consolidated financial statements, except that:

- post-employment benefit expenses;
  - R&D costs relating to new business activities; and
- which are not included in arriving at the operating profit of the operating segments.

In addition, Group assets which are not directly attributable to the business activities of any operating segment are not allocated to a segment.



Information about the results of the separate segments that is regularly reviewed by the chief operating decision maker does not include isolated unrepeatable events. Financial income and costs are also not included in the results of operating segments which are regularly reviewed by persons, which are responsible for operating decision making.

There have been no changes from prior periods in the measurement methods used to determine reported segment profit or loss. No asymmetrical allocations have been applied between segments.

#### **4.9. Revenue**

The basic revenue generated by the Group is related to sale of products and services, interest revenue, revenue from participations, revenue from financing and other revenue.

To determine whether to recognise revenue, the Group follows a 5-step process:

- 1 Identifying the contract with a customer
- 2 Identifying the performance obligations
- 3 Determining the transaction price
- 4 Allocating the transaction price to the performance obligations
- 5 Recognising revenue when/as performance obligation(s) are satisfied.

Revenue is recognised either at a point in time or over time, when (or as) the Group satisfies performance obligations by transferring the promised goods or services to its customers.

The Group recognises contract liabilities for consideration received in respect of unsatisfied performance obligations and reports these amounts as other liabilities in the consolidated statement of financial position. Similarly, if the Group satisfies a performance obligation before it receives the consideration, the Group recognises either a contract asset or a receivable in its statement of financial position, depending on whether something other than the passage of time is required before the consideration is due.

The Group often enters into transactions involving a range of the Group's products and services, for example for the delivery of telecommunications hardware, software and related after-sales service.

In all cases, the total transaction price for a contract is allocated amongst the various performance obligations based on their relative stand-alone selling prices. The transaction price for a contract excludes any amounts collected on behalf of third parties.

##### **4.9.1. Revenue recognized over time**

#### **Hardware and software**

Revenue from the sale of hardware and software for a fixed fee is recognised when or as the Group transfers control of the assets to the customer. Invoices for goods or services transferred are due upon receipt by the customer.

For stand-alone sales of telecommunications hardware and/or software that are neither customised by the Group nor subject to significant integration services, control transfers at the point in time the customer takes undisputed delivery of the goods. When such items are either customised or sold together with significant integration services, the goods and services represent a single combined performance obligation over which control is considered to transfer over time. This is because the combined product is unique to each customer (has no alternative use) and the Group has an enforceable right to payment for the work completed to date. Revenue for these performance obligations is recognised over time as the customisation or integration work is performed, using the cost-to-cost method to estimate progress towards completion. As costs are generally incurred uniformly as the work progresses and are considered to be proportionate to the entity's performance, the method, taking into account the invested resources, most accurately reflects the transfer of goods and services to the customer.

For sales of software that are neither customised by the Group nor subject to significant integration services, the licence period commences upon delivery. For sales of software subject to significant customisation or integration services, the licence period begins upon commencement of the related services. The Group's has a customer loyalty incentive programme. For each BGN XXX spent,



customers obtain one loyalty point which they can redeem to receive discounts on future purchases. Loyalty points are considered to be a separate performance obligation as they provide customers with a material right, they would not have received otherwise. Unused points will expire if not used within two years. The Group allocates the transaction price between the material right and other performance obligations identified in a contract on a relative stand-alone selling price basis. Revenue from the material right is recognised on the earlier of the date the points are redeemed by the customer and the date on which they expire. The Group provides a basic 1-year product warranty on its telecommunications hardware whether sold on a stand-alone basis or as part of an integrated telecommunications system. Under the terms of this warranty customers can return the product for repair or replacement if it fails to perform in accordance with published specifications. These warranties are accounted for under IAS 37.

### **After-Sales Services**

The Group enters into fixed price maintenance and extended warranty contracts with its customers for terms between one and three years in length. Customers are required to pay in advance for each twelve-month service period and the relevant payment due dates are specified in each contract.

- **Maintenance contracts** – The Group enters into agreements with its customers to perform regularly scheduled maintenance services on telecommunications hardware purchased from the Group. Revenue is recognised over time based on the ratio between the number of hours of maintenance services provided in the current period and the total number of such hours expected to be provided under each contract. This method best depicts the transfer of services to the customer because: (a) details of the services to be provided are specified by management in advance as part of its published maintenance program, and (b) the Group has a long history of providing these services to its customers, allowing it to make reliable estimates of the total number of hours involved in providing the service.

### **Consulting and IT Services**

The Group provides consulting services relating to the design of telecommunications systems strategies and IT security. Revenue from these services is recognised on a time-and-materials basis as the services are provided. Customers are invoiced weekly as work progresses. Any amounts remaining unbilled at the end of a reporting period are presented in the consolidated statement of financial position as accounts receivable as only the passage of time is required before payment of these amounts will be due.

The Group also provides IT outsourcing services including payroll and accounts payable transaction processing to customers in exchange for a fixed monthly fee. Revenue is recognised on a straight-line basis over the term of each contract. As the amount of work required to perform under these contracts does not vary significantly from month-to-month, the straight-line method provides a faithful depiction of the transfer of goods or services.

### **Construction of telecommunication systems**

The Group enters into contracts for the design, development and installation of telecommunication systems in exchange for a fixed fee and recognises the related revenue over time. Due to the high degree of interdependence between the various elements of these projects, they are accounted for as a single performance obligation. When a contract also includes promises to perform after-sales services, the total transaction price is allocated to each of the distinct performance obligations identifiable under the contract on the basis of its relative stand-alone selling price.

To depict the progress by which the Group transfers control of the systems to the customer, and to establish when and to what extent revenue can be recognised, the Group measures its progress towards complete satisfaction of the performance obligation by comparing actual hours spent to date with the total estimated hours required to design, develop, and install each system. The hours-to-hours basis provides the most faithful depiction of the transfer of goods and services to each customer due to the Group's ability to make reliable estimates of the total number of hours required to perform, arising from its significant historical experience constructing similar systems.

In addition to the fixed fee, some contracts include bonus payments which the Group can earn by completing a project in advance of a targeted delivery date. At inception of each contract the Group



begins by estimating the amount of the bonus to be received using the “most likely amount” approach. This amount is then included in the Group’s estimate of the transaction price only if it is highly probable that a significant reversal of revenue will not occur once any uncertainty surrounding the bonus is resolved. In making this assessment the Group considers its historical record of performance on similar contracts, whether the Group has access to the labour and materials resources needed to exceed the agreed-upon completion date, and the potential impact of other reasonably foreseen constraints.

Most such arrangements include detailed customer payment schedules. When payments received from customers exceed revenue recognised to date on a particular contract, any excess (a contract liability) is reported in the consolidated statement of financial position under other liabilities.

The construction of telecommunication systems normally takes 10–12 months from commencement of design through to completion of installation. As the period of time between customer payment and performance will always be one year or less, the Group applies the practical expedient in IFRS 15.63 and does not adjust the promised amount of consideration for the effects of financing.

In obtaining these contracts, the Group incurs a number of incremental costs, such as commissions paid to sales staff. As the amortisation period of these costs, if capitalised, would be less than one year, the Group makes use of the practical expedient in IFRS 15.94 and expenses them as they incur.

#### **4.9.2. Revenue recognized at a point of time**

##### **Sale of goods**

The sale of goods includes the sale of goods in the field of computer equipment, office equipment and software. Revenue is recognized when the Company has transferred control of the goods to the buyer. Control is considered to be transferred to the buyer when the customer has accepted the goods without objection.

Revenue from the sale of goods in the field of computer equipment, office equipment and software, which are not bound by a contract for future service support, is recognized at the time of delivery. When the goods require adaptation to the customer’s needs, modification or implementation, the Company applies a method for measuring the invested resources.

##### **Sale of services**

Revenue from software services is recognized when control of the benefits of the services provided is transferred to the user of the services. Revenue is recognized over time based on the execution of individual performance obligations.

In recognizing the revenue from the service provided, the company applies a method that takes into account the resources invested.

#### **4.9.3. Interest and dividend revenue**

Interest revenue is related to rendering of deposits and loans. It is reported on an ongoing basis using the effective interest method.

Dividend revenue is recognized at the time the right to receive payment occurs.

#### **4.9.4. Revenue from financing**

Initially financing is recognized as deferred income when there is significant certainty as to whether the Group will receive financing and will fulfil any associated requirements. Financing received to cover current expenditure is recognized in the period when the respective expenses were incurred. Financing received to cover capital expenditure for non-current assets is recognized in line with the depreciation charges accrued for the period.



#### **4.9.5. Contract assets and liabilities**

The Group recognises contract assets and/ or liabilities when one of the parties in the contract has fulfilled its obligations depending on the relationship between the business of the Group and the payment by the client. The Group presents separately any unconditional right to remuneration as a receivable. The receivable is the unconditional right of the Group to receive remuneration.

A contract liability is presented in the statement of financial position where a customer has paid an amount of consideration prior to the entity performing by transferring the related good or service to the customer.

The Group recognises contract assets when performance obligations are satisfied, and payment is not due on behalf of the client. A contract asset is the right of a Group to receive remuneration in exchange for the goods or services that the Group has transferred to a customer.

Subsequent the Group measures a contract asset in accordance with IFRS 9 Financial Instruments.

#### **4.10. Operating expenses**

Operating expenses are recognised in profit or loss upon utilization of the service or as incurred.

The Group recognises two types of contract costs related to the execution of contracts for the supply of services/ goods/ with customer: incremental costs of obtaining a contract and costs to fulfil a contract. Where costs are not eligible for deferral under IFRS 15, they are recognised as current expenses at the time they arise, such as they are not expected to be recovered, or the deferral period is up to one year.

The following operating expenses are always recognised as current expenses at the time of their occurrence:

- General and administrative costs (unless those costs that are chargeable to the customer);
- Costs of wasted materials;
- Costs that relate to satisfied performance obligation;
- Costs for which the Group cannot distinguish whether the costs relate to unsatisfied performance obligation or to satisfied performance obligation.

#### **4.11. Interest expenses and borrowing costs**

Interest expenses are reported on an accrual basis using the effective interest method.

Borrowing costs primarily comprise interest on the Group's borrowings. Borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset are capitalized during the period of time that is necessary to complete and prepare the asset for its intended use or sale. Other borrowing costs are expensed in the period in which they are incurred and reported in “Finance costs”.

#### **4.12. Goodwill**

Goodwill represents the future economic benefits arising from a business combination that are not individually identified and separately recognized. See note 4.4 for information on how goodwill is initially determined. Goodwill is carried at cost less accumulated impairment losses. For the purposes of impairment testing, goodwill is allocated to each of the Group's cash-generating units (or groups of cash-generating units) that is expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units. Refer to note 4.18 for a description of impairment testing procedures.

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

#### **4.13. Intangible assets**

Intangible assets include development products resulting from R&D, software products, software module rights, acquisition costs of intangible assets and others. They are accounted for using the cost model. The cost comprises of its purchase price, including any import duties and non-refundable purchase taxes, and any directly attributable expenditure on preparing the asset for its intended use,



whereby capitalized costs are amortized on a straight line basis over their estimated useful lives, as these assets are considered finite. If an intangible asset is acquired in a business combination, the cost of that intangible asset is based on its fair value at the date of acquisition.

After initial recognition, all finite-lived intangible assets are carried at their cost less any accumulated amortization and any accumulated impairment losses. Impairment losses are recognized in the consolidated statement of profit or loss/statement as profit or loss and other comprehensive income for the respective period.

Subsequent expenditure on an intangible asset after its purchase or its completion is expensed as incurred unless it is probable that this expenditure will enable the asset to generate future economic benefits in excess of its originally assessed standard of performance and this expenditure can be measured reliably and attributed to the asset. If these two conditions are met, the subsequent expenditure is added to the carrying amount of the intangible asset.

Residual values and useful lives are reviewed by the management at each reporting date.

Amortization is calculated using the straight-line method over the estimated useful life of individual assets as follows:

- Software 5-20 years
- Others 2-20 years

Amortization has been included within the consolidated report for profit and loss and other income in the line “Amortization of non-financial assets”.

Expenditure on research (or the research phase of an internal project) is recognized as an expense in the period in which it is incurred.

Costs that are directly attributable to the development phase of an intangible asset are capitalized provided they meet the following recognition requirements:

- completion of the intangible asset is technically feasible so that it will be available for use or sale;
- the Group intends to complete the intangible asset and use or sell it;
- the Group has the ability to use or sell the intangible asset;
- the intangible asset will generate probable future economic benefits. Among other things, this requires that there is a market for the output from the intangible asset or for the intangible asset itself, or, if it is to be used internally, the asset will be used in generating such benefits;
- there are adequate technical, financial and other resources to complete the development and to use or sell the intangible asset; and
- the expenditure attributable to the intangible asset during its development can be measured reliably.

Development costs for non-material assets not meeting these criteria for capitalization are recognized as expenses when incurred.

Directly attributable costs to the development phase include wage and social security costs, external service costs and depreciation costs. Internally generated intangible assets are subject to the same subsequent measurement method as externally acquired intangible assets. However, until completion of the development project, the assets are subject to impairment testing only as described below in note 4.16.

The profit or loss arising on the disposal of an intangible asset is determined as the difference between the proceeds and the carrying amount of the asset, and is recognized in the consolidated report as profit or loss within “Profit/(Loss) on sale of non-current assets”.

The recognition threshold adopted by the Group for other intangible assets amounts to BGN 700.

#### **4.14. Property, plant and equipment**

Items of property, plant and equipment are initially measured at cost, which comprises its purchase price and any directly attributable costs of bringing the asset to working condition for its intended use.





After initial recognition, the property, plant and equipment is carried at a revalued amount, being its fair value at the date of the revaluation less any subsequent accumulated depreciation and subsequent accumulated impairment losses. Impairment losses are charged against revaluation reserve if no expenses have been incurred before that. Impairment losses are recognized in the consolidated statement of profit or loss/statement of profit or loss and other comprehensive income for the respective period.

Subsequent expenditure relating to an item of property, plant and equipment is added to the carrying amount of the asset when it is probable that this expenditure will enable the asset to generate future economic benefits in excess of the its originally assessed standard of performance. All other subsequent expenditure is recognized as incurred.

Material residual value estimates and estimates of useful life are updated as required, but at least annually, whether or not the asset is revalued.

Property, plant and equipment acquired under finance lease agreement, are depreciated based on their expected useful life, determined by reference to comparable assets or based on the period of the lease contract, if shorter.

Depreciation is calculated using the straight-line method over the estimated useful life of individual assets as follows:

• Buildings	50 years
• Machines	3-8 years
• Vehicles	4 years
• Fixtures & Fittings	7.5 years
• IT equipment	2-5 years
• Others	7.5 years

Depreciation has been included in the consolidated statement of profit or loss statement and other comprehensive income within “Amortization of non-financial assets”.

Gains or losses arising on the disposal of property, plant and equipment are determined as the difference between the disposal proceeds and the carrying amount of the assets and are recognized in the consolidated statement of profit or loss and other comprehensive income within “Profit/(Loss) on sale of non-current assets”.

The recognition threshold adopted by the Group for property, plant and equipment amounts to BGN 700.

#### **4.15. Leases**

##### **4.15.1. Leased assets**

As described in note 3, the Group has applied IFRS 16 using the modified retrospective approach and therefore comparative information has not been restated. This means comparative information is still reported under IAS 17 and IFRIC 4.

##### **4.15.2. Accounting policy applicable from 1 January 2019**

#### **The Group as a lessee**

For any new contracts entered into on or after 1 January 2019, the Group considers whether a contract is, or contains a lease. A lease is defined as ‘a contract, or part of a contract, that conveys the right to use an asset (the underlying asset) for a period of time in exchange for consideration’. To apply this definition the Group assesses whether the contract meets three key evaluations which are whether:

- the contract contains an identified asset, which is either explicitly identified in the contract or implicitly specified by being identified at the time the asset is made available to the Group



- the Group has the right to obtain substantially all of the economic benefits from use of the identified asset throughout the period of use, considering its rights within the defined scope of the contract
- the Group has the right to direct the use of the identified asset throughout the period of use.

The Group assesses whether it has the right to direct ‘how and for what purpose’ the asset is used throughout the period of use.

### **Measurement and recognition of leases as a lessee**

At lease commencement date, the Group recognises a right-of-use asset and a lease liability on the consolidated statement of financial position. The right-of-use asset is measured at cost, which is made up of the initial measurement of the lease liability, any initial direct costs incurred by the Group, an estimate of any costs to dismantle and remove the asset at the end of the lease, and any lease payments made in advance of the lease commencement date (net of any incentives received).

The Group depreciates the right-of-use assets on a straight-line basis from the lease commencement date to the earlier of the end of the useful life of the right-of-use asset or the end of the lease term. The Group also assesses the right-of-use asset for impairment when such indicators exist.

At the commencement date, the Group measures the lease liability at the present value of the lease payments unpaid at that date, discounted using the interest rate implicit in the lease if that rate is readily available or the Group’s incremental borrowing rate.

To determine the incremental borrowing rate, the Company uses the applicable interest rate from the last financing from third parties, adjusted in order to reflect the changes in the financing conditions that occurred after the last financing.

Lease payments included in the measurement of the lease liability are made up of fixed payments (including in substance fixed), variable payments based on an index or rate, amounts expected to be payable under a residual value guarantee and payments arising from options reasonably certain to be exercised.

After initial measurement, the liability is reduced for payments made and increased for interest. It is remeasured to reflect any reassessment or modification, or if there are changes in in-substance fixed payments.

When the lease liability is remeasured, the corresponding adjustment is reflected in the right-of-use asset, or profit and loss if the right-of-use asset is already reduced to zero.

The Group has chosen to account for short-term leases and leases of low-value assets using the practical expedients provided by the Standard. Instead of recognising a right-of-use asset and lease liability, the payments in relation to these are recognised as an expense in profit or loss on a straight-line basis over the lease term.

On the consolidated statement of financial position, right-of-use assets have been included in property, plant and equipment and lease liabilities have been included in trade and other payables / as a separate line item.

Extension and termination options are included in several property and equipment leases at the Group. They are used to increase operational flexibility regarding the management of assets used in the operations of the Group. Most owned extension and termination options are exercised only by the Group and not by the respective lessor.





## **The Group as a lessor**

The Group’s accounting policy under IFRS 16 has not changed from the comparative period.

As a lessor the Group classifies its leases as either operating or finance leases.

A lease is classified as a finance lease if it transfers substantially all the risks and rewards incidental to ownership of the underlying asset and classified as an operating lease if it does not.

### **4.15.3. Accounting policy applicable until 31 December 2018**

## **The Group as a lessee**

### **Finance leases**

Management applies judgment in considering the substance of a lease agreement and whether it transfers substantially all the risks and rewards incidental to ownership of the leased asset. Key factors considered include the length of the lease term in relation to the economic life of the asset, the present value of the minimum lease payments in relation to the asset’s fair value, and whether the Group obtains ownership of the asset at the end of the lease term.

The related asset is then recognized at the inception of the lease at the fair value of the leased asset or, if lower, the present value of the lease payments plus incidental payments, if any. A corresponding amount is recognized as a finance lease liability in the consolidated statement of financial position, irrespective of whether some of these lease payments are payable up-front at the date of inception of the lease.

The finance lease liabilities are reduced by subsequent lease payments, which consist of repayment of principal and finance costs.

Leases of land and buildings are classified separately and are split into a land and a building element, in accordance with the relative fair values of the leasehold interests at the date the asset is recognized initially.

Assets acquired under the terms of finance lease are depreciated or amortized in accordance with IAS 16 “Property, Plant and Equipment” or IAS 38 “Intangible Assets”.

### **Operating leases**

All other leases are treated as operating leases. Where the Group is a lessee, payments on operating lease agreements are recognised as an expense on a straight-line basis over the lease term. Associated costs, such as maintenance and insurance, are expensed as incurred.

## **The Group as a lessor**

Assets subject to operating lease agreements are presented in the statement of financial position and are depreciated and amortized in accordance with the depreciation and amortization policy of the Group for similar assets and with the requirements of IAS 16 “Property, Plant and Equipment” and IAS 38 “Intangible Assets”. The Group earns rental income from operating leases of its investment properties. Rental income is recognised on a straight-line basis over the term of the lease.

Assets held under a finance lease agreement are presented in the statement of financial position as a receivable at amount equal to the net lease investment. The sales revenue from assets is recognized in the statement of profit or loss and other comprehensive income for the reporting period. The recognition of the finance income is based on a pattern reflecting a constant periodic rate of return on the lessor’s net investment outstanding.



#### **4.16. Impairment testing of goodwill, intangible assets and property, plant and equipment**

For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are largely independent cash inflows (cash-generating units). As a result, some assets are tested individually for impairment and some are tested at cash-generating unit level. Goodwill is allocated to those cash-generating units that are expected to benefit from synergies of the related business combination and represent the lowest level within the Group at which management monitors goodwill.

Cash-generating units to which goodwill has been allocated are tested for impairment at least annually. All other individual assets or cash-generating units are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

An impairment loss is recognized for the amount by which the asset's or cash-generating unit's carrying amount exceeds its recoverable amount, which is the higher of fair value less costs to sell and value-in-use. To determine the value-in-use, management estimates expected future cash flows from each cash-generating unit and determines a suitable interest rate in order to calculate the present value of those cash flows. The data used for impairment testing procedures are directly linked to the Group's latest approved budget, adjusted as necessary to exclude the effects of future reorganizations and asset enhancements. Discount factors are determined individually for each cash-generating unit and reflect their respective risk profiles as assessed by management.

Impairment losses for cash-generating units reduce first the carrying amount of any goodwill allocated to that cash-generating unit. Any remaining impairment loss is charged pro rata to the other assets in the cash-generating unit. With the exception of goodwill, all assets are subsequently reassessed for indications that an impairment loss previously recognized may no longer exist. An impairment charge is reversed if the cash-generating unit's recoverable amount exceeds its carrying amount.

#### **4.17. Financial instruments**

##### **4.17.1. Recognition and derecognition**

Financial assets and financial liabilities are recognised when the Group becomes a party to the contractual provisions of the financial instrument.

Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and substantially all the risks and rewards are transferred.

A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

##### **4.17.2. Classification and initial measurement of financial assets**

Financial assets are initially measured at fair value, adjusted for transaction costs, except for financial assets at fair value through profit or loss and trade receivables that do not contain a significant financial component. The initial measurement of financial assets at fair value through profit or loss is not adjusted with transaction costs that are reported as current expenses. The initial measurement of trade receivables that do not contain a significant financial component represents the transaction price in accordance with IFRS 15.

Depending on the method of subsequent measurement, financial assets are classified into the following categories:

- Debt instruments at amortised cost;
- Financial assets at fair value through profit or loss (FVTPL);
- Financial assets at fair value through other comprehensive income (FVOCI) with or without reclassification in profit or loss, depending on whether they are debt or equity instruments.

The classification is determined by both:

- the Group's business model for managing financial assets;
- the contractual cash flow characteristics of the financial asset.



All income and expenses relating to financial assets that are recognised in profit or loss are presented within finance costs, finance income or other financial items, except for impairment of trade receivables which is presented within other expenses in the consolidated statement of profit or loss and other comprehensive income.

#### **4.17.3. Subsequent measurement of financial assets**

The percentages of expected losses are based on the sales payment profiles as well as the corresponding historical credit losses incurred during this period. Historical loss values are adjusted to reflect current and projected information about macroeconomic factors that affect customers' ability to settle receivables. The company has determined the GDP and the unemployment rate of the countries in which it sells its goods and services as the most important factors and accordingly adjusts the historical losses based on the expected changes in these factors.

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

Financial assets are measured at amortised cost if the assets meet the following conditions and are not designated as FVTPL:

- they are held within a business model whose objective is to hold the financial assets and collect its contractual cash flows;
- the contractual terms of the financial assets give rise to cash flows that are solely payments of principal and interest on the principal amount outstanding.

This category includes non-derivative financial assets like loans and receivables with fixed or determinable payments that are not quoted in an active market. After initial recognition, these are measured at amortised cost using the effective interest method. Discounting is omitted where the effect of discounting is immaterial. The Group's cash and cash equivalents, trade and most other receivables fall into this category of financial instruments.

- **Trade receivables**

Trade receivables are amounts due from customers for goods or services sold in the ordinary course of business. Typically, they are due to be settled within a short timeframe and are therefore classified as current. Trade receivables are initially recognized at amortized cost unless they contain significant financial components. The Group holds trade receivables for the purpose of collecting the contractual cash flows and therefore measures them at amortized cost using the effective interest method. Discounting is omitted where the effect of discounting is immaterial.

#### **Financial assets at fair value through profit or loss (FVTPL)**

Financial assets that are held within a different business model than “hold to collect” or “hold to collect and sell”, and financial assets whose contractual cash flows are not solely payments of principal and interest are accounted for at FVTPL. All derivative financial instruments fall into this category, except for those designated and effective as hedging instruments, for which the hedge accounting requirements apply (see below).

This category also contains an equity investment. The Group accounts for the investment at FVTPL and did not make the irrevocable choice to account for the investment in daughter companies using fair value through other comprehensive income.

Assets in this category are measured at fair value with gains or losses recognised in profit or loss. The fair values of financial assets in this category are determined by reference to active market transactions or using a valuation technique where no active market exists.

#### **4.17.4. Impairment of financial assets**

IFRS 9's new impairment requirements use more forward-looking information to recognise expected credit losses – the “expected credit loss” (ECL) model. This replaces IAS 39's “incurred loss model”.

Instruments within the scope of the new requirements included loans and other debt-type financial assets measured at amortised cost/ FVOCI, trade receivables, contract assets recognised and



measured under IFRS 15 and loan commitments and some financial guarantee contracts (for the issuer) that are not measured at fair value through profit or loss.

Recognition of credit losses is no longer dependent on the Group first identifying a credit loss event. Instead the Group considers a broader range of information when assessing credit risk and measuring expected credit losses, including past events, current conditions, reasonable and supportable forecasts that affect the expected collectability of the future cash flows of the instrument.

In applying this forward-looking approach, a distinction is made between:

- financial instruments that have not deteriorated significantly in credit quality since initial recognition or that have low credit risk (Stage 1) and
- financial instruments that have deteriorated significantly in credit quality since initial recognition and whose credit risk is not low (Stage 2)
- Stage 3 would cover financial assets that have objective evidence of impairment at the reporting date.

“12-month expected credit losses” are recognised for the first category while “lifetime expected credit losses” are recognised for the second category. Expected credit losses are determined as the difference between all contractual cash flows attributable to the Group and the cash flows it is actually expected to receive (“cash shortfall”). This difference is discounted at the original effective interest rate (or credit adjusted effective interest rate).

Measurement of the expected credit losses is determined by a probability-weighted estimate of credit losses over the expected life of the financial instrument.

#### **Trade and other receivables, contract assets and finance lease receivables**

The Group makes use of a simplified approach in accounting for trade and other receivables as well as contract assets and records the loss allowance as lifetime expected credit losses. These are the expected shortfalls in contractual cash flows, considering the potential for default at any point during the life of the financial instrument. In calculating, the Group uses its historical experience, external indicators and forward-looking information to calculate the expected credit losses.

The Group allows 50% for amounts that are 180 to 365 days overdue and 100% for amounts that are more than 365 overdue.

#### **4.17.5. Classification and measurement of financial liabilities**

The Group’s financial liabilities include borrowings, lease liabilities, trade and other payables and derivative financial instruments.

Financial liabilities are initially measured at fair value, and, where applicable, adjusted for transaction costs unless the Group designated a financial liability at fair value through profit or loss.

Subsequently, financial liabilities are measured at amortised cost using the effective interest method except for derivatives and financial liabilities designated at FVTPL, which are carried subsequently at fair value with gains or losses recognised in profit or loss (other than derivative financial instruments that are designated and effective as hedging instruments).

The Group has designated some financial liabilities at FVTPL to reduce significant measurement inconsistencies between investment properties in the United States and related US-dollar bank loans with fixed interest rates. These investment properties are measured using the fair value model, with changes in the fair value recognised in profit or loss. The fair value of loans used to finance these assets correlates significantly with the valuation of the investment properties held by the Group, because both measures are highly reactive to the market interest rate for 30-year government bonds. The loans are managed and evaluated on a fair value basis through a quarterly management review in comparison with the investment property valuations. Therefore, the Group designates such fixed interest rate loans as at FVTPL if they are secured by specific investment property assets that are held by the Group. This accounting policy reduces significantly what would otherwise be an accounting mismatch.



All interest-related charges and, if applicable, changes in an instrument's fair value that are reported in profit or loss are included within finance costs or finance income.

#### **4.18. Inventory**

Inventory includes raw materials, work in progress and goods. Cost of inventories includes all expenses directly attributable to the purchase or manufacturing process, recycling and other direct expenses connected to their delivery as well as suitable portions of related production overheads, based on normal operating capacity. Financing costs are not included in the cost of the inventories. At the end of every accounting period, inventories are carried at the lower of cost and net realizable value. The amount of impairment of inventories to their net realizable value is recognized as an expense for the period of impairment.

Net realizable value is the estimated selling price of the inventories less any applicable selling expenses. In case inventories have already been impaired to their net realizable value and in the following period the impairment conditions are no longer present, than the new net realizable value is adopted. The reversal amount can only be up to the carrying amount of the inventories prior to their impairment. The reversal of the impairment is accounted for as decrease in inventory expenses for the period in which the reversal takes place.

The Group determines the cost of inventories by using the weighted average cost.

When inventories are sold, the carrying amount of those inventories is expensed in the period in which the related revenue is recognized.

#### **4.19. Income taxes**

Tax expense recognized in profit or loss comprises the sum of deferred tax and current tax not recognized in other comprehensive income or directly in equity.

Current income tax assets and/or liabilities comprise those obligations to, or claims from, fiscal authorities relating to the current or prior reporting periods, that are unpaid at the reporting date. Current tax is payable on taxable profit, which differs from profit or loss in the financial statements. Calculation of current tax is based on tax rates and tax laws that have been enacted or substantively enacted by the end of the reporting period.

Deferred income taxes are calculated using the liability method on temporary differences between the carrying amounts of assets and liabilities and their tax bases. However, deferred tax is not provided on the initial recognition of goodwill or on the initial recognition of an asset or liability unless the related transaction is a business combination or affects tax or accounting profit. Deferred tax on temporary differences associated with shares in subsidiaries and joint ventures is not provided if reversal of these temporary differences can be controlled by the Group and it is probable that reversal will not occur in the foreseeable future.

Deferred tax assets and liabilities are calculated, without discounting, at tax rates that are expected to apply to their respective period of realization, provided they are enacted or substantively enacted by the end of the reporting period.

Deferred tax liabilities are always provided for in full.

Deferred tax assets are recognized to the extent that it is probable that they will be able to be utilized against future taxable income. For management's assessment of the probability of future taxable income to utilize against deferred tax assets, see note 4.24.2.

Deferred tax assets and liabilities are offset only when the Group has a right and intention to set off current tax assets and liabilities from the same taxation authority.

Changes in deferred tax assets or liabilities are recognized as a component of tax income or expense in profit or loss, except where they relate to items that are recognized in other comprehensive income or directly in equity, in which case the related deferred tax is also recognized in other comprehensive income or equity, respectively.



#### **4.20. Cash and cash equivalents**

Cash and cash equivalents comprise cash in hand, cash in bank accounts and others.

#### **4.21. Non-current assets and liabilities classified as held for sale and discontinued operations**

When the Group intends to sell a non-current asset or group of assets (disposal group) and if the sale is very likely to take place within 12 months, the asset or disposal group is classified as held for sale and presented separately in the consolidated statement of financial position. condition.

Liabilities are classified as held for sale and presented as such in the consolidated statement of financial position only if they are directly attributable to the disposal group.

Assets classified as held for sale are measured at the lower of their carrying amount immediately after their determination as held for sale and their fair value less costs to sell. Certain assets held for sale, such as financial assets or deferred tax assets, continue to be measured in accordance with the Group's accounting policies for these assets. Assets classified as held for sale are not depreciated after they are classified as held for sale.

#### **4.22. Equity and reserves**

Share capital represents the nominal value of shares that have been issued by the parent company.

Share premium includes any premiums received on issue of share capital. Any transaction costs associated with the issuing of shares are deducted from share premium, net of any related income tax benefits.

Other reserves include the legal reserves.

Retained earnings/ Accumulated losses include all current and prior period retained profits and uncovered losses.

Dividend payables to shareholders are included in “Related party payables” when the dividends have been approved at the general meeting of shareholders prior to the reporting date.

All transactions with owners of the parent company are recorded separately in the consolidated report within equity.

#### **4.23. Post-employment benefits and short-term employee benefits**

The Group reports short-term payables relating to unutilized paid leaves, which shall be compensated in case it is expected the leaves to occur within 12 months after the end of the accounting period during which the employees have performed the work related to those leaves. The short-term payables to personnel include wages, salaries and related social security payments.

In accordance with Labor Code requirements, in case of retirement, after the employee has gained the legal right of pension due to years of services and age, the Group is obliged to pay him/her compensation at the amount of up to six gross wages. The Group has reported a liability by law for the payment of retirement compensation in accordance with IAS 19 “Employee Benefits”. The amount is based on forecasts made for the next five years, discounted with the long-term income percentage of risk free securities.

The Group has not developed and implemented post-employment benefit plans.

Net interest expense related to pension obligations is included in “Finance costs” in profit or loss report. Service cost on the net defined benefit liability is included in “Employee benefits expense”.

Short-term employee benefits, including holiday entitlement, are current liabilities included in “Pension and other employee obligations”, measured at the undiscounted amount that the Group expects to pay as a result of the unused entitlement.

#### **4.24. Provisions, contingent liabilities and contingent assets**

Provisions are recognized when present obligations as a result of a past event will probably lead to an outflow of economic resources from the Group and amounts can be estimated reliably. Timing or





amount of the outflow may still be uncertain. A present obligation arises from the presence of a legal or constructive commitment that has resulted from past events, for example, product warranties granted, legal disputes or onerous contracts. Restructuring provisions are recognized only if a detailed formal plan for the restructuring has been developed and implemented, or management has at least announced the plan's main features to those affected by it. Provisions are not recognized for future operating losses.

Provisions are measured at the estimated expenditure required to settle the present obligation, based on the most reliable evidence available at the reporting date, including the risks and uncertainties associated with the present obligation. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. Provisions are discounted to their present values, where the time value of money is material.

Any reimbursement that the Group can be virtually certain to collect from a third party with respect to the obligation is recognized as a separate asset. However, this asset may not exceed the amount of the related provision.

All provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

In those cases where the possible outflow of economic resources as a result of present obligations is considered improbable or remote, no liability is recognized, unless it was assumed in the course of a business combination (see note 4.4). In a business combination contingent liabilities are recognized in the course of the allocation of the purchase price to the assets and liabilities acquired in the business combination. They are subsequently measured at the higher amount of a comparable provision as described above and the amount initially recognized, less any amortization.

Possible inflows of economic benefits to the Group that do not yet meet the recognition criteria of an asset are considered contingent assets.

#### **4.25. Significant management judgement in applying accounting policies**

The following are significant management judgements in applying the accounting policies of the Group that have the most significant effect on the consolidated financial statements. Critical estimation uncertainties are described in note 4.24.3.

##### **4.25.1. Internally generated intangible assets and research costs**

Management monitors progress of internal research and development projects by using a project management system. Significant judgement is required in distinguishing research from the development phase. Development costs are recognized as an asset when all the criteria are met, whereas research costs are expensed as incurred.

To distinguish any research-type project phase from the development phase, it is the Group's accounting policy to also require a detailed forecast of sales or cost savings expected to be generated by the intangible asset. The forecast is incorporated into the Group's overall budget forecast as the capitalization of development costs commences. This ensures that managerial accounting, impairment testing procedures and accounting for internally-generated intangible assets is based on the same data.

The Group's management also monitors whether the recognition requirements for development costs continue to be met. This is necessary as the economic success of any product development is uncertain and may be subject to future technical problems after the time of recognition.

##### **4.25.2. Deferred tax assets**

The assessment of the probability of future taxable income in which deferred tax assets can be utilized is based on the Group's latest approved budget forecast, which is adjusted for significant non-taxable income and expenses and specific limits to the use of any unused tax loss or credit. The tax rules in the numerous jurisdictions in which the Group operates are also carefully taken into consideration. If a positive forecast of taxable income indicates the probable use of a deferred tax asset, especially when it can be utilized without a time limit, that deferred tax asset is usually recognized in full. The recognition of deferred tax assets that are subject to certain legal or economic limits or uncertainties is assessed individually by management based on the specific facts and circumstances.



#### **4.25.3. Lease term**

In determining the lease term, management takes into account all the facts and circumstances that create an economic incentive to exercise the option of extension or not to exercise the option of termination. Extension options (or periods after termination options) are included in the lease term only if it is reasonably certain that the lease is extended (or not terminated).

#### **4.25.4. Recognition of deferred taxes on assets and liabilities arising from leases**

When an asset and liability arise as a result of a lease that results in recognition of a taxable temporary difference related to the right of use asset and equal deductible temporary difference on the lease liability, this results in a net temporary difference in the amount of zero. Therefore, the Group does not recognize deferred taxes in respect of those leases, to the extent that, within the useful life of the asset and the maturity of the liability, the net tax effects will be zero. However, deferred tax will be recognized when temporary differences arise in subsequent periods, provided that the general conditions for recognizing tax assets and liabilities under IAS 12 are met.

#### **4.26. Estimation uncertainty**

When preparing the consolidated financial statements management undertakes a number of judgements, estimates and assumptions about recognition and measurement of assets, liabilities, income and expenses.

The actual results may differ from the judgements, estimates and assumptions made by management, and will seldom equal the estimated results.

In the preparation of the presented consolidated financial statements the significant judgments of the management in applying the accounting policies of the Group and the main sources of uncertainty of the accounting estimates do not differ from those disclosed in the annual financial statements of the Group as at 31 December 2019, except for the changes in the estimate of income tax expense obligations and the newly adopted IFRS 16.

Information about significant judgements, estimates and assumptions that have the most significant effect on recognition and measurement of assets, liabilities, income and expenses are discussed below.

##### **4.26.1. Impairment of non-financial assets and goodwill**

An impairment loss is recognized for the amount by which the asset's or cash-generating unit's carrying amount exceeds its recoverable amount, which is the higher of fair value less costs to sell and value-in-use. To determine the value-in-use, management estimates expected future cash flows from each cash-generating unit and determines a suitable interest rate in order to calculate the present value of those cash flows (see note 4.18). In the process of measuring expected future cash flows management makes assumptions about future operating results. These assumptions relate to future events and circumstances. The actual results may vary, and may cause significant adjustments to the Group's assets within the next financial year.

In most cases, determining the applicable discount rate involves estimating the appropriate adjustment to market risk and the appropriate adjustment to asset-specific risk factors.

##### **4.26.2. Useful lives of depreciable assets**

Management reviews the useful lives of depreciable assets at each reporting date.

At 31 December 2019 management assesses that the useful lives represent the expected utility of the assets to the Group. The carrying amounts are analyzed in note 11 and 12. Actual results, however, may vary due to technical obsolescence, particularly relating to software and IT equipment.

##### **4.26.3. Inventory**

Inventories are measured at the lower of cost and net realizable value. In estimating net realizable values, management takes into account the most reliable evidence available at the times the estimates





are made. The Group's core business is subject to technology changes which may cause selling prices to change rapidly.

#### **4.26.4. Measurement of expected credit loss**

Credit losses are the difference between all contractual cash flows due to the Group and all cash flows that the Group expects to receive. Expected credit losses are a probability-weighted estimate of credit losses that require the Group's judgment. Expected credit losses are discounted at the original effective interest rate (or the credit-adjusted effective interest rate for purchased or initially created financial assets with credit impairment).

#### **4.26.5. Defined benefit liabilities**

Management estimates the defined benefit liability annually with the assistance of independent actuaries; however, the actual outcome may vary due to estimation uncertainties. The estimate of its defined benefit liability BGN 276 thousand (2018: BGN 203 thousand) is based on standard rates of inflation, medical cost trends and mortality. It also takes into account the Group's specific anticipation of future salary increases. Discount factors are determined close to each year-end by reference to high quality corporate bonds that are denominated in the currency in which the benefits will be paid and that have terms to maturity approximating to the terms of the related pension liability. Estimation uncertainties exist particularly with regard to actuarial assumptions, which may vary and significantly impact the defined benefit obligations and the annual defined benefit expenses.



## **5. Effect of reclassifications and the application of IAS 8**

### **5.1. Effect of reclassifications as at 1 January 2018**

The reclassifications made relate to changes in the presentation of the items in the separate statement of financial position of the Group and have no effect on retained earnings, total assets and liabilities. No reclassifications have been made to the items in the separate income statement and other comprehensive income for the year ended 31 December 2017. The reclassifications made are as follows:

5.1.1. - Expenses for acquisition of fixed assets at the amount of BGN 36 718 thousand are reclassified to Intangible assets.

5.1.2. - Other receivables in the amount of BGN 1 114 thousand were reclassified as follows: BGN 212 thousand in Prepayments and other assets and BGN 902 thousand in Trade and other receivables.

5.1.3. - Tax receivables in the amount of BGN 377 thousand have been reclassified to Trade and other receivables.

5.1.4. - Tax receivables in the amount of BGN 9 thousand have been reclassified to Income tax receivables.

5.1.5. - Provisions in the amount of BGN 177 thousand have been reclassified to non-current Pension and other employee obligations.

5.1.6. - Provisions in the amount of BGN 177 thousand have been reclassified to current Pension and other employee obligations.

5.1.7. - Other liabilities in the amount of BGN 2 735 thousand have been reclassified to Trade and other payables.

5.1.8. - Tax liabilities in the amount of BGN 1 078 thousand are reclassified respectively to Income tax liabilities in the amount of BGN 651 thousand and in to Trade and other payables in the amount of BGN 427 thousand.

### **5.2. Effect of the application of IAS 8 as at 1 January 2018**

The total effect on the retained earnings of the Company as at 1 January 2018 amounts to BGN 4 738 thousand and is presented as follows:

5.2.1. - The decrease in expenses for acquisition of fixed intangible assets by BGN 19 thousand is due to incorrectly accounted expenses in 2017;

5.2.2. - In connection with impaired Related party receivables in the amount of BGN 1 298 thousand, Prepayments and other assets in the amount of BGN 53 thousand, Trade and other receivables in the amount of BGN 317 thousand, Deferred tax assets are increased by 167 thousand BGN.

5.2.3. - Deferred tax liabilities amount to BGN 773 thousand and are adjusted at the expense of retained earnings.

5.2.4. - Inventories in the amount of BGN 221 thousand were adjusted at the expense of retained earnings.

5.2.5. - Pension and other employee obligations in the amount of BGN 580 thousand were adjusted at the expense of retained earnings.

5.2.6. - Intangible assets in the amount of BGN 3 190 thousand were adjusted in retained earnings.

The following table presents the adjustments recognised for each affected consolidated financial statement line item:



Consolidated statement of financial position	Note	31 December 2017	Reclassifications	Increase / (decrease) due to correction IAS 8	1 January 2018 Restated
		BGN'000	BGN'000	BGN'000	BGN'000
<b>Non-current assets</b>					
Property, plant and equipment		5 214	-	-	5 214
Goodwill		19 540	-	-	19 540
Intangible assets	5.1.1., 5.2.6	48 471	36 718	(3 190)	81 999
Expenses for acquisition of fixed assets	5.1.1., 5.2.1.	36 737	(36 718)	(19)	-
Investments in subsidiaries		222	-	-	222
Investments in associates		236	-	-	236
Deferred tax assets	5.2.2.	198	-	167	365
<b>Non-current assets</b>		<b>110 618</b>	<b>-</b>	<b>(3 042)</b>	<b>107 576</b>
<b>Current assets</b>					
Inventory	5.2.4.	2 576	-	(221)	2 355
Trade and other receivables	5.1.2., 5.2.2., 5.1.3	9 098	1 279	(317)	10 060
Prepayments and other assets	5.1.2, 5.2.2.	164	212	(53)	323
Tax receivables	5.1.4, 5.1.3.	386	(386)	-	-
Other receivables	5.1.2	1 114	(1 114)	-	-
Related party receivables	5.2.2.	2 460	-	(1 298)	1 162
Income tax receivables	5.1.4.	-	9	-	9
Cash and cash equivalents		6 119	-	-	6 119
<b>Current assets</b>		<b>21 917</b>	<b>-</b>	<b>(1 889)</b>	<b>20 028</b>
<b>Total assets</b>		<b>132 535</b>	<b>-</b>	<b>(4 931)</b>	<b>127 604</b>
<b>Equity</b>					
Share capital		59 361	-	-	59 361
Purchased own shares		(475)	-	-	(475)
Reserves		6 826	-	-	6 826
Retained earnings	5.2.1., 5.2.2., 5.2.3., 5.2.4, 5.2.5., 5.2.6	15 513	-	(4 712)	10 801
Equity attributable to the owners of the parent		81 225	-	(7 712)	76 513
Non-controlling interest	5.2.1., 5.2.2., 5.2.3., 5.2.4, 5.2.5, 5.2.6	25 221	-	(26)	25 195
<b>Total equity</b>		<b>106 446</b>	<b>-</b>	<b>(4 738)</b>	<b>101 708</b>
<b>Liabilities</b>					
<b>Non-current liabilities</b>					
Provisions	5.1.5.	177	(177)	-	-
Pension and other employee obligations	5.1.5.	-	177	-	177
Long-term borrowings		1 924	-	-	1 924
Long-term lease liabilities		199	-	-	199
Long-term related party payables		159	-	-	159
Financing		28	-	-	28
Deferred tax liabilities	5.2.3	1 335	-	(773)	562
<b>Non-current liabilities</b>		<b>3 822</b>	<b>-</b>	<b>(773)</b>	<b>3 049</b>
<b>Current liabilities</b>					
Provisions	5.1.6.	714	(714)	-	-
Employee obligations	5.1.6., 5.2.5.	1 434	714	580	2 728
Short-term borrowings		8 452	-	-	8 452
Short-term lease liabilities		41	-	-	41
Trade and other payables	5.1.7, 5.2.6., 5.1.8	4 815	3 162	-	7 977
Contract liabilities		2 583	-	-	2 583
Other liabilities	5.1.7.	2 735	(2 735)	-	-
Financing		414	-	-	414
Short-term related party payables		1	-	-	1
Income tax liabilities	5.1.8.	-	651	-	651
Tax liabilities	5.1.8.	1 078	(1 078)	-	-
<b>Current liabilities</b>		<b>22 267</b>	<b>-</b>	<b>580</b>	<b>22 847</b>
<b>Total liabilities</b>		<b>26 089</b>	<b>-</b>	<b>(193)</b>	<b>25 896</b>
<b>Total equity and liabilities</b>		<b>132 535</b>	<b>-</b>	<b>(4 931)</b>	<b>127 604</b>



### **5.3. Effect of the application of IAS 8 as at 31 December 2018**

The total effect on the retained earnings of the Company as at 1 January 2018 amounts to BGN 849 thousand and is presented as follows:

- 5.3.1. – Intangible assets in the amount of BGN 4 thousand were adjusted at the expense of retained earnings.
- 5.3.2. – Inventories in the amount of BGN 220 thousand have been adjusted at the expense of retained earnings.
- 5.3.3. – Trade and other receivables in the amount of BGN 22 thousand were adjusted at the expense of retained earnings.
- 5.3.4. – In connection with the impaired Trade and other receivables and Related party receivables, deferred tax assets were increased by BGN 2 thousand.
- 5.3.5. – Related party receivables in the amount of BGN 3 thousand are impaired at the expense of retained earnings.
- 5.3.6. – Current pension and other employee obligations in the amount of BGN 602 thousand have been adjusted at the expense of retained earnings.



Consolidated statement of financial position	Note	31 December 2018 BGN'000	Increase / (decrease) due to correction IAS 8 BGN'000	31 December 2018 Restated BGN'000
<b>Non-current assets</b>				
Property, plant and equipment		5 041	-	5 041
Goodwill		22 482	-	22 482
Intangible assets	5.3.1.	86 779	(4)	86 775
Investments in subsidiaries		7	-	7
Investments in associates		157	-	157
Deferred tax assets	5.3.4.	474	2	476
<b>Non-current assets</b>		<b>114 940</b>	<b>(2)</b>	<b>114 938</b>
<b>Current assets</b>				
Inventory	5.3.2.	2 930	(220)	2 710
Trade and other receivables	5.3.3.	11 351	(22)	11 329
Prepayments and other assets		407	-	407
Related party receivables	5.3.5.	89	(3)	86
Income tax receivables		11	-	11
Cash and cash equivalents		11 068	-	11 068
<b>Current assets</b>		<b>25 856</b>	<b>(245)</b>	<b>25 611</b>
<b>Total assets</b>		<b>140 796</b>	<b>(247)</b>	<b>140 549</b>
<b>Equity</b>				
Share capital		59 361	-	59 361
Purchased own shares		(475)	-	(475)
Reserves		5 622	-	5 622
Retained earnings	5.3.1., 5.3.2., 5.3.3., 5.3.4., 5.3.5.	19 080	(805)	18 275
Equity attributable to the owners of the parent		83 588	(805)	82 783
Non-controlling interest		15 721	(44)	15 677
<b>Total equity</b>		<b>99 309</b>	<b>(849)</b>	<b>98 460</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Pension and other employee obligations		203	-	203
Long-term borrowings		9,359	-	9,359
Long-term lease liabilities		127	-	127
Pension and other employee obligations		58	-	58
Other liabilities		8	-	8
Deferred tax liabilities		311	-	311
<b>Non-current liabilities</b>		<b>10 066</b>	<b>-</b>	<b>10 066</b>
<b>Current liabilities</b>				
Provisions				
Employee obligations		22	-	22
Short-term borrowings	5.3.6.	2 891	602	3 493
Short-term lease liabilities		9 401	-	9 401
Trade and other payables		42	-	42
Contract liabilities		9 904	-	9 904
Provisions		8 054	-	8 054
Financing		71	-	71
Short-term related party payables		292	-	292
Income tax liabilities		744	-	744
<b>Current liabilities</b>		<b>31 421</b>	<b>602</b>	<b>32 023</b>
<b>Total liabilities</b>		<b>41 487</b>	<b>602</b>	<b>42 089</b>
<b>Total equity and liabilities</b>		<b>140 796</b>	<b>(247)</b>	<b>140 549</b>



Consolidated statement of profit or loss and of comprehensive income	Note	31 December 2018 BGN'000	Increase / (decrease) due to correction IAS 8 BGN'000	31 December 2018 Restated BGN'000
Revenue from contracts with customers		58 825	-	58 825
Cost of materials		(10 710)	-	(10 710)
Hired services expenses	5.3.1.	(11 059)	(4)	(11 063)
Employee benefits expense	5.3.5.	(21 085)	(602)	(21 687)
Depreciation, amortisation of non-financial assets		(4 412)	-	(4 412)
Cost of goods sold and other current assets		(10 239)	-	(10 239)
Capitalized expenses		8 523	-	8 523
Changes in finished goods and work in progress	5.3.2.,	962	(220)	742
Other expenses	5.3.3., 5.3.5.	(2 730)	(25)	(2,755)
<b>Operating profit</b>		<b>8 075</b>	<b>(851)</b>	<b>7 224</b>
Finance costs		(1 306)	-	(1 306)
Finance income		779	-	779
<b>Profit before tax</b>		<b>7 548</b>	<b>(851)</b>	<b>6 697</b>
Income tax expense	5.3.4.	(686)	2	(684)
<b>Profit for the year</b>		<b>6 862</b>	<b>(849)</b>	<b>6 013</b>
Profit for the year attributable to:				
Non-controlling interest		1 209	(44)	1 165
Owners of the parent		5 653	(805)	4 848
<b>(Other comprehensive loss):</b>				
<b>Items that will not be reclassified subsequently to profit or loss:</b>				
Exchange differences on translating foreign operations		(165)	-	(165)
<b>Total comprehensive income for the year</b>		<b>6 697</b>	<b>(849)</b>	<b>5 848</b>
		<b>BGN</b>	<b>BGN</b>	<b>BGN</b>
<b>Earnings per share:</b>		<b>0.0970</b>	<b>(0.0144)</b>	<b>0.0817</b>

Basic earnings per share for the prior year have also been restated. The amount of the correction for basic earnings per share was a decrease of BGN 0.0144 per share.



## 6. Basis of consolidation

### 6.1. Investments in subsidiaries

The subsidiaries included in the consolidation are as follows:

Investments of “Sirma Group Holding” JSC:

Name of the subsidiary	Country of incorporation and principal place of business	Main activities	2019	2019 share	2018	2018 share
			BGN'000	%	BGN'000	%
Sirma Solutions	Bulgaria	Software services	39 311	82,43%	39 311	82,43%
Ototext	Bulgaria	Software services	17 865	90,44%	17 865	90,44%
Sirma AI	Bulgaria	Software services	7 035	100,00%	7 035	100,00%
Sirma Group Inc.	USA	Software services	3 471	76,15%	3 471	76,15%
Engview Systems	Bulgaria	Software services	50	72,90%	50	72,90%
Sirma Medical Systems	Bulgaria	Software services	66	66,00%	66	66,00%
Sirma CI	Bulgaria	Software services	106	80,00%	106	80,00%
			<b>67 904</b>		<b>67 904</b>	

Investments of “Sirma Solutions”:

Name of the subsidiary	Country of incorporation and principal place of business	2019	2019 share	2018	2018 share
		BGN'000	%	BGN'000	%
Sirma Business Consulting	Bulgaria	1 374	54,08%	1 374	54,08%
Daticum	Bulgaria	1 394	60,50%	1 394	60,50%
Sirma ICS	Bulgaria	270	90,00%	270	90,00%
Sirma ISG	Bulgaria	4	71,00%	4	71,00%
(Impairment)		(4)		(4)	
S&G Technology Services Ltd., UK	UK	117	51,00%	117	51,00%
		<b>3 155</b>		<b>3 155</b>	

Investments of “Sirma AI”:

Name of the subsidiary	Country of incorporation and principal place of business	Main activities	2019	2019 share
			BGN'000	%
Ototext USA	USA	Software services	30	100
			<b>30</b>	<b>100</b>

Investments of “EngView Systems Sofia”:

Name of the subsidiary	Country of incorporation and principal place of business	Main activities	2019	2019 share	2018	2018 share
			BGN'000	%	BGN'000	%
EngView Systems Latin America (Impairment)	Brazil	Software services	7 (7)	95	7 -	95
EngView USA	USA	Software services	- 190 <b>190</b>	100	7 190 <b>197</b>	100



No dividends were paid to the NCI during the years 2019 and 2018.

Summarized financial information for “Sirma Group Holding” JSC, before intragroup eliminations, is set out below:

	<b>2019</b>	<b>2018</b>
	<b>BGN'000</b>	<b>BGN'000</b>
Non-current assets	218 173	171 151
Current assets	63 558	55 683
<b>Total assets</b>	<b>281 731</b>	<b>226 834</b>
Non-current liabilities	21 919	10 781
Current liabilities	42 327	59 319
<b>Total liabilities</b>	<b>64 246</b>	<b>70 100</b>
<b>Equity attributable to owners of the parent</b>	<b>201 577</b>	<b>141 057</b>
<b>Non-controlling interests</b>	<b>15 908</b>	<b>15 677</b>
<b>Revenue</b>	<b>75 619</b>	<b>74 956</b>
Profit/ (loss) for the year attributable to owners of the parent	5 915	8 643
Profit/ (loss) for the year attributable to NCI	307	1 165
<b>Profit/ (loss) for the year</b>	<b>6 222</b>	<b>9 808</b>
<b>Other comprehensive income/ (loss) for the year (all attributable to owners of the parent)</b>	<b>(1)</b>	<b>(165)</b>
Total comprehensive income/ (loss) for the year attributable to owners of the parent	(1)	(156)
Total comprehensive income/ (loss) for the year attributable to NCI	-	(9)
<b>Total comprehensive income/ (loss) for the year</b>	<b>6 221</b>	<b>9 643</b>
Net cash from operating activities	6 152	12 311
Net cash from investing activities	(15 196)	(16 685)
Net cash from financing activities	8 533	9 323
<b>Net cash inflow/ (outflow)</b>	<b>(511)</b>	<b>4 949</b>





## 7. Investments accounted for using the equity method

The carrying amount of investments accounted for using the equity method is as follows:

	2019	2018
Investments in associates	-	157
<b>Total investments accounted for using the equity method</b>	<b>-</b>	<b>157</b>

The Group's investments accounted for using the equity method include associates. The date of the financial statements of the associates is 31 December.

Associates	Country of incorporation and principal place of business	Main activities	2019 share	2018 share
SEP Bulgaria	Bulgaria	Construction and operation of an Electronic Payment System	6.5 %	6.5 %
Sirma Mobile	Bulgaria	Design, development, sale and implementation of mobile technologies and software and others	40 %	40 %
Flash Media	Bulgaria	Creation, production and distribution of audio-visual media services and products, etc.	50 %	50 %
E-Dom Management	Bulgaria	Design, development, implementation, marketing, sales, training in the use of software products	35 %	35 %

The shares of the associated companies are not traded on a public stock exchange and therefore there are no quoted prices on an active market.

The Group has no investments in significant associates.

In 2019 and 2018, no dividends were received from associates.

	2019 BGN'000	2018 BGN'000
Total book value of individually insignificant associates	-	157
<b>Group share in:</b>		
Loss for the year	(157)	-

All transfers of funds to the Group, i.e. distribution of cash dividends, are subject to the approval of at least 51% of all shareholders of the associates.

The Group has not incurred any contingent liabilities or other commitments relating to its investments in associates.



## 8. Segment reporting

Management currently identifies the following Group's operating segments as further described in note 4.8. These operating segments are monitored and strategic decisions are made on the basis of adjusted segment operating results.

Segment information can be analyzed as follows for the reporting periods under review:

	Intelligent Evolution of Enterprises	Solutions, products and consulting in Finance	System Integration	Total
	2019 BGN'000	2019 BGN'000	2019 BGN'000	2019 BGN'000
<b>Revenue:</b>				
- from external customers	28 245	10 233	22 772	61 250
<b>Segment revenues</b>	<b>28 245</b>	<b>10 233</b>	<b>22 772</b>	<b>61 250</b>
Changes in inventories	(1 242)	(6)	-	(1 248)
Cost of materials	(579)	(67)	(18 572)	(19 218)
Hired services expenses	(4 065)	(756)	(705)	(5 526)
Employee benefits expense	(15 633)	(5 742)	(372)	(21 747)
Depreciation and amortization of non-financial assets	(4 449)	(793)	(23)	(5 265)
Impairment of non-financial assets	(79)	-	-	(79)
Other expenses	(1 097)	(684)	(11)	(1 792)
<b>Segment operating profit</b>	<b>1 101</b>	<b>2 185</b>	<b>3 089</b>	<b>6 375</b>

	Intelligent Evolution of Enterprises	Solutions, products and consulting in Finance	System Integration	Total
	2018 BGN'000	2018 BGN'000	2018 BGN'000	2018 BGN'000
<b>Revenue:</b>				
- from external customers	25 187	10 115	23 523	58 825
<b>Segment revenues</b>	<b>25 187</b>	<b>10 115</b>	<b>23 523</b>	<b>58 825</b>
Changes in inventories	742	-	-	742
Cost of materials	(491)	(99)	(21 101)	(21 691)
Hired services expenses	(4 146)	(989)	(53)	(5 188)
Employee benefits expense	(12 426)	(5 312)	(559)	(18 297)
Depreciation and amortization of non-financial assets	(4 093)	(312)	(7)	(4 412)
Impairment of non-financial assets	-	-	-	-
Other expenses	(2 140)	(614)	(1)	(2 755)
<b>Segment operating profit</b>	<b>2 633</b>	<b>2 789</b>	<b>1 802</b>	<b>7 224</b>

The Group's revenues from external customers are divided into the following geographical areas:

	2019 BGN'000	2018 BGN'000
	Revenue	Revenue
Bulgaria (domicile)	22 858	28 696
USA	11 926	9 859
UK	11 609	8 623
Other countries	14 857	11 647
<b>Total</b>	<b>61 250</b>	<b>58 825</b>



## 9. Goodwill

The movements in the net carrying amount of goodwill are as follows:

	2019 BGN'000	2018 BGN'000
<b>Gross carrying amount</b>		
Balance at 1 January	22 482	22 482
Balance at 31 December	<b>22 482</b>	<b>22 482</b>
<b>Carrying amount at 31 December</b>	<b>22 482</b>	<b>22 482</b>

For the purpose of annual impairment testing goodwill is allocated to the following cash-generating units, which are the units expected to benefit from the synergies of the business combinations in which the goodwill arises, as follows:

	2019 BGN'000	2018 BGN'000
Sirma Solutions	11 754	11 754
EngView Brazil	14	14
Panaton Software	1 863	1 863
Sirma ITT	5 722	5 722
Ontotext	2 961	2 961
S&G	164	164
Sirma Bussiness Consulting	4	4
<b>Goodwill allocation at 31 December</b>	<b>22 482</b>	<b>22 482</b>

The recoverable amounts of the cash-generating units were determined based on value-in-use calculations, covering a detailed 3-year forecast, followed by an extrapolation of expected cash flows for the units' remaining useful lives using the growth rates determined by the management.

The growth rates reflect the long-term average growth rates for the product lines and industries of the cash-generating units. The discount rates reflect appropriate adjustments relating to market risk and specific risk factors of each segment.

	Growth rates		Discount rates	
	2019	2018	2019	2018
Minimum	1%	(1)%	3%	3%
Maximum	49%	50%	30%	30%

Key assumptions of the management in preparing the impairment test reflect its forecasts and intentions regarding the future economic benefits that the Group expects to obtain through the use of trade experience, in-house brands, positions in Bulgarian and foreign markets and ultimately based on them. expectations for future sales of cash-generating units.

Apart from the considerations described in determining the value in use of the cash-generating units described above, management is not currently aware of any other probable changes that would necessitate changes in its key estimates. However, the estimate of recoverable amount for cash-generating units is particularly sensitive to the discount rate, but the simulations show that it remains above the carrying amount of goodwill with a reasonable change in key assumptions.



## 10. Property, plant and equipment

Group's property, plant and equipment of the Group comprise of buildings, vehicles, office equipment, machinery, computer equipment, assets under construction, right- of-use assets and others. The carrying amount can be analyzed as follows:

	Buildings	Vehicles	Office equipment	Machinery	Computer equipment	Assets under construction	Right-of-use assets	Others	Total
	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000
<b>Gross carrying amount</b>									
Balance at 1 January 2019	4 486	343	386	2 050	4,929	-	-	756	12 950
Additions	-	3	132	174	506	591	3 779	68	5 253
Disposals	-	(69)	(42)	(2)	(827)	(41)	-	(6)	(987)
Effect from IFRS 16 Leases	-	(45)	-	-	-	-	45	-	-
Balance at 31 December 2019	<b>4 486</b>	<b>232</b>	<b>476</b>	<b>2 222</b>	<b>4 608</b>	<b>550</b>	<b>3 824</b>	<b>818</b>	<b>17 216</b>
<b>Depreciation</b>									
Balance at 1 January 2019	(656)	(261)	(214)	(1 974)	(4 144)	-	-	(660)	(7 909)
Depreciation	(65)	(25)	(43)	(66)	(546)	-	(328)	(30)	(1 103)
Additions	-	-	(1)	-	-	-	-	-	(1)
Disposals	-	69	33	2	752	-	-	5	861
Effect from IFRS 16 Leases	-	29	-	-	-	-	(29)	-	-
Balance at 31 December 2019	<b>(721)</b>	<b>(188)</b>	<b>(225)</b>	<b>(2 038)</b>	<b>(3 938)</b>	<b>-</b>	<b>(357)</b>	<b>(685)</b>	<b>(8 152)</b>
<b>Carrying amount at 31 December 2019</b>	<b>3 765</b>	<b>44</b>	<b>251</b>	<b>184</b>	<b>670</b>	<b>550</b>	<b>3 467</b>	<b>133</b>	<b>9 064</b>

	Buildings	Vehicles	Office equipment	Machinery	Computer equipment	Assets under construction	Right-of-use assets	Others	Total
	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000
<b>Gross carrying amount</b>									
Balance at 1 January 2018	4 486	401	282	2 017	4 495	-	-	720	12 401
Additions	-	49	105	33	458	-	-	36	681
Disposals	-	(107)	(1)	-	(24)	-	-	-	(132)
Balance at 31 December 2018	<b>4 486</b>	<b>343</b>	<b>386</b>	<b>2 050</b>	<b>4 929</b>	<b>-</b>	<b>-</b>	<b>756</b>	<b>12 950</b>
<b>Depreciation</b>									
Balance at 1 January 2018	(609)	(305)	(181)	(1 889)	(3 568)	-	-	(635)	(7 187)
Depreciation	(47)	(51)	(34)	(85)	(604)	-	-	(25)	(846)
Disposals	-	95	1	-	28	-	-	-	124
Balance at 31 December 2018	<b>(656)</b>	<b>(261)</b>	<b>(214)</b>	<b>(1 974)</b>	<b>(4 144)</b>	<b>-</b>	<b>-</b>	<b>(660)</b>	<b>(7 909)</b>
<b>Carrying amount at 31 December 2018</b>	<b>3 830</b>	<b>82</b>	<b>172</b>	<b>76</b>	<b>785</b>	<b>-</b>	<b>-</b>	<b>96</b>	<b>5 041</b>

All depreciation charges are included within “Depreciation, amortization of non-financial assets”.

The Group has not a contractual commitment to acquire assets in 2019 or 2018.



The carrying amount of the Group’s property, plant and equipment pledged as security for its liabilities (see note 22) is presented as follows:

	<b>Buildings</b>	<b>Vehicles</b>	<b>Office equipment</b>	<b>Machinery</b>	<b>Computer equipment</b>	<b>Buildings</b>	<b>Other</b>	<b>Total</b>
	<b>BGN’000</b>	<b>BGN’000</b>	<b>BGN’000</b>	<b>BGN’000</b>	<b>BGN’000</b>	<b>BGN’000</b>	<b>BGN’000</b>	<b>BGN’000</b>
Carrying amount at 31 December 2019	125	6	76	7	120	32	366	125
Carrying amount at 31 December 2018	128	12	95	13	148	38	434	128

Included in the net carrying amount of property, plant and equipment are right-of-use assets as follows:

	<b>Buildings</b>	<b>Transport vehicles</b>	<b>Total right-of-use assets</b>
	<b>BGN’000</b>	<b>BGN’000</b>	<b>BGN’000</b>
<b>Gross carrying amount</b>			
Balance at 1 January 2019	-	-	-
Additions	3 659		
Effect from IFRS 16 Leases	45	120	3 824
Balance at 31 December 2019	3 704	120	3 824
<b>Depreciation</b>			
Balance at 1 January 2019	-	-	-
Effect from IFRS 16 Leases	(328)	-	(328)
Reclasification	-	(29)	(29)
Balance at 31 December 2019	(328)	(29)	(357)
<b>Carrying amount at 31 December 2019</b>	<b>3 366</b>	<b>101</b>	<b>3 467</b>

In 2018, the Group only recognised lease assets and lease liabilities in relation to leases that were classified as ‘finance leases’ under IAS 17 “Leases”. The assets were presented in property, plant and equipment and the liabilities as finance lease liabilities. For adjustments recognised on adoption of IFRS 16 “Leases” on 1 January 2019, please refer to note 3.1.



## 11. Intangible assets

The Group's other intangible assets comprise of R&D products, software products, rights to software modules, costs for acquisition of intangible assets and others. The carrying amounts for the reporting periods under review can be analyzed as follows:

	R&D products	Software products	Rights to software modules	Costs for acquisition of Intangible assets	Others	Total
	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000
<b>Gross carrying amount</b>						
Balance at 1 January 2019	46 579	1 750	31 982	39 560	1 759	121 630
Additions, purchased	3 195	241	1 023	67 638	16	72 113
Additions, internally developed	13 620	-	10 816	2 658	5 875	32 969
In exploitation, internally developed	-	-	-	(4 265)	-	(4 265)
Reclassified to assets held for sale	-	-	-	(29 361)	-	(29 361)
Disposals	(16 650)	(29)	(32 948)	(54 434)	(437)	(104 498)
Balance at 31 December 2019	<b>46 744</b>	<b>1 962</b>	<b>10 873</b>	<b>21 796</b>	<b>7 213</b>	<b>88 588</b>

### Amortization

Balance at 1 January 2019	(23 092)	(1 713)	(9 188)	-	(862)	(34 855)
Amortization	(3 204)	(191)	(443)	-	(324)	(4 162)
Disposals	3 319	25	5 328	-	422	9 094
Balance at 31 December 2019	<b>(22 977)</b>	<b>(1 879)</b>	<b>(4 303)</b>	<b>-</b>	<b>(764)</b>	<b>(29 923)</b>
<b>Carrying amount at 31 December 2019</b>	<b>23 767</b>	<b>83</b>	<b>6 570</b>	<b>21 796</b>	<b>6 449</b>	<b>58 665</b>

	R&D products	Software products	Rights to software modules	Costs for acquisition of Intangible assets	Others	Total
	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000
<b>Gross carrying amount</b>						
Balance at 1 January 2019	43 080	1 750	44 133	31 471	1 759	122 193
Additions, purchased	-	-	18 213	-	8	18 221
Additions, internally developed	-	-	-	8 523	-	8 523
In exploitation, internally developed	3 499	-	-	-	-	3 499
Reclassified to assets held for sale	-	-	(8 016)	-	-	(8 016)
Disposals	-	-	(22 348)	(434)	(8)	(22 790)
Balance at 31 December 2019	<b>46 579</b>	<b>1 750</b>	<b>31 982</b>	<b>39 560</b>	<b>1 759</b>	<b>121 630</b>
<b>Amortization</b>						
Balance at 1 January 2019	(20 423)	(1 636)	(17 404)	-	(731)	(40 194)
Amortization	(2 669)	(77)	(687)	-	(133)	(3 566)
Disposals	-	-	8 903	-	2	8 905
Balance at 31 December 2019	<b>(23 092)</b>	<b>(1 713)</b>	<b>(9 188)</b>	<b>-</b>	<b>(862)</b>	<b>(34 855)</b>
<b>Carrying amount at 31 December 2019</b>	<b>23 487</b>	<b>37</b>	<b>22 794</b>	<b>39 560</b>	<b>897</b>	<b>86 775</b>

R&D products include the following assets:



### Customer Intelligence Platform (CIP)

The centralization of CIP transaction processes in a database, as well as the use of semantic technologies in the retrieval, analysis and interpretation of data from all sources, allows 360 ° view and various analyzes that facilitate individual behavioral targeting;

Extracting additional value from the data - built-in intelligent algorithms, analytical tools, as well as the ability to customize solutions tailored to the individual needs of the retailer, provide valuable insights and information. The focus on data, a deep understanding of customer behavior and motivation, along with seamless delivery management to end customers, will help merchants personalize communication, improve the user experience and manage their customer loyalty;

**GraphDB** is a semantic graph database management system (DBMS) compatible with the following standards defined by the W3C consortium: RDF, RDFS, OWL and SPARQL. (Sirma AI is a member of the W3C, the organization that standardizes HTTP, HTML, and a number of other WWW standards.) The main purpose of this type of software is well defined:

- Loading, storage and indexing of large volumes of structured data;
- Extracting information through queries that select, link, filter and organize information;
- Effective detection of specific models for connectivity between objects connected in a network. This distinguishes graph databases from relational ones;
- Derivation of additional information by interpreting the data based on a semantic data scheme (ontology). This distinguishes semantic databases from others - for example, those based on Property Graphs.

**Ontotext Platform 2.0** allows the construction of software solutions for information management in the knowledge graph, search and recommendation of information content. What is specific about the platform is that it uses large knowledge graphs to analyze documents and other unstructured information and enrich them with semantic metadata in order to better interpret the meaning of the information. The first stage in the construction of such solutions is the creation of a graph of knowledge, by integrating data from different sources, their normalization, connection and enrichment with relationships based on inference and other techniques.

The platform allows annotation (tagging) of text with references to concepts and objects in large columns of knowledge, thus linking text and data and providing semantic search, categorization and recommendation of information content.

Formerly known as the DSP (Dynamic Semantic Publishing) platform, it uses GraphDB to manage graphs of knowledge from master / reference data, as well as to store generated metadata.

Platform-based solutions can be installed on client infrastructure or in cloud infrastructures such as Amazon Web Services (AWS). Such solutions can also be installed and managed by the company's cloud infrastructure.

Many of the platform's features are shown in NOW (<http://now.ontotext.com>) - a public news portal that demonstrates thematic reading and browsing, familiarity with concepts mentioned in the content, analysis of their interconnectedness and popularity.

**R&D Image Recognition** is a set of algorithms that allow the handling of photographic material and video content, calculating the degree of similarity between photos and videos, as well as the application of various algorithms for detecting objects in photos and videos and their semantic annotation, using pre-introduced ontologies and links. with external knowledge bases, in particular Geonames.

Initially, the system was intended to be specialized for the purposes of the tourism industry. It was developed with EU co-financing under the Innovation and Competitiveness Program 2007-2013. However, it is built with a broader vision, allowing it to function as a framework by integrating ontologies and algorithms from the field of computer vision. Can be used for:





Defining ontologies in a specific subject area. In this case - Tourism and travel; Embedding algorithms for detecting objects in images (videos).

Adding models in the field of machine learning to be used by the embedded algorithms in order to find a certain semantic category "church" or "beach". Model training is not subject to the system. "

Processing of images (videos) in order to annotate them with semantic categories using all or selected algorithm. RDF triplets are automatically generated, which are provided to the user I confirm or correct. The result obtained is recorded in the database.

Processing of input files in order to extract metadata for geolocation (if any) and automatic annotation of the location.

As far as geolocation of photos is built-in functionality, the system could be used for other purposes, such as grouping content in media and advertising agencies.

**EngView Packaging Suite** is a complex product, covering several main stages of preparation for serial production of packaging from sheet materials (cardboard, corrugated cardboard, etc.). These are:

- a/ Design of the single unfolding of the structure of the package;
- b / Verification and approval by means of three-dimensional modeling;
- c/ Design of specialized tools for serial production and management of specialized machines for their production.

Engview Packaging Suite is a product oriented to the global niche of manufacturers of packaging and displays. Potential customers for various configurations of product modules are advertising agencies, printers, packaging companies, punch companies. The product supports a user interface in all major world languages and has a virtually unlimited market reach.

**MCaliper** is a specialized product consisting of collaborative Internet and mobile-based applications. The product is designed to automate and optimize some specific activities for quality control of serial production, when measuring with hand tools such as calipers, micrometers, altimeters and more. It covers the process of measurement, transmission of measurement data and their storage and subsequent processing. It covers both the traditional ways of data transmission in hand-held measuring instruments (manual data entry, cable transmission) and the most modern technologies - Bluetooth connection between the meter and a mobile device.

**PackGate** is an Internet-based portal designed to automate the process of communication between the end customer and the packaging manufacturer and in particular - the definition and submission of orders online. The product addresses several tasks in the ordering process - the description of the packaging structure and exact dimensions, description of the basic requirements for graphic design, online verification and business negotiations - submitting an offer, negotiating the terms and confirming the order.

**TurnCheck / Sahfty** is a specialized system for precise shaft measurements. A machine shaft is mounted on a special stand, which is rotated and examined by a number of optical and sensor sensors. The received information is sent to the software to be analyzed and to determine the dimensions and their compliance with set tolerances.

**SIRMA CLOUD PLATFORM**, which is a platform for cloud management:

- Data center virtualization management;
- Data warehouse virtualization management (storage);
- Resource efficiency management;
- Resource cost management;
- Cloud management distributed in different geographical locations.

**RepExpress 2019** - a system for centralized storage and processing of data for regulatory reporting purposes.



**Webbank 2019** - internet banking system, which includes the following applications:

- mBANK - combined comprehensive platform for mobile banking
- UTILITY PAYMENTS - Utility payments - electronic utility payment system - invoices for payment and billing
- STATEMENTS - creation and delivery of reports on client accounts, through various channels - in a bank office, postal address, e-mail, web portal;
- NOTIFICATIONS - subscription for real-time notification via SMS and / or e-mails for account status or account movement, card transaction, upcoming loan installment, utility payment, amount due, etc.
- Personal Finance Manager - a system for increasing the financial awareness of bank customers through a visual representation of their financial management. With the use of PFM, customers can manage their costs and revenues by creating revenue forecasts.

**SCARDS 2019**- management system for all types of bank cards, which includes the following modules:

- Fees and loyalty programs
- Front-end module
- Credit module
- UBX PAYMENT PORTAL - system for information exchange, processing and making payments through: direct debit, credit transfer, credit transfer return, withdrawal. Management of logical and physical interfaces with SEPA, BISERA6, BISERA7, RINGS, SWIFT, SEBRA, TARGET 2.
- E-CHANNELS - Standardized solution for working with a full set of integrated electronic connectors and modules.

**ceGate 2019** - a standardized portal for establishing a connection with electronic registers, which facilitates and unifies the receipt of information by end users.

**Distraint orders 2019** - web-based software applications for automation of the process of distraint orders and inquiries;

### **Sirma ICS Platform**

The platform has an open architecture and a modular structure that allows flexible and adaptive product management. The platform uses SSL-certified security to protect the privacy of customer data.

Calculation and issuance of policies in real time (through integration) with discounts / increases confirmed by the insurance company.

- ☐ "Motor Third Party Liability" - Integration with 9 companies
- ☐ "Casco" - Integration with 1 company (Group),
- ☐ "Property" - Integration with 3 companies (Allianz, ZAD Bulgaria, Grupama).
- ☐ "Travel Assistance" - Integration with 4 companies (Unique Life, Group, DZI and ZAD Bulgaria).
- Registration of all other types of policies
- Registration of all types of annexes
- Automatic renewal of policies, both through integration and for manually registered policies

No material contractual commitments were entered into during 2019 or 2018.

The R&D products was subject to impairment testing during 2019 as the test confirmed the present value of the assets.

All amortization charges are included within “Depreciation, amortization of non-financial assets”.

No intangible assets have been pledged as security for liabilities.



## 12. Deferred tax assets and liabilities

Deferred taxes arising from temporary differences and unused tax losses can be summarized as follows:

Deferred tax liabilities (assets)	31 December 2018	Recognised in profit and loss	31 December 2019
	BGN'000	BGN'000	BGN'000
<b>Non-current assets</b>			
Intangible assets	81	(67)	14
Property, plant and equipment	230	(211)	19
Impairment of investments	(75)	-	(75)
<b>Current assets</b>			
Inventories	(4)	(1)	(5)
Trade and other receivables	(248)	60	(188)
<b>Non-current liabilities</b>			
Pension and other employee obligations	(17)	(6)	(23)
<b>Current liabilities</b>			
Pension and other employee obligations	(80)	11	(69)
Unpaid amounts to individuals	(12)	-	(12)
Unused tax losses	(24)	(2)	(26)
Interest rates from weak capitalization	(16)	(3)	(19)
Lease liabilities	-	(2)	(2)
	<b>(165)</b>	<b>(221)</b>	<b>(386)</b>
Deferred tax assets	<b>(476)</b>		<b>(419)</b>
Deferred tax liabilities	<b>311</b>		<b>33</b>

Deferred taxes for the comparative period 2018 can be summarized as follows:

Deferred tax liabilities (assets)	31 December 2017	Effect of IAS 8	1 January 2018	Recognized in profit and loss	31 December 2018
	BGN'000	BGN'000	BGN'000	BGN'000	BGN'000
<b>Non-current assets</b>					
Intangible assets	154	-	154	(73)	81
Property, plant and equipment	1 181	(773)	408	(178)	230
Impairment of investments	(72)	-	(72)	(3)	(75)
<b>Current assets</b>					
Inventories	(4)	-	(4)	-	(4)
Trade and other receivables	(381)	167	(214)	(34)	(248)
<b>Non-current liabilities</b>					
Pension and other employee obligations	(9)	-	(9)	(8)	(17)
<b>Current liabilities</b>					
Pension and other employee obligations	(45)	-	(45)	(35)	(80)
Unpaid amounts to individuals	(3)	-	(3)	(9)	(12)
Unused tax losses	(15)	-	(15)	(9)	(24)
Interest rates from weak capitalization	(3)	-	(3)	(13)	(16)
	<b>803</b>	<b>(606)</b>	<b>197</b>	<b>(362)</b>	<b>(165)</b>
Deferred tax assets	<b>(460)</b>		<b>(365)</b>		<b>(476)</b>
Deferred tax liabilities	<b>1 335</b>		<b>562</b>		<b>311</b>

All deferred tax assets have been recognized in the consolidated statement of financial position.



### 13. Inventory

Inventory recognized in the consolidated statement of financial position consist of the following:

	2019 BGN'000	2018 BGN'000
Raw materials and consumables	65	73
Work in progress	-	2 102
Goods	1 190	535
	<b>1 255</b>	<b>2 710</b>

None of the inventories at 31 December 2019 are pledged as securities for liabilities.

### 14. Contract liabilities

The Group recognizes the following contract liabilities related to contracts with customers:

	2019 BGN'000	2018 BGN'000
Contract liabilities – advances	2 205	8 054
<b>Total contract liabilities</b>	<b>2 205</b>	<b>8 054</b>

Contract liabilities have arisen under contracts for which an advance payment by the client is available.

### 15. Trade and other receivables

	2019 BGN'000	2018 BGN'000
Trade receivables, gross	11 329	11 554
Impairment of trade receivables	(551)	(668)
Trade receivables	<b>10 778</b>	<b>10 886</b>
Court receivables	45	45
Receivables in relation to financing	(17)	(17)
<b>Financial assets</b>	<b>28</b>	<b>28</b>
<b>Trade and other receivables</b>	<b>10 806</b>	<b>10 914</b>

All trade receivables are short term. The net carrying value of trade and other receivables is considered a reasonable approximation of fair value.

All trade and other financial receivables of the Group have been reviewed in respect of events of default and for all trade receivables a simplified approach has been applied to determine the expected credit losses at the end of the period.

Certain trade receivables were found to be impaired and an allowance for credit losses of BGN 317 thousand (2018: BGN 264 thousand) has been recognized within “Other expenses”. The impaired trade receivables are mostly due from trade customers that are experiencing financial difficulties.

The movement in the allowance for credit losses can be reconciled as follows:

	2019 BGN'000	2018 BGN'000
Balance at 1 January	(685)	(421)
Impairment loss	(317)	(264)
Written off	434	-
<b>Balance at 31 December</b>	<b>(568)</b>	<b>(685)</b>



## 16. Prepayments and other assets

	2019 BGN'000	2018 BGN'000
Prepayments	696	415
Tax receivables	84	392
Other receivables	1 336	15
<b>Non-financial assets</b>	<b>2 116</b>	<b>822</b>

## 17. Cash and cash equivalents

Cash and cash equivalents comprise of the following:

	2019 BGN'000	2018 BGN'000
Cash at bank and in hand:		
- BGN	7 743	4 302
- EUR	1 101	4 604
- USD	834	822
- GBP	311	194
Short-term deposits:		
BGN	8	509
EUR	13	637
USD	12	-
ALL	3	-
Blocked cash	525	-
<b>Cash and cash equivalents</b>	<b>10 550</b>	<b>11 068</b>

The Group has evaluated the expected credit losses on cash and cash equivalents. The estimated amount is less than 0.1% of the gross amount of cash deposited in financial institutions, which is therefore considered to be immaterial and has not been accounted for in the consolidated financial statements of the Group.

## 18. Assets and disposal groups classified as held for sale

The Group has classified the following Assets as held for sale in the category Assets under construction:

	2019 BGN'000
SEPlatform	16 752
SENPAL FIN-P	10 328
CYBER SECURITY-P	1 722
Automotive Retail Dynamic Pricing Platform	559
	<b>29 361</b>

**SEPlatform (Sirma Enterprise Platform)** is a unique combination of semantic technologies, tools and methods for modeling and leading open source applications, providing a solid foundation for business process management, corporate information and knowledge. The applications built on it solve many business problems by applying specific models that adapt the platform functionalities to the needs of the organization. The platform is developed following a service-based architecture, allowing for easy expansion and integration of external systems and services.



**SENPAI Financial Platform** is a platform that provides web services for software applications in the financial sector:

- Card transactions, card management;
- Tariffs for banking and insurance institutions;
- Encryption of messages in banking and insurance applications;
- Tools for creating specialized registers;
- Transaction services for insurance brokers and agents - e.g. real-time comparison of tariffs by set parameters, etc .;
- Mobile payments, including mobile digital signing.

**Cyber Security Platform** is a platform with modules performing various functions in the field of cybersecurity:

- Internet port scanning and vulnerability scanning
- OT / IT Converged Vulnerability Management
- Module for simulation of cyber-attacks
- Risk monitoring module from external suppliers
- Automated analysis of program code vulnerabilities at source

**The Automotive Retail Dynamic Pricing Platform** is a platform with modules targeted at US car dealerships, performing various functions in the field of dealer management and integrated inventory module (EIM) integration.

## 19. Equity

### 19.1. Share capital

The share capital of the “Sirma Group Holding” JSC consists of 59 360 518 fully paid ordinary shares with a nominal value of BGN 1. All shares are equally eligible to receive dividends and the repayment of capital and represent one vote at the shareholders meeting of “Sirma Group Holding” JSC.

	2019	2018
	Number of shares	Number of shares
Number of shares issued and fully paid, - beginning of the year	59 360 518	59 360 518
Number of shares issued and fully paid	59 360 518	59 360 518
<b>Total number of shares authorized as at 31 December</b>	<b>59 360 518</b>	<b>59 360 518</b>



The list of the principal shareholders of the “Sirma Group Holding” JSC is as follows:

Shareholders	Number of shares at 31.12.2019	Number of shares at 31.12.2018	Nominal VALUE (BGN)	Value (BGN)	% Shareholding	% shareholding with deducted repurchased own shares
Georgi Parvanov Marinov	5 269 748	5 269 748	1	5 269 748	8,88%	8,95%
Tsvetan Borisov Alexiev	4 865 753	4 865 753	1	4 865 753	8,20%	8,26%
Chavdar Velizarov Dimitrov	4 750 786	4 750 786	1	4 750 786	8,00%	8,07%
Veselin Kirov Antchev	4 700 786	4 700 786	1	4 700 786	7,92%	7,98%
Ognyan Plamenov Chernokozhev	3 741 620	3 741 620	1	3 741 620	6,30%	6,35%
Atanas Kostadinov Kiryakov	2 887 524	2 887 524	1	2 887 524	4,86%	4,90%
Krasimir Nevelinov Bozhkov	2 534 161	2 596 821	1	2 534 161	4,27%	4,30%
"NN Universal Pension Fund"	2 323 939	2 434 539	1	2 323 939	3,91%	3,95%
Vladimir Ivanov Alexiev	2 177 583	2 177 583	1	2 177 583	3,67%	3,70%
Rosen Vasilev Varbanov	2 156 687	2 156 687	1	2 156 687	3,63%	3,66%
Emiliana Ilieva Ilieva	1 792 168	2 343 985	1	1 792 168	3,02%	3,04%
Ivo Petrov Petrov	1 572 828	835 800	1	1 572 828	2,65%	2,67%
Yavor Liudmilov Djonev	1 392 746	1 392 746	1	1 392 746	2,35%	2,37%
Peter Nikolaev Konyarov	1 187 480	1 271 910	1	1 187 480	2,00%	2,02%
Foundation for Educational Transformation	363 327	1 301 855	1	363 327	0,61%	0,62%
Unicredit Bank Austria	1 094 249	296 649	1	1 094 249	1,84%	1,86%
UPF "Doverie"	1 047 678	802 126	1	1 047 678	1,76%	1,78%
"Mandjukov" Ltd.	960 000	960 000	1	960 000	1,62%	1,63%
Bank of New York Mellon	857 600	0	1	857 600	1,44%	1,46%
UPF "DSK Rodina"	747 036	747 036	1	747 036	1,26%	1,27%
Expat Bulgaria SOFIX UCITS ETF	732 355	977 907	1	732 355	1,23%	1,24%
UPF "Pension Insurance Institute"	715 810	664 190	1	715 810	1,21%	1,22%
Elena Yordanova Kozuharova	607 040	948 250	1	607 040	1,02%	1,03%
Stanislav Ivanov Dimitrov	257 368	649 868	1	257 368	0,43%	0,44%
Others	10 624 246	10 586 349	1	10 624 246	17,92%	17,23%
<b>Total</b>	<b>59 360 518</b>	<b>59 360 518</b>		<b>59 360 518</b>	<b>100%</b>	<b>100%</b>

As of 31.12.2019, “Ontotext” owns 550 shares of the parent company „Sirma Group Holding“ JSC with total value of BGN 643,50.

## 19.2. Share premium

The share premium reserve in the amount of BGN 4 062 thousand consists of:

### “Sirma Group Holding” JSC

The share premium reserve is formed by the initial valuation of contributed fixed assets in the amount of BGN 1 698 thousand and shares from issue of shares in the amount of BGN 1 843 thousand.

### “Sirma AI”

In 2015, the Company issued an additional 2 024 Class A shares of BGN 10 per share or a total of BGN 20 thousand. The shares were sold for the amount of BGN 100 thousand, as a result of which a reserve of BGN 80 thousand was formed.





In 2018, as a result of repurchase of 15 926 own shares at BGN 10 per share, the premium reserve was reduced to BGN 59 thousand.

The amount of the premium reserve as of 31.12.2019 is BGN 59 thousand.

#### „Ontotext“

A premium reserve in the amount of BGN 346 thousand was formed as follows:

On 13.04.2009 an in-kind contribution of intangible assets in the amount of BGN 12 453 thousand was registered. The capital of Ontotext was increased by 12 242 026 shares with a par value of BGN 1.

A premium reserve in the amount of BGN 211 thousand was formed.

On 03.04. In 2017, by decision of the Board of Directors, the capital of Ontotext is increased by issuing new 843 030 shares with a par value of BGN 1 and an issue value of BGN 1.16 (Art. 195, in connection with Art. 194, para. 4 of the CA). A premium reserve in the amount of BGN 135 thousand has been formed.

#### „Daticum“

The premium reserve in the amount of BGN 1 thousand consists of reserves from the initial valuation of contributed fixed assets, formed in 2009.

#### S&G Technologies Ltd.

The premium reserve is formed by issuing shares worth BGN 115 thousand.

### 19.3. Other reserves

	Legal reserves BGN'000
<b>Balance at 1 January 2019 (restated)</b>	<b>1 560</b>
Formation of reserves	565
Other changes in equity	221
<b>Balance at 31 December 2019</b>	<b>2 346</b>
	Legal reserves BGN'000
<b>Balance at 1 January 2018 (restated)</b>	<b>2 764</b>
Formation of reserves	644
Change due to business combination	(1 848)
<b>Balance at 31 December 2018</b>	<b>1 560</b>

### 20. Provisions

Provisions are provisions for guaranteed dividends in the amount of BGN 22 thousand (2018: BGN 22 thousand).



## 21. Employee remuneration

### 21.1. Employee benefit expense

Expenses recognized for employee benefits include:

	2019 BGN'000	2018 BGN'000
Wages, salaries	(20 473)	(19 312)
Social security costs,incl.:	(2 247)	(2 072)
-Pensions – defined contribution plans	(418)	(303)
<b>Employee benefits expense</b>	<b>(22 720)</b>	<b>(21 687)</b>

### 21.2. Pension and other employee obligations

The liabilities for pension and other employee obligations recognized in the consolidated statement of financial position consist of the following amounts:

	2019 BGN'000	2018 BGN'000
<b>Non-current:</b>		
Compensations in compliance with Labour Code	276	203
Non-current pension and other employee obligations	<b>276</b>	<b>203</b>
<b>Current:</b>		
Payroll obligations	2 422	2 356
Social security obligations	379	479
Accrued holiday entitlement	569	658
Current pension and other employee obligations	<b>3 370</b>	<b>3 493</b>

The current portion of these liabilities represents the Group's obligations to its current employees that are expected to be settled during 2020. Other short-term employee obligations arise mainly from accrued holiday entitlement at the reporting date and various pension payments. As none of the employees has the right for early settlement of pension arrangements, the remaining part of pension obligations for defined benefit plans is considered non-current.

In accordance with the requirements upon termination of the employment relationship under Article 222, paragraph 2 and paragraph 3 of the Labour Code, the employee shall have the right to:

\* sickness benefit in the amount of his gross wage for a period of 2 months, if he has at least five years of service and has not received compensation on the same grounds in the last 5 years.

\* compensation, after acquiring the right to a pension for length of service and old age, irrespective of the reason for termination - in the amount of his gross salary for a period of 2 months, and if he worked with the same employer during the last 10 years of his work experience - compensation in the amount of his gross salary for a period of 6 months.

The event that gives rise to the obligation of the employer is the release of the person when he / she has acquired the right to a pension for length of service and old age. This requires an accurate prediction of the time of departure of employees, according to the time of occurrence of this right. The amount of the benefit is directly dependent on the person's length of service and, after a period of 10 years or more, future length of service does not affect the further amount of the obligation. In order to determine the exact amount of the obligation, it is necessary to forecast the amount of compensation at the future time when it will be due to the employee and this compensation must be discounted at the time of the assessment of the obligation.



As a result of the current employment contracts in the Group as of 31.12.2019, the payments upon retirement due to illness and due to reaching age and seniority, follow the amounts specified in Article 222, paragraph 2 and paragraph 3 of the Labour Code.

The mortality table reflects the probability that individuals will reach the specified retirement age. It is calculated for each person individually based on his / her gender and age at the time of the assessment. A table for mortality and average life expectancy of the population of Bulgaria of the National Statistical Institute for the period 2016-2018 was used.

On the basis of the information provided by the Group on the number of people who left in the last year, the probability of leaving has been calculated. This probability is set in the projections for the future development of staff in relation to the group of voluntarily left and dismissed in this model as an arithmetic mean of 0.2476.

The likelihood of disability reflects the likelihood of a person falling into a state that prevents him from interacting with the environment, which in turn creates social, intellectual, physical or moral difficulties. The probability is calculated on the basis of statistical information received from the NCHI.

An effective annual interest rate of 3.0% was used to calculate the discount factor, which corresponds to a discount annual rate of 2.91%. The proposal made is based on the yield data of long-term government securities offered on the Bulgarian Stock Exchange and the forecast for a longer term, based on the recommendations of Article 78 of IAS 19 and Articles 80 and 81 of the IAS, since the discount rate should reflect the estimated time of payment of income.

According to the Group's development plans, the current model envisages 1.5% annual growth of the average gross salary compared to the previous year. The amount of the expected increase in the basic salary is in line with the levels of remuneration in the Group, remuneration in alternative companies on the same market, long-term expectations and projected inflation.

Acquisition of pension rights for length of service and age - according to the Social Insurance Code and the underlying plans for increasing the retirement age. If a person cannot qualify for a pension for length of service and old age from the social security services listed in the table, then he / she shall acquire a pension right upon reaching the age of 65 and having at least 15 years of service. From 31.12.2015 the age from the previous sentence is increased from the first day of each following year by 2 months until reaching 67 years.

According to the requirements of the Labour Code, the benefit is paid when the employee acquires the right to a pension for length of service and age, and its amount is directly dependent on the amount of his gross salary and his length of service with the employer so far. This necessitates a precise prediction of the moment at which the person will leave the employer, obtaining the right to compensation. For all persons, this moment is calculated individually, on the basis of their age and sex at the time of the assessment and the age required to qualify for a pension, as required by the Social Security Code for the acquisition of a retirement pension by the State Public insurance. When forecasting the moment of retirement of all persons employed under a contract of employment in the structures of the Group, it is assumed that they will retire upon reaching the age necessary for acquiring the right to retirement pension and age for persons working under the conditions of the third category of labour. In determining the time of retirement, the requirement of the Social Security Code for the minimum length of service required to qualify for retirement and old age pension was also taken into account. When a worker who has reached the required retirement age does not have the required length of service, the time of retirement is deferred until, he accumulates this length of service.



After determining the time of departure of employees who have acquired the right to a pension for length of service and age, the amount of the last salary can be predicted. The value of the gross salary at the time of the appraisal is multiplied by the projected percentage for growth of the salaries per year, for the period from the date of the appraisal to the foreseen moment of leaving the worker. The number of gross salaries due is directly dependent on the time served by the employer at the time of leaving. For employees who at the time of retirement will have ten or more years of service with the employer, compensation in the amount of six gross salaries is calculated, and for all others in the amount of two gross salaries

The amount of the liability may also be presented in separate principal items as should be disclosed:

	2019 BGN'000	2018 BGN'000
<b>Present value of the liability at the beginning of the period</b>	203	177
Interest expenses for the period	(6)	(5)
Current service costs for the period	78	28
Actuarial loss for the period		
incl. Actuarial loss for the period as a result of changes in financial assumptions	1	3
<b>Present value of the liability at the end of the period</b>	<b>276</b>	<b>203</b>

Expenses for current and past service are included in "Employee benefits expense". Net interest expense is included in the income statement and other comprehensive income under "Finance costs" (see Note 32).

## 22. Borrowings

Borrowings include the following financial liabilities:

	Current		Non-current	
	2019 BGN'000	2018 BGN'000	2019 BGN'000	2018 BGN'000
Financial liabilities measured at amortized cost:				
Bank loans	15 392	9 010	8 380	9 359
Trade loans	369	391	-	-
<b>Total carrying amounts</b>	<b>15 761</b>	<b>9 401</b>	<b>8 380</b>	<b>9 359</b>

All loans are denominated in Bulgarian leva (BGN). The carrying amount of bank loans is considered a reasonable estimate of their fair value.



Bank	Type of loan	Currency	Total amount of credit	Outstanding obligation at 31.12.2019	Date of contract	Interest rate	Maturity date	Pledges
United Bulgarian Bank	Overdraft	BGN	4 025 000	4 023 603	12.12.2019	RIR + 1.2%, but no less than 1.3% per year	20.12.2020	Office № 1 ,2, 3 ,4, 5 ,6, 7, 8, 9, 10, 11, 19, 20, 21 in office building located in Sofia, Mladost district, Tsarigradsko Shosse Blvd 135 + Pledge of the receivables
Smartcom Bulgaria	Loan	BGN	127 954,04	127 954,04	20.12.2019	1,50%	3.6.2020	-
Siensis	Loan	BGN	241 235,62	241 235,62	23.12.2019	1,50%	3.6.2020	-
Eurobank Bulgaria	Overdraft	BGN	2 200 000	2 132 211	21.07.2016	2.50%	31.08.2020	Pledge of the Receivables under the Business Incubator Contract №BG161PO003-2.2.0012-C0001 / 02.02.2012; Mortgage of a real estate located in Sofia, Mladost district, Tsarigradsko Shosse Blvd 135, namely the 5th floor of the building
Expressbank	Overdraft	BGN	2 000 000	6 349	08.08.2017	2.50%	31.10.2020	Pledge of 1 392 740 registered shares of the capital of Daticum AD, owned by Sirma Solutions AD
United Bulgarian Bank	Investment	BGN	10 475 000	10 475 000	12.12.2019	RIR + 1.2%, but no less than 1.3% per year	20.12.2024	Pledge of receivables, pledge of commercial enterprises, pledge of real estate

The Group entered into an overdraft agreement with Unicredit Bulbank AD on 5 October 2016. The overdraft limit amounts to EUR 460 thousand or BGN 900 thousand. The overdraft can be used in EUR and BGN. When used in euros the interest rate is 3.5%, and when used in BGN equivalent 2.9%. The overdraft was paid in full on 18 July 2019.

In 2019 the Group received two overdrafts from United Bulgarian Bank AD with a total limit of BGN 7 317 thousand (EUR 3 741 thousand) with a period of activity of 1 year. The interest rate is one-month EURIBOR for the period of the contract plus a margin of 1.4 per annum, but not less than 1.4% per annum. The utilized amount of overdrafts as of 31.12.2019 is BGN 7 084 thousand.

As of 31.12.2019 Sirma Group Inc. presents credit cards liabilities amounting to BGN 51 thousand.



## 23. Lease liabilities

Lease liabilities are presented in the statement of financial position as follows:

	2019 BGN'000	2018 BGN'000
Lease liabilities – non-current portion	2 908	127
Lease liabilities – current portion	588	42
<b>Lease liabilities</b>	<b>3 496</b>	<b>169</b>

The Group leases building and vehicles. Except for short-term leases and leases of low-value underlying assets, each lease is reflected on the statement of financial position as a right-of-use asset and a lease liability. Variable lease payments which do not depend on an index or a rate (such as lease payments based on a percentage of Group's sales) are excluded from the initial measurement of the lease liability and asset. The Group classifies its right-of-use assets in a consistent manner to its property, plant and equipment (see note 10).

Each lease generally imposes a restriction that, unless there is a contractual right for the Group to sublet the asset to another party, the right-of-use asset can only be used by the Group. Leases are either non-cancellable or may only be cancelled by incurring a substantive termination fee. Some leases contain an option to purchase the underlying leased asset outright at the end of the lease, or to extend the lease for a further term. The Group is prohibited from selling or pledging the underlying leased assets as security. For leases over office buildings and factory premises the Group must keep those properties in a good state of repair and return the properties in their original condition at the end of the lease. Further, the Group must insure items of property, plant and equipment and incur maintenance fees on such items in accordance with the lease contracts.

Future minimum lease payments at 31 December 2019 were as follows:

	Minimum lease payments due						
	Within 1 year BGN'000	1-2 years BGN'000	2-3 years BGN'000	3-4 years BGN'000	4-5 years BGN'000	After 5 years BGN'000	Total BGN'000
<b>31 December 2019</b>							
Lease payments	1 161	1 148	1 148	1 140	1 104	2 748	8 449
Finance charges	(92)	(77)	(66)	(53)	(46)	(199)	(533)
Elimination of principal	(468)	(474)	(480)	(485)	(491)	(2 022)	(4 420)
<b>Net present values</b>	<b>601</b>	<b>597</b>	<b>602</b>	<b>602</b>	<b>567</b>	<b>527</b>	<b>3 496</b>
<b>31 December 2018</b>							
Lease payments	42	42	42	42	13	-	181
Finance charges	(3)	(3)	(3)	(3)	-	-	(12)
<b>Net present values</b>	<b>39</b>	<b>39</b>	<b>39</b>	<b>39</b>	<b>13</b>	<b>-</b>	<b>169</b>

### Lease payments not recognised as a liability

The Group has elected not to recognise a lease liability for short term leases (leases with an expected term of 12 months or less) or for leases of low value assets. Payments made under such leases are expensed on a straight-line basis. In addition, certain variable lease payments are not permitted to be recognised as lease liabilities and are expensed as incurred.



## 24. Trade and other payables

	2019 BGN'000	2018 BGN'000
<b>Current:</b>		
Trade payables	5 928	9 224
Retentions on construction contracts	9	78
Financial liabilities	<b>5 937</b>	<b>9 302</b>
Tax payables	494	446
Deferred income	-	2
Other liabilities	161	154
Non-financial liabilities	<b>655</b>	<b>602</b>
<b>Current trade and other payables</b>	<b>6 592</b>	<b>9 904</b>

The carrying values of current trade and other payables are considered to be a reasonable approximation of fair value.

## 25. Revenue from contracts with customers

The Group presents revenues from the sale of goods and services at a point in time and over time in the following product lines and geographical regions:

	Bulgaria BGN'000	Sale of IT equipmen Europe BGN'000	USA BGN'000	Others BGN'000	Bulgaria BGN'000	Rendering of services Europe BGN'000	USA BGN'000	Others BGN'000	Total BGN'000
<b>2019</b>									
Gross revenue	9 358	8 675	93	1 337	13 437	12 831	11 827	1 771	59 329
Revenue from contracts with customers	<b>9 358</b>	<b>8 675</b>	<b>93</b>	<b>1 337</b>	<b>13 437</b>	<b>12 831</b>	<b>11 827</b>	<b>1 771</b>	<b>59 329</b>
Revenue recognition <i>As a point in time</i>	9 358	8 675	93	1 337	13 437	12 831	11 827	1 771	59 329
<b>2018</b>									
Gross revenue	4 856	5 681	82	1 533	21 554	13 051	9 531	684	56 972
Revenue from contracts with customers	<b>4 856</b>	<b>5 681</b>	<b>82</b>	<b>1 533</b>	<b>21 554</b>	<b>13 051</b>	<b>9 531</b>	<b>684</b>	<b>56 972</b>
Revenue recognition <i>As a point in time</i>	4 856	5 681	82	1 533	21 554	13 051	9 531	684	56 972

### Product lines

	2019 BGN'000	2018 BGN'000
Software services	20 168	23 794
Sale of IT equipment	19 463	12 152
Consulting services	6 290	6 424
Subscriptions	3 208	3 606
System integration	3 113	3 639
Licenses	2 905	2 282
Cloud services	2 060	2 902
Others	2 122	2 173
	<b>59 329</b>	<b>56 972</b>





## 26. Other income

Other income includes:

	2019 BGN'000	2018 BGN'000
Business trips	91	173
Other income	1 771	1 370
	<b>1 862</b>	<b>1 543</b>

## 27. Gain on sale of non-current assets

	2019 BGN'000	2018 BGN'000
Proceeds from sale of non-current assets	5	25
Carrying amount of non-current assets sold	-	(5)
<b>Gain on sale of non-current assets</b>	<b>5</b>	<b>20</b>

## 28. Cost of materials

Cost of materials includes:

	2019 BGN'000	2018 BGN'000
System integration	(2 580)	(10 115)
Electricity	(258)	(217)
Inventory	(72)	(123)
Computer components	(44)	(23)
Car fuel	(40)	(50)
Car repair parts	(28)	(14)
Advertising materials	(28)	(26)
Software protection	(28)	(26)
Office supplies	(26)	(31)
Materials for office repair and maintenance	(20)	(27)
Hygienic materials	(19)	(18)
Heating	(11)	(17)
Water	(3)	(3)
Paper	(2)	(1)
Toner	(2)	(2)
Others	(79)	(17)
	<b>(3 240)</b>	<b>(10 710)</b>



## 29. Hired services expenses

Hired services expenses include:

	2019 BGN'000	2018 BGN'000
Software services	(1 709)	(6 405)
Consulting services	(1 512)	(1 263)
Subscriptions	(564)	(550)
Hosting	(409)	(256)
Advertising and marketing	(390)	(552)
Seminars and training	(276)	(141)
Software license rental	(251)	(264)
Commissions and fees	(146)	(137)
Audit	(120)	(47)
Internet	(101)	(96)
Insurance	(98)	(76)
Mobile phones	(89)	(72)
Courier, transport	(72)	(52)
Connectivity	(60)	(38)
Security	(52)	(55)
Office maintenance and repair	(32)	(57)
Staff recruitment	(29)	(19)
Car maintenance and repair	(22)	(24)
Sub - contracted operations as part of project activities	(20)	(150)
Parking	(19)	(9)
Cleaning	(18)	(21)
Administrative service	(16)	(12)
Rentals	-	(701)
Others	(38)	(66)
	<b>(6 043)</b>	<b>(11 063)</b>

The remuneration for services provided by the registered auditors to the parent company and its subsidiaries for 2019 amounts to BGN 120 thousand. No tax consultancy or other services, not related to the audit, have been provided. This disclosure is made in compliance with the requirements of Article 30 of Bulgarian Accountancy Act.

## 30. Other expenses

The Group's other expenses include:

	2019 BGN'000	2018 BGN'000
Business trips	(607)	(825)
Impairment of receivables	(430)	(264)
Social costs	(388)	(400)
Entertainment expenses	(114)	(92)
Local taxes and fees	(79)	(125)
Written off receivables	(70)	(468)
Expenses without documents under Accountancy Act	(59)	(85)
Donations	(27)	(332)
Impairment of assets	(17)	-
Others	-	(164)
	<b>(1 791)</b>	<b>(2 755)</b>



### 31. Capitalized own expenses

	2019 BGN'000	2018 BGN'000
Hired services expenses	204	4 952
Depreciation of property, plant and equipment	36	783
Employee benefits expense	2 410	2 786
Other expenses	8	2
	<b>2 658</b>	<b>8 523</b>

### 32. Finance costs and finance income

Finance costs for the presented reporting periods can be analyzed as follows:

	2019 BGN'000	2018 BGN'000
Interest expenses for finance lease agreements	(48)	(9)
Interest expenses on loans	(313)	(274)
NRA interest expenses	(6)	(31)
Other financial expenses	(181)	(195)
Expenses on foreign exchange operations	(149)	(792)
<b>Total interest expenses for financial liabilities</b>		
<b>not at fair value through profit or loss</b>	<b>(697)</b>	<b>(1 301)</b>
Interest expense on defined benefit obligation	(6)	(5)
<b>Finance costs</b>	<b>(703)</b>	<b>(1 306)</b>

Finance income may be analyzed as follows for the presented reporting periods:

	2019 BGN'000	2018 BGN'000
Interest income on bank accounts	1	3
Interest income on loans	53	213
Interest income on deposits	1	3
Income from foreign exchange operations	184	530
Other financial income	-	30
<b>Financial income</b>	<b>239</b>	<b>779</b>

### 33. Income tax expense

The relationship between the expected tax expense based on the applicable tax rate in Bulgaria of 10 % (2018: 10 %) and the reported tax expense actually in profit or loss can be reconciled as follows:

	2019 BGN'000	2018 BGN'000
Profit before tax	5 911	6 697
Tax rate	10%	10%
Expected tax expense	(591)	(670)
Tax effect of:		
Adjustments for non-deductible expenses		
Decrease of the financial result for tax purposes	(17)	(468)
Increase of the financial result for tax purposes	41	92
Current tax expense	(722)	(1 046)
Deferred tax expense:		
Origination and reversal of temporary differences	221	362
<b>Income tax expense</b>	<b>(501)</b>	<b>(684)</b>

Note 12 provides information on the deferred tax assets and liabilities, including the amounts recognized directly in other comprehensive income.



### 34. Earnings per share

#### 34.1. Earnings per share

Basic earnings per share has been calculated using the net profit attributed to shareholders of the parent company as the numerator.

The weighted average number of outstanding shares used for basic earnings per share as well as profit attributable to shareholders are as follows:

	2019	2018
Profit attributable to the shareholders (BGN'000)	5103	4848
Weighted average number of outstanding shares (in thousand)	59 361	59 361
<b>Basic earnings per share (BGN per share)</b>	<b>0.0860</b>	<b>0.0817</b>

#### 34.2. Dividends

During 2019 and 2018 the parent company has not paid dividends to its shareholders.

### 35. Related party transactions

The Group's related parties include its owners, associates and key management

Unless otherwise stated, none of the transactions incorporate special terms and conditions and no guarantees were given or received. Outstanding balances are usually settled in cash.

### Sirma Group Holding

#### Transactions with other related parties

	2019 BGN'000	2018 BGN'000
Purchases of services		
- Internet	16	17
- Consulting services	18	4
- Subscriptions	5	-
- Software services	-	200
- Software license rental	-	79
Sale of services		
- Administrative, accounting services	149	184
- Rent	47	37
- Sale of licenses	-	76
- Technical Support	15	14
- Marketing and Advertising	1	-
Purchases of goods		
- Consumables	6	-
- Deposits received	670	-
- Given loans	-	184
- Reimbursed loans	43	-
- Interest on loans granted	56	59



### Transactions with key management personnel

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	2019 BGN'000	2018 BGN'000
Short-term employee benefits:		
Salaries including bonuses	300	322
Social security costs	7	6
Total short-term employee benefits	<b>307</b>	<b>328</b>
<b>Total remunerations</b>	<b>307</b>	<b>328</b>

## **Sirma Solutions**

### Transactions with associates

	2019 BGN'000	2018 BGN'000
Sale of goods and services		
- sale of services to Sirma USA	4 480	3 345
- sale of services of Sirma Mobile	5	-
Purchases of goods and services		
- purchases of services from Sirma USA	70	120
- purchase of services from Sirma Mobile	11	582
Loan granted to Sirma Mobile	-	126

### Transactions with other related parties

	2019 BGN'000	2018 BGN'000
Sale of goods and services		
- sale of services	215	329
- sale of goods	51	82
Purchases of goods and services		
- purchase of services	176	281
- Purchase of goods	-	5

### Transactions with key management personnel

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	2019 BGN'000	2018 BGN'000
Short-term employee benefits:		
Salaries including bonuses	120	120
<b>Total remunerations</b>	<b>120</b>	<b>120</b>



## **Sirma AI**

### **Transactions with other related parties under common control**

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Sales of services		
- Consulting services	9	-
Purchases of assets	15	-
- Fixed assets	4	-
- Computer components	81	-
Purchases of services	53	-
- Software services	20	-
- Cloud services	148	-
- Interest on deposit	1	2

### **Transactions with key management personnel**

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Short-term employee benefits:		
Salaries including bonuses	31	1
Social security costs	-	1
<b>Total remunerations</b>	<b>31</b>	<b>2</b>

## **EngView Systems Sofia**

### **Transactions with other related parties under common control**

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Sale of services:		
- licenses	1	87
- software services	9	7
Purchases of goods:		
- fixed assets	12	17
- materials, consumables	9	14
Purchases of services:		
- software services	5	216
- consulting services	3	-
- Internet	2	2

### **Transactions with key management personnel**

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Short-term employee benefits:		
Salaries including bonuses	127	122
Social security costs	7	6
<b>Total short-term employee benefits</b>	<b>134</b>	<b>128</b>
Dividends	57	-
<b>Total remunerations</b>	<b>191</b>	<b>128</b>



### **Sirma Business Consulting**

#### **Transactions with other related parties under common control**

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Purchases of materials	-	1
Purchases of services		
- Internet	4	4
- Administrative	83	86
- Others	1	-
- Consulting	-	1
- Rent	-	2
- Advertising and marketing	1	-
- seminars and training	9	2
- installments under leasing contracts	89	-
- interest on lease agreements	2	-
- deposit	220	-

#### **Transactions with key management personnel**

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Short-term employee benefits:		
Salaries including bonuses	443	459
Social security costs	20	18
Total short-term employee benefits	<b>463</b>	<b>477</b>
<b>Total remunerations</b>	<b>463</b>	<b>477</b>

### **Daticum**

#### **Transactions with other related parties under common control**

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Sale of services, incl.	60	61
- internet	11	11
- server rental	25	27
- license rental		
- others	23	22
Interest income	1	1
Purchase of consumables	1	1
Purchase of services	8	
Purchase of administrative services	56	51
Purchase of others	31	23

#### **Transactions with key management personnel**

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Short-term employee benefits:		
Salaries including bonuses	112	107
Total short-term employee benefits	<b>112</b>	<b>107</b>
<b>Total remunerations</b>	<b>112</b>	<b>107</b>





### **Sirma ICS**

#### **Transactions with other related parties under common control**

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Sale of services	16	122
Sale of fixed assets	7	-
Purchases of materials	5	5
Purchases of services		
- Subscriptions	1	-
- Administrative service	10	10
- Others	1	1
- Security	2	1
- Maintenance and repair of the office	3	-
- Cleaning	3	3
- Seminars and trainings	4	2
- Rent	-	23
- Software services	-	45
- Principals under a lease agreement	24	-
- Interest under the lease agreement	3	-
Purchase of intangible fixed assets	-	76
Repayed loan received	43	-
Interest on the loan received	4	-

#### **Transactions with key management personnel**

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Short-term employee benefits:		
Salaries including bonuses	87	87
Social security costs	7	7
<b>Total remunerations</b>	<b>94</b>	<b>94</b>

### **Sirma CI**

#### **Transactions with other related parties under common control**

	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Sale of services:		
- Software services	37	10
- Other services	1	-
Purchases of services:		
- Software services	83	21
- Subscription services	4	3
- Other services	1	-



### Transactions with key management personnel

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	2019 BGN'000	2018 BGN'000
Short-term employee benefits:		
Salaries including bonuses	75	15
Social security costs	7	1
<b>Total remunerations</b>	<b>82</b>	<b>16</b>

### **Sirma Medical Systems**

#### Transactions with other related parties under common control

	2019 BGN'000	2018 BGN'000
Sale of services		
- sale of services	148	188
Purchases of materials and services		
- purchases of materials	1	-
- purchases of services	6	-

### Transactions with key management personnel

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	2019 BGN'000	2018 BGN'000
Short-term employee benefits:		
Salaries including bonuses		
Social security costs	109	109
Total short-term employee benefits	7	6
<b>Total remunerations</b>	<b>116</b>	<b>115</b>
Short-term employee benefits:	<b>116</b>	<b>115</b>

### **Ontotext**

#### Transactions with other related parties under common control

	2019 BGN'000	2018 BGN'000
<b>Purchases of assets</b>		
- Fixed assets	9	46
- Intangible assets	-	87
<b>Purchases of materials</b>		
- Computer components	2	4
<b>Purchases of services</b>		
- Software services	-	69
- Hosting	2	40
- Consulting services	-	171

### Transactions with key management personnel

Key management of the Company includes members of the board of directors. Key management personnel remuneration includes the following expenses:

	2019 BGN'000	2018 BGN'000
Short-term employee benefits:		
Salaries including bonuses	2	36
<b>Total remunerations</b>	<b>2</b>	<b>36</b>



### 36. Related party balances at year-end

	2019 BGN'000	2018 BGN'000
<b>Current</b>		
<b>Receivables from:</b>		
- other related parties under common control		
- loans	277	277
- impairment	(277)	(277)
- key management personnel		
- trade and other receivables	2 356	2 329
- loans	766	766
- impairment	(3 122)	(3 009)
Total current receivables from related parties	-	86
<b>Total receivables from related parties</b>	<b>-</b>	<b>86</b>
<b>Non-Current</b>		
<b>Payables to:</b>		
- other related parties under common control		
- trade and other payables	19	58
Total non-current payables to related parties	<b>19</b>	<b>58</b>
<b>Current</b>		
<b>Payables to:</b>		
- other related parties under common control		
- trade and other payables	-	292
Total current payables to related parties	-	<b>292</b>
<b>Total payables to related parties</b>	<b>19</b>	<b>350</b>

The change in the amount of the adjustment for expected credit losses on receivables from related parties can be presented as follows:

	2019 BGN'000	2018 BGN'000
<b>Balance as of 1 January</b>	(3 286)	(3 286)
Impairments made	(113)	-
<b>Balance as of 31 December</b>	<b>(3 399)</b>	<b>(3 286)</b>



### 37. Reconciliation of liabilities arising from financing activities

The changes in the Group’s liabilities arising from financing activities can be classified as follows:

	Long-term borrowings BGN'000	Short-term borrowings BGN'000	Lease liabilities BGN'000	Purchased own shares BGN'000	Total BGN'000
<b>1 January 2019</b>	<b>9 359</b>	<b>9 401</b>	<b>169</b>	<b>-</b>	<b>18 929</b>
<b>Cash flows:</b>					
Repayment	(12 999)	(4 250)	(452)	(8)	(17 709)
Proceeds	11 930	10 610	-	-	22 540
<b>Non-cash:</b>					
Occurrence of lease obligations under IFRS 16	-	-	3 779	-	3 779
Others	90	-	-	8	98
<b>31 December 2019</b>	<b>8 380</b>	<b>15 761</b>	<b>3 496</b>	<b>-</b>	<b>27 637</b>

	Long-term borrowings BGN'000	Short-term borrowings BGN'000	Lease liabilities BGN'000	Total BGN'000
<b>1 January 2018</b>	<b>1 924</b>	<b>8 452</b>	<b>240</b>	<b>10 616</b>
<b>Cash flows:</b>				
Repayment	(310)	(1 492)	(92)	(1 894)
Proceeds	7 339	2 441	-	9 780
<b>Non-cash:</b>				
Occurrence of lease obligations	-	-	21	21
Interception	410	-	-	410
Others	(4)	-	-	(4)
<b>31 December 2018</b>	<b>9 359</b>	<b>9 401</b>	<b>169</b>	<b>18 929</b>



### **38. Non-cash transactions**

During the presented reporting periods, the Group entered into the following non-cash investing and financing activities which are not reflected in the consolidated statement of cash flows:

- the Group acquired BGN 3 779 thousand of non-current assets under a finance lease (2018: BGN 21).
- the Group has provided a loan to “Sirma Mobile” as of 01.01.2018 in the amount of BGN 284 thousand. In 2018 it has provided a loan in the amount of BGN 126 thousand and on 30.11.2018 has set off the receivables its loans totaling BGN 410 thousand and its liabilities to Sirma Mobile.

### **39. Contingent assets and contingent liabilities**

Various warranty and legal claims were not brought against the Group during the year.

There are no contingent liabilities relating to subsidiaries and associates of the Group.



The parent company is a guarantor for loans granted to related parties as follows:

Recipient of loan	Bank	Type of loan	Currency	Total amount of credit	Outstanding obligation to 31.12.2019	Date of contract	Interest rate	Maturity date	Pledges
Sirma Solutions	United Bulgarian Bank AD	overdraft	BGN	4 025 000	4 023 604	12.12.2019	RIR + 1.2%, but no less than 1.3% per year	20.12.2020	Pledge of receivables, pledge of commercial enterprises, pledge of real estate
Sirma AI	United Bulgarian Bank AD	overdraft	EUR	741 000	666 620	15.08.2019	1 m. EURIBOR + 1,4% (but not less than 1,4%)	21.08.2020	Second in a row pledge on Sirma AI; Second pledge of his shares; A second pledge of current and future receivables totaling EUR 741 thousand; Pledge on receivables on all accounts of the borrower in UBB in the amount of EUR 741 thousand.
Sirma AI	United Bulgarian Bank AD	overdraft	EUR	3 000 000	2 955 029	15.08.2019	1 m. EURIBOR + 1,4% (but not less than 1,4%)	20.09.2020	The first in a row pledge of Sirma AI; The first pledge of the shares he holds; First in a row pledge of current and future receivables totaling EUR 3 million; Pledge on receivables on all accounts of the borrower in UBB in the amount of EUR 3 million.



## Litigations

No claims were brought against the Group.

## Tax obligations

The Group's management does not believe that there are significant risks as a result of the dynamic fiscal and regulatory environment in Bulgaria, which would require adjustments to the financial statements for the year ended 31 December 2019.

## 40. Categories of financial assets and liabilities

The carrying amounts presented in the consolidated statement of financial position relate to the following categories of assets and liabilities:

<b>Financial assets</b>	<b>Note</b>	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Debt instruments measured at amortized cost			
Trade and other receivables	15	10 778	10 886
Related party receivables	36	-	86
Cash and cash equivalents	17	10 550	11 068
		<b>21 328</b>	<b>22 040</b>
<hr/>			
<b>Financial liabilities</b>	<b>Note</b>	<b>2019 BGN'000</b>	<b>2018 BGN'000</b>
Financial liabilities measured at amortized cost			
Borrowings:			
non-current	22.1	8 380	9 359
current	22.1	15 761	9 401
Finance lease liabilities:			
non-current	23	2 908	127
current	23	588	42
Trade and other payables	24	5 937	9 302
Related party payables			
non-current	36	19	58
current	36	-	292
		<b>33 593</b>	<b>28 581</b>

See note 4.17 about information related to the accounting policy for each category financial instruments. Description of the risk management objectives and policies of the Group related to the financial instruments is presented in note 41.

## 41. Financial instrument risk

### Risk management objectives and policies

The Group is exposed to various risks in relation to financial instruments. The Group's financial assets and liabilities by category are summarized in note 40. The main types of risks are market risk, credit risk and liquidity risk.

The Group's risk management is carried out by the central administration, in close co-operation with the board of directors and focuses on actively securing the Group's short to medium-term cash flows by minimizing the exposure to financial markets.





The Group does not actively engage in the trading of financial assets for speculative purposes nor does it write options.

The most significant financial risks to which the Group is exposed are described below.

#### 41.1. Market risk analysis

The Group is exposed to market risk through its use of financial instruments and specifically to currency risk, interest rate risk and certain other price risks, which result from both its operating and investing activities.

##### 41.1.1. Foreign currency risk

Most of the Group's transactions are carried out in Bulgarian leva (BGN). Exposures to currency exchange rates arise from the Group's overseas sales and purchases, which are primarily denominated in US-Dollars and British Pounds.

To mitigate the Group's exposure to foreign currency risk, non-BGN cash flows are monitored. Generally, Group's risk management procedures distinguish short-term foreign currency cash flows (due within 6 months) from longer-term cash flows. Where the amounts to be paid and received in a specific currency are expected to largely offset one another, no further hedging activity is undertaken.

Foreign currency denominated financial assets and liabilities which expose the Group to currency risk are disclosed below. The amounts shown are those reported to key management translated into Bulgarian leva at the closing rate:

	Short-term exposure		
	USD BGN'000	GBP BGN'000	Others BGN'000
<b>31 December 2019</b>			
Financial assets	914	521	3
Financial liabilities	(488)	(48)	-
<b>Total exposure</b>	<b>426</b>	<b>473</b>	<b>3</b>
<b>31 December 2018</b>			
Financial assets	2 629	244	-
Financial liabilities	(302)	(73)	-
<b>Total exposure</b>	<b>2 327</b>	<b>171</b>	<b>-</b>

The following tables illustrate the sensitivity of post-tax financial result for the year and equity in regards to exchange rate differences between the Bulgarian Lev (BGN) and the following currencies 'all other things being equal':

- US Dollars (USD) +/- 1% (for 2018 +/- 5% )
- Pound Sterling (GBP) (+/- 1%) (for 2018 +/- 5%)

These percentages have been determined based on the average market volatility in exchange rates in the previous 12 months. The sensitivity analysis is based on the Group's foreign currency financial instruments held at each reporting date and also takes into.

	Increase of the exchange rate		Decrease of the exchange rate	
	BGN/foreign currency	Equity	BGN/foreign currency	Equity
<b>31 December 2019</b>	Net financial result		Net financial result	
	BGN'000	BGN'000	BGN'000	BGN'000
US Dollars (USD) (+/- 1%)	4	-	(4)	-
Pound Sterling (GBP) (+/- 1%)	25	-	(25)	-



31 December 2018	Increase of the exchange rate		Decrease of the exchange rate	
	BGN/foreign currency		BGN/foreign currency	
	Net financial	Equity	Net financial	Equity
	result		result	
	BGN'000	BGN'000	BGN'000	BGN'000
US Dollars (USD) (+/- 5%)	7	-	(7)	-
Pound Sterling (GBP) (+/- 5%)	9	-	(9)	-

Exposures to foreign exchange rates vary during the year depending on the volume of overseas transactions. Nonetheless, the analysis above is considered to be representative of the Group's exposure to currency risk.

#### 41.1.2. Interest rate risk

The Group's policy is to minimize interest rate cash flow risk exposures on long-term financing. Longer-term borrowings are therefore usually at fixed rates. At 31 December 2019, the Group is not exposed to changes in market interest rates through bank borrowings. All financial assets and liabilities of the Group are with fixed interest rates.

#### 41.2. Credit risk

Credit risk is the risk that a counterparty fails to discharge an obligation to the Group. The Group is exposed to this risk for various financial instruments, for example by granting loans and receivables to customers, etc. The Group's maximum exposure to credit risk is limited to the carrying amount of financial assets recognized at the reporting date, as summarized below:

	2019 BGN'000	2018 BGN'000
Classes of financial assets – carrying amounts:		
Trade receivables	10 778	10 886
Related party receivables	-	86
Cash and cash equivalents	10 550	11 068
<b>Carrying amount</b>	<b>21 328</b>	<b>22 040</b>

The Group continuously monitors defaults of customers and other counterparties, identified either individually or by group, and incorporates this information into its credit risk controls. Where available at reasonable cost, external credit ratings and/or reports on customers and other counterparties are obtained and used. The Group's policy is to deal only with creditworthy counterparties. The Group's management considers that all the above financial assets that are not impaired or past due for each of the reporting dates under review are of good credit quality.

None of the Group's financial assets are secured by collateral or other credit enhancements in regard to transactions.

In respect of trade and other receivables, the Group is not exposed to any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. Trade receivables consist of a large number of customers in various industries and geographical areas. Based on historical information about customer default rates management consider the credit quality of trade receivables that are not past due or impaired to be good.

The credit risk for cash and cash equivalents is considered negligible, since the counterparties are reputable banks with high quality external credit ratings.

#### 41.3. Liquidity risk

Liquidity risk is the risk arising from the Group not being able to meet its obligations. The Group manages its liquidity needs by monitoring scheduled debt servicing payments for long-term financial liabilities as well as forecast cash inflows and outflows due in day-to-day business. Liquidity needs are monitored in various time bands, on a day-to-day and week-to-week basis, as well as on the basis of a



rolling 30-day projection. Long-term liquidity needs for a 180-day and a 360-day lookout period are identified monthly. Net cash requirements are compared to available borrowing facilities in order to determine headroom or any shortfalls. This analysis shows that available borrowing facilities are expected to be sufficient over the lookout period.

The Group's objective is to maintain cash and marketable securities to meet its liquidity requirements for 30-day periods at a minimum. Funding for long-term liquidity needs is additionally secured by an adequate amount of committed credit facilities and the ability to sell long-term financial assets.

As at 31 December 2019, the Group's non-derivative financial liabilities have contractual maturities (including interest payments where applicable) as summarized below:

31 December 2019	Current		Non-current	
	Within 6 months BGN'000	6 to 12 months BGN'000	1 to 5 years BGN'000	Later than 5 years BGN'000
Borrowings	-	15 761	8 380	-
Finance lease obligations	340	340	2 610	739
Trade and other payables	5 928	-	-	-
Related party payables	-	-	19	-
<b>Total</b>	<b>6 268</b>	<b>16 101</b>	<b>11 009</b>	<b>739</b>

This compares to the maturity of the Group's non-derivative financial liabilities in the previous reporting period as follows:

31 December 2018	Current		Non-current	
	Within 6 months BGN'000	6 to 12 months BGN'000	1 to 5 years BGN'000	Later than 5 years BGN'000
Borrowings	-	9 401	-	9 359
Finance lease obligations	22	23	-	136
Trade and other payables	9 224	-	-	-
Related party payables	292	-	58	-
<b>Total</b>	<b>9 538</b>	<b>9 424</b>	<b>58</b>	<b>9 495</b>

The above amounts reflect the contractual undiscounted cash flows, which may differ from the carrying values of the liabilities at the reporting date.

#### Financial assets used for managing liquidity risk

The Group considers expected cash flows from financial assets in assessing and managing liquidity risk, in particular its cash resources and trade receivables. The Group's existing cash resources and trade receivables do not significantly exceed the current cash outflow requirements. Cash flows from trade and other receivables are all contractually due within six months.

#### 42. Capital management policies and procedures

The Group's capital management objectives are:

- to ensure the Group's ability to continue as a going concern; and
- to provide an adequate return to the shareholder by pricing products and services commensurately with the level of risk.

The Group monitors capital on the basis of the correlation between adjusted capital and net debt.

Net debt comprises of total liabilities/ total borrowings/total borrowings, trade and other payables less the carrying amount of cash and cash equivalents.



The amount of the correlation for the presented accounting periods is summarized as follows:

	2019 BGN'000	2018 BGN'000
Equity	104 015	98 460
<b>Adjusted capital</b>	<b>104 015</b>	<b>98 460</b>
Total liabilities/Total borrowings/Total borrowings, trade and other payables	40 806	42 089
- Cash and cash equivalents	10 550	11 068
<b>Net debt</b>	<b>30 256</b>	<b>31 021</b>
<b>Adjusted capital to net debt</b>	<b>3.44:1</b>	<b>3.17:1</b>

The ratio-change during 2019 is primarily a result of the reduction of liabilities.

The Group manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares, or sell assets to reduce debt.

No changes were made in the objectives, policies or processes for managing capital during the presented periods and in the description of what the Group manages as capital.

#### 43. Authorization of the consolidated financial statements

The consolidated financial statements for the year ended 31 December 2019 (including comparatives) were approved for issue by the Board of directors on 30.06.2020.

#### 44. Post-reporting date events

In early 2020, due to the spread of a new coronavirus (Covid-19) worldwide, difficulties arose in the business and economic activities of a number of enterprises and entire economic sectors. On 11 March 2020, the World Health Organization also announced the presence of a coronavirus pandemic (Covid-19). On 13 March 2020, the Bulgarian government declared a state of emergency for a period of one month, which was subsequently extended by another month and introduced a number of restrictive and protective measures for business and people. The forecasts for the expected development of the Information and Communication Technologies sector in 2020 and the coming years are a function of the development of the health crisis and the economic stagnation caused by it.

The management has taken measures to improve the efficiency of the work process, in compliance with the prescriptions of the health authorities, focusing on the goal of retaining staff, which would ensure a good market position in the restoration of normal economic activity. The annual budget has been revised and analyzed in detail in order to limit the effects of the coronavirus and maintain stable financial indicators, and cost optimization measures are envisaged.

As the situation and the measures taken by the state authorities are extremely dynamic, the management of the Company is not able to assess the exact quantitative parameters of the impact of the coronavirus pandemic on the future financial condition and results of its activities. Management has analyzed the potential effects of the crisis and assessed the risks associated with it. In the analysis of the financial risks related to the change of the business environment, different scenarios with different degree of probability for their manifestation have been developed and considered. The worst case scenario, assessed as unlikely by management, could lead to a potential reduction in business volume and revenues from sales of products and services. This, in turn, could lead to a change in the carrying amounts of the company's assets, which in the separate financial statements are determined by a number of judgments and assumptions made by management and reporting the most reliable information available at the date of estimates.

No adjusting or significant non-adjusting events have occurred between the reporting date and the date of authorization.

