

**Croatian Telecom Inc.**

Consolidated financial statements

31 December 2018

## Contents

*Page*

Responsibility for the consolidated financial statements	2
Independent Auditor's Report	3
Consolidated statement of comprehensive income	12
Consolidated statement of financial position	14
Consolidated statement of cash flows	16
Notes to statement of cash flow – debt reconciliation	17
Consolidated statement of changes in equity	18
Notes to the consolidated financial statements	20

## Responsibility for the consolidated financial statements

Pursuant to the Croatian Accounting Act in force, the Management Board is responsible for ensuring that consolidated financial statements are prepared for each financial year in accordance with International Financial Reporting Standards (IFRS) as endorsed by the European Union ("EU") give a true and fair view of the financial position and results of Croatian Telecom Inc. and its subsidiaries (the "Group") for that period.

The Management Board has a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. For this reason, the Management Board continues to adopt the going concern basis in preparing the consolidated financial statements.

In preparing those consolidated financial statements, the responsibilities of the Management Board include ensuring that:

- suitable accounting policies are selected and then applied consistently;
- judgments and estimates are reasonable and prudent;
- applicable accounting standards are followed; and
- the consolidated financial statements are prepared on the going concern basis unless it is inappropriate to presume that the Group will continue in business.

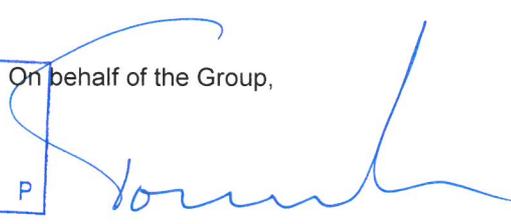
The Management Board is responsible for keeping proper accounting records, which disclose with reasonable accuracy at any time the consolidated financial position of the Group and must also ensure that the consolidated financial statements comply with the Croatian Accounting Act in force. The Management Board is also responsible for safeguarding the assets of the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The accompanying consolidated financial statements were approved for issuance by the Management Board on 13 February 2019.

Croatian Telecom Inc.  
Roberta Frangeša Mihanovića 9  
10000 Zagreb  
Republic of Croatia



On behalf of the Group,

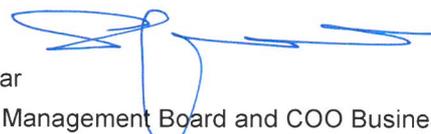
  
Mr. Davor Tomašković  
President of the Management Board (CEO)

13 February 2019

  
Mr. Daniel Daub  
Member of the Management Board and CFO

  
Mr. Boris Drilo  
Member of the Management Board and CTIO

  
Ms. Nataša Rapačić  
Member of the Management Board and COO Residential

  
Mr. Saša Kramar  
Member of the Management Board and COO Business



## *Independent Auditor's Report*

### *To the Shareholders of Hrvatski Telekom d.d.*

## Report on the audit of the consolidated financial statements

---

### *Our opinion*

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of Hrvatski Telekom d.d. (the "Company") and its subsidiaries (together – the "Group") as at 31 December 2018, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union ("IFRS").

Our opinion is consistent with our additional report to the Audit Committee.

### **What we have audited**

The Group's consolidated financial statements comprise:

- the consolidated statement of comprehensive income for the year ended 31 December 2018;
- the consolidated statement of financial position as at 31 December 2018;
- the consolidated statement of cash flows for the year then ended;
- the consolidated statement of changes in equity for the year then ended; and
- notes to the consolidated financial statements, which include significant accounting policies and other explanatory information.

---

### *Basis for opinion*

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the consolidated financial statements* section of our report.

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

### **Independence**

We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code). We have fulfilled our other ethical responsibilities in accordance with the IESBA Code.

To the best of our knowledge and belief, we declare that non-audit services that we have provided to the Group are in accordance with the applicable law and regulations in Croatia and that we have not provided non-audit services that are prohibited under Article 5(1) of Regulation (EU) No 537/2014.

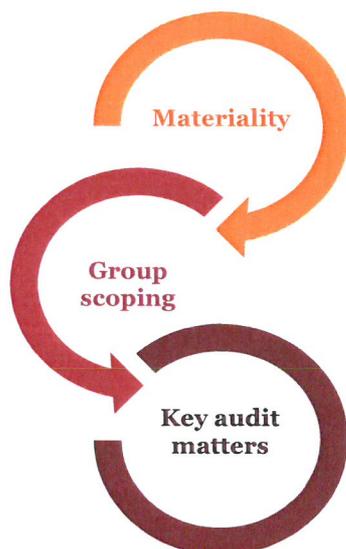
The non-audit services that we have provided to the Group, in the period from 1 January 2018 to 31 December 2018, are disclosed in the note 41 to the consolidated financial statements.

---

*PricewaterhouseCoopers d.o.o., Heinzelova 70, 10000 Zagreb, Hrvatska*  
*T: +385 (1) 6328 888, F: +385 (1) 6111 556, [www.pwc.com/hr](http://www.pwc.com/hr)*

## Our audit approach

### Overview



- Overall materiality for consolidated financial statements: HRK 78 million, which represents 2.5% of Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA).
- We conducted audit work at four legal entities in Croatia (Hrvatski Telekom, Combis, Iskon and Optima) and one legal entity in Montenegro (Crnogorski telekom).
- Our audit scope addressed 99% of the Group's revenues and 99% of the Group's absolute value of underlying profit.
- Revenue recognition and adoption of IFRS 15
- Capitalisation of content rights
- Impairment of goodwill

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the consolidated financial statements. In particular, we considered where management made subjective judgements; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits we also addressed the risk of management override of internal controls, including among other matters consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

### Materiality

The scope of our audit was influenced by our application of materiality. An audit is designed to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement. Misstatements may arise due to fraud or error. They are considered material if individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the consolidated financial statements.



Based on our professional judgement, we determined certain quantitative thresholds for materiality, including the overall Group materiality for the consolidated financial statements as a whole as set out in the table below. These, together with qualitative considerations, helped us to determine the scope of our audit and the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and in aggregate on the consolidated financial statements as a whole.

***Overall materiality for consolidated financial statements***

HRK 78 million

***How we determined it***

2.5% of EBITDA. EBITDA (HRK 3,131 million) is operating profit (HRK 1,401 million) adjusted for depreciation, amortisation and impairment of property, plant and equipment and intangible assets (HRK 1,730 million).

***Rationale for the materiality benchmark applied***

We consider EBITDA to be the key metric in the industry the Group is operating in, and it is the benchmark against which the performance of the Group is most commonly measured by shareholders.

**Key audit matters**

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



## Key audit matter

### *Revenue recognition and adoption of IFRS 15*

Refer to note 2.2. (Changes in accounting policies and disclosures), 2.4. o) (Summary of accounting policies) and note 4 (Segment information). The Group consolidated statement of comprehensive income includes revenue of HRK 7,783 million.

Revenue is a subject to considerable inherent risk due to:

- the complexity of the systems necessary for properly recording and identifying revenue and
- the impact of ever-changing business, price and tariff models (including tariff structures, customer discounts, incentives).

Against this background, the proper application of the accounting standards is considered to be complex and to a certain extent based on estimates and assumptions made by management.

In addition, the application of the new standard on revenue recognition, "International Financial Reporting Standard 15 – Revenue from Contracts with Customers" (IFRS 15) has a significant impact from the financial year 2018 onward. The Group has exercised the option on initial application to recognize the cumulative effect of the transition directly in equity as of January 1, 2018 in accordance with the transitional provisions. As a result, the initial recognition of contract assets and the costs of obtaining contracts led to an increase in retained earnings under equity of around HRK 268 million (before accounting for deferred taxes) as of January 1, 2018. The implementation of IFRS 15 led to a decline in the share of revenue from the provision of services and an increase in the share of revenue from the sale of goods and merchandise of total revenue of around 3 percentage points.

In view of the material impact and the complexity of the Group-wide implementation of the new standard, the recognition and presentation of the impact of IFRS 15 adoption was of particular importance for our audit.

## How our audit addressed the Key audit matter

In light of the fact that the high degree of complexity and estimates and assumptions give rise to an increased risk of accounting misstatements, we assessed the Group's processes and controls for recognizing revenue as part of our audit. Our audit approach included testing of the controls and substantive audit procedures, including:

- Assessing the environment of the IT systems related to invoicing and measurement as well as other relevant systems supporting the accounting of revenue, including the implemented controls of system changes.
- Assessing the invoicing and measurement systems up to entries in the general ledger.
- Examining customer invoices and receipts of payment on a test basis.

Furthermore, we assessed the accounting effects of new business and price models. We assured ourselves of the appropriateness of the systems, processes, and controls in place and that the estimates and assumptions made by management are sufficiently documented and substantiated to ensure that revenue is properly recognized.

Our audit approach included, among other items:

- Assessing IFRS 15 impact analysis and the accounting estimates made for the different portfolios of contracts.
- Assessing the design of the processes set up to account for the transactions in accordance with the new standard and of the IT systems to support the implementation of the new requirements.
- Assessing the appropriateness of the methods used to determine the impact of the initial application of IFRS 15.
- We analysed sample of contracts with customers when performing procedures for all identified performance obligations and evaluated the Group's revenue recognition policies based on our experience with the Group and knowledge of the IFRS 15 impact on telecommunications industry.
- We assessed accuracy and completeness of financial statement presentation and disclosures.

We assured ourselves that the systems and processes set up by management and the estimates and assumptions made are sufficiently documented and substantiated to ensure that the impact of initial application of IFRS 15 is properly recognised and presented.

## Key audit matter

## How our audit addressed the Key audit matter

### *Capitalisation of content rights*

*Refer to note 2.4.e (Summary of accounting policies) and note 15 (Intangible assets). The Group consolidated statement of financial position includes capitalised intangible assets of HRK 2,539 million, which includes capitalised content rights of HRK 286 million.*

We focused on this area because of the significance of the costs capitalised and the fact that there is a judgement involved in application of the guidance included in IAS 38 – *Intangible assets*. There are two main risks that we addressed in our audit: (1) the risk of whether the criteria required for capitalisation of such costs have been met, and (2) the risk that management's estimate of future consideration payable from content contracts is not reasonable.

We obtained a detailed analysis of capitalised content contracts in current period and reconciled these amounts to the general ledger. No significant reconciling differences were identified.

We have tested a sample of costs capitalised in the period by review of related contracts and invoices to assess whether they have been appropriately capitalised in line with the following criteria:

- Contracts are for period of more than 12 months;
- Value of the contract is reliably measurable;
- Contract is not cancellable.

In addition, we assessed the reasonableness of assumptions (estimated number of future customers and discount rate) used for measurement of future consideration. We compared the future customers estimate to historical data, and considered the consistency of the future growth rate assumptions with management's business plans. We also compared the discount rate used to market information. We identified no significant variances.

Overall, we found that the costs were capitalised in line with the Group's accounting policy, and management's assumptions were reasonable.



## Key audit matter

## How our audit addressed the Key audit matter

### *Impairment of goodwill*

*Refer to note 2.3 (Significant accounting judgements, estimates and assumptions) and note 15 (Intangible assets). The Group statement of financial position includes goodwill of HRK 456 million.*

Under IFRS the Group is required to, at least annually, test goodwill for impairment. We focused on this area because management's assessment of the 'fair value less costs of disposal' of the related cash-generating units involves significant judgement about future results of the business, particularly those relating to the cash flow forecasts (revenue projections and growth rates) and the applied discount rate.

Based on the management's assessment, no impairment to the carrying amount of goodwill was identified.

In the evaluation of the assumptions as disclosed in note 2.3 as well as methodologies used (discounted cash flow model) by management, we used internal valuation experts to assist us in evaluating the methodology used and the underlying assumptions.

We discussed with management their estimate of future cash flow forecasts, and the process by which they were drawn up. We tested the mathematical accuracy of underlying calculations, and we compared the cash-flow forecasts to approved budgets. We noted no significant exceptions.

We compared current year actual results with prior year forecasts as an indication of the quality of the forecasting process. We found no significant differences.

We evaluated the discount rate used by comparing the rates used to comparable organisations and market information. We also reviewed management's sensitivity analysis on the key assumptions to ascertain the extent of change in those assumptions that either individually or collectively would cause the goodwill to be impaired. We found that the post-tax discount rate used by management was consistent with market data, and the growth rate assumption was consistent with historical results and did not exceed the industry forecasts.

We found the assumptions as well as managements' conclusions to be consistent with our expectations and no exception have been noted.

## How we tailored our Group audit scope

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the consolidated financial statements as a whole, taking into account the structure of the Group, the accounting processes and controls, and the industry in which the Group operates.



### *Reporting on other information including the Management report and Corporate Governance Statement*

Management is responsible for the other information. The other information comprises the Consolidated Annual Report of the Group, which includes the Management Report and Corporate Governance Statement (but does not include the consolidated financial statements and our auditor's report thereon), which we obtained prior to the date of this auditor's report.

Our opinion on the consolidated financial statements does not cover the other information, including the Management Report and Corporate Governance Statement and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

With respect to the Management Report and Corporate Governance Statement, we also performed procedures required by the Accounting Act in Croatia. Those procedures include considering whether the Management Report includes the disclosures required by Article 21 and 24 of the Accounting Act, and whether the Corporate Governance Statement includes the information specified in Article 22 of the Accounting Act.

Based on the work undertaken in the course of our audit, in our opinion:

- the information given in the Management Report and the Corporate Governance Statement for the financial year for which the consolidated financial statements are prepared is consistent, in all material respects, with the consolidated financial statements;
- the Management Report has been prepared in accordance with the requirements of Article 21 and 24 of the Accounting Act; and
- the Corporate Governance Statement includes the information specified in Article 22 of the Accounting Act.

In addition, in light of the knowledge and understanding of the Group and its environment obtained in the course of the audit, we are also required to report if we have identified material misstatements in the Management Report and Corporate Governance Statement. We have nothing to report in this respect.

---

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

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

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

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

---



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

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

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

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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

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



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

---

## Report on other legal and regulatory requirements

### *Appointment*

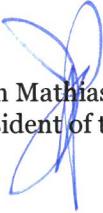
We were first appointed as auditors of the Group on 4<sup>th</sup> May 2011. Our appointment has been renewed annually by shareholder resolution representing a total period of uninterrupted engagement appointment of 8 years.

---

The certified auditor engaged as partner on the audit resulting in this independent auditor's report is Michaela Tomičić.

*PricewaterhouseCoopers d.o.o.*

PricewaterhouseCoopers d.o.o.  
Heinzelova 70, Zagreb  
13 February 2019

  
John Mathias Gasparac  
President of the Management Board



PricewaterhouseCoopers d.o.o.<sup>4</sup>  
za reviziju i konzalting  
Zagreb, Heinzelova 70

*Tomičić*  
Michaela Tomičić  
Certified Auditor

Consolidated statement of comprehensive income  
For the year ended 31 December 2018

	Notes	2018 HRK million	2017 HRK million
Revenue	4	7,783	7,756
Other operating income	5	167	174
Merchandise, material and energy expenses	6	(1,650)	(1,612)
Service expenses	7	(811)	(775)
Employee benefits expenses	9	(1,087)	(1,073)
Work performed by the Group and capitalised		128	158
Depreciation, amortization and impairment of non-current assets	8	(1,730)	(1,869)
Net impairment losses on trade receivables and contract assets	21	(76)	(101)
Other expenses	10	(1,323)	(1,540)
<b>Operating profit</b>	4	<b>1,401</b>	<b>1,118</b>
Finance income	11	28	38
Finance costs	12	(139)	(174)
Finance costs – net		(111)	(136)
Share of profit of investments accounted for using the equity method	18	3	2
<b>Profit before income tax</b>		<b>1,293</b>	<b>984</b>
Income tax expense	13	(234)	(180)
<b>Profit for the year</b>		<b>1,059</b>	<b>804</b>
<b>Items that may be subsequently reclassified to comprehensive income</b>			
Change in value of available for sale financial assets		-	3
Changes in the fair value of debt instruments at fair value and effects of foreign exchange		(20)	-
<b>Other comprehensive income for the year, net of tax</b>		<b>(20)</b>	<b>3</b>
<b>Total comprehensive income for the year, net of tax</b>		<b>1,039</b>	<b>807</b>

## Consolidated statement of comprehensive income (continued)

For the year ended 31 December 2018

	Notes	2018 HRK million	2017 HRK million
<b>Profit attributable to:</b>			
Equity holders of the Company		1,062	863
Non-controlling interest		(3)	(59)
		<u>1,059</u>	<u>804</u>
<b>Total comprehensive income arisen from continuing operations attributable to:</b>			
Equity holders of the Company		1,045	866
Non-controlling interest		(6)	(59)
		<u>1,039</u>	<u>807</u>
<b>Earnings per share</b>			
Basic and diluted, from continuing operations attributable to equity holders of the Company during the year	14	<u>HRK 13.03</u>	<u>HRK 10.55</u>

The accompanying accounting policies and notes are an integral part of these consolidated financial statements.

Consolidated statement of financial position  
As at 31 December 2018

	Notes	31 December 2018 HRK million	31 December 2017 HRK million
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	15	2,539	2,539
Property, plant and equipment	16	6,197	6,140
Investment property	17	21	35
Investments accounted for using the equity method	18	382	379
Financial assets available for sale	19	-	948
Financial assets at fair value through other comprehensive income	19	926	-
Trade and other receivables	21	392	248
Contract assets	22	139	-
Bank deposits	24	3	6
Deferred tax asset	13	95	90
<b>Total non-current assets</b>		<b>10,694</b>	<b>10,385</b>
<b>Current assets</b>			
Inventories	20	136	128
Trade and other receivables	21	1,548	1,630
Contract assets	22	203	-
Prepayments	23	201	246
Bank deposits	24	112	197
Cash and cash equivalents	24	3,137	3,152
<b>Total current assets</b>		<b>5,337</b>	<b>5,353</b>
<b>TOTAL ASSETS</b>		<b>16,031</b>	<b>15,738</b>

Consolidated statement of financial position (continued)  
As at 31 December 2018

	Notes	31 December 2018 HRK million	31 December 2017 HRK million
<b>EQUITY AND LIABILITIES</b>			
<b>Issued capital and reserves</b>			
Issued share capital	29	9,823	9,823
Legal reserves	30	491	491
Fair value reserves and effects of foreign exchange		(15)	2
Reserve for treasury shares	31	71	37
Treasury shares	31	(71)	(37)
Retained earnings	32	2,565	1,888
<b>Total</b>		<b>12,864</b>	<b>12,204</b>
Non-controlling interest		344	369
<b>Total issued capital and reserves</b>		<b>13,208</b>	<b>12,573</b>
<b>Non-current liabilities</b>			
Provisions	28	59	60
Borrowings	38	248	302
Employee benefit obligations	27	11	13
Deferred income	26	15	21
Other liabilities	25	118	290
Finance lease	38	3	4
Deferred tax liability	13	44	47
<b>Total non-current liabilities</b>		<b>498</b>	<b>737</b>
<b>Current liabilities</b>			
Trade payables and other liabilities	25	2,024	2,155
Contract liabilities	22	52	-
Accruals	28	76	103
Finance lease	38	2	2
Income tax payable		76	27
Deferred income	26	39	89
Borrowings	38	56	52
<b>Total current liabilities</b>		<b>2,325</b>	<b>2,428</b>
<b>Total liabilities</b>		<b>2,823</b>	<b>3,165</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>16,031</b>	<b>15,738</b>

The accompanying accounting policies and notes are an integral part of these consolidated financial statements.

Signed on behalf of the Group on 13 February 2019:

Mr. Davor Tomašković  
President of the Management Board (CEO)

Mr. Daniel Daub  
Member of the Management Board and CFO



# Consolidated statement of cash flows

## For the year ended 31 December 2018

	Notes	2018 HRK million	2017 HRK million
<b>Operating activities</b>			
Profit before income tax		1,293	984
Depreciation, amortization and impairment of non-current assets	8	1,730	1,869
Interest income	11	(10)	(8)
Interest expense	12	114	122
(Gain) on disposal of assets	5,10	(16)	(70)
Other net financial loss (gain)	11,12	7	22
(Gain) on sale of electric energy business	5	(30)	-
Share of profit of joint venture	18	(3)	(2)
Increase in inventories	20	(28)	(58)
(Increase) in receivables and prepayments		(59)	(166)
(Increase) in contract assets	22	(106)	-
Increase/(decrease) in payables and accruals		(163)	327
(Decrease) in contract liabilities	22	(12)	-
Increase in employee benefit obligations	27	3	1
Increase/(decrease) in provisions and accruals	28	(34)	21
Other non-cash items		(9)	(1)
Cash generated from operations		2,677	3,041
Interest paid		(100)	(129)
Income tax paid		(232)	(221)
<b>Net cash flows from operating activities</b>		<b>2,345</b>	<b>2,691</b>
<b>Investing activities</b>			
Payments for non-current assets		(1,536)	(1,467)
Proceeds from sale of non-current assets		38	98
Proceeds from sale of electric energy business	5	30	-
Payment for acquisition of Crnogorski Telekom, net of cash acquired	3	-	(866)
Payments for deposits		-	(41)
Proceeds from deposits		42	33
Proceeds from financial assets at fair value through other comprehensive income		4	43
Payments for secured deposits (reverse REPO arrangements)	24	(504)	(255)
Proceeds from secured deposits (reverse REPO arrangements)	24	550	1,229
Interest received		8	11
<b>Net cash flows used in investing activities</b>		<b>(1,368)</b>	<b>(1,215)</b>
<b>Financing activities</b>			
Dividends paid	32	(489)	(491)
Dividend paid to non-controlling interest in subsidiary		(8)	(2)
Repayment of radio frequency spectrum, content and ECI contracts		(364)	(326)
Other financial repayments		(4)	-
Repayment MCL		(8)	(8)
Repayment of lease liability and borrowings		(48)	(116)
Acquisition of treasury shares		(71)	(38)
<b>Net cash flows used in financing activities</b>		<b>(992)</b>	<b>(981)</b>
Net increase in cash and cash equivalents		(15)	495
Cash and cash equivalents as at 1 January		3,152	2,676
Exchange (gains) on cash and cash equivalents		-	(19)
<b>Cash and cash equivalents as at 31 December</b>	24	<b>3,137</b>	<b>3,152</b>

The accompanying accounting policies and notes are an integral part of these consolidated financial statements.

Notes to the consolidated financial statements - Net debt reconciliation  
For the year ended 31 December 2018

	Cash/bank overdraft	Liquid investments	Finance lease due within 1 year	Finance lease due after 1 year	Borrow. due within 1 year	Borrow. due after 1 year	Other fin. liabilities (spectrum, content and ECI contracts) within 1 year	Other fin. liabilities (spectrum, content and ECI contracts) after 1 year	Total
	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million
<b>Net debt as at 31 December 2016</b>	<b>2,676</b>	<b>2,164</b>	<b>(13)</b>	<b>(42)</b>	<b>(16)</b>	<b>(262)</b>	<b>(218)</b>	<b>(140)</b>	<b>4,149</b>
Cash flow	495	(1,013)	13	39	63	-	326	-	(77)
Acquisition of Crnogorski Telekom	-	-	-	-	(48)	-	(4)	(15)	(67)
Acquisition of H1	-	-	(1)	-	(12)	(73)	(8)	(19)	(113)
Reclassification of current portion	-	-	-	-	(35)	35	(357)	357	-
Other non financial movements	-	-	-	-	-	-	-	(465)	(465)
Foreign exchange movements	(19)	-	(1)	(1)	(4)	(2)	-	-	(27)
<b>Net debt as at 31 December 2017</b>	<b>3,152</b>	<b>1,151</b>	<b>(2)</b>	<b>(4)</b>	<b>(52)</b>	<b>(302)</b>	<b>(261)</b>	<b>(282)</b>	<b>3,400</b>
Cash flow	(15)	(88)	2	-	46	-	364	-	309
Reclassification of current portion	-	-	(2)	2	(53)	53	(459)	459	-
Other non financial movements	-	(22)	-	-	3	-	(17)	(289)	(325)
Foreign exchange movements	-	-	(1)	-	-	1	-	-	-
<b>Net debt as at 31 December 2018</b>	<b>3,137</b>	<b>1,041</b>	<b>(3)</b>	<b>(2)</b>	<b>(56)</b>	<b>(248)</b>	<b>(373)</b>	<b>(112)</b>	<b>3,384</b>

Liquid investments consist of bank deposits and financial assets at fair value through other comprehensive income.

## Consolidated statement of changes in equity

As at 31 December 2018

	Issued share capital	Legal reserves	Fair value of debt instruments and effects of foreign exchange	Reserve for treasury share	Treasury shares	Retained earnings	Total	Non- controlling interest	Total equity
	HRK million (Note 29)	HRK million (Note 30)	HRK million	HRK million (Note 31)	HRK million (Note 31)	HRK million (Note 32)	HRK million	HRK million	HRK million
<b>Balance as at 1 January 2017</b>	<b>9,823</b>	<b>491</b>	<b>3</b>	-	-	<b>1,567</b>	<b>11,884</b>	<b>163</b>	<b>12,047</b>
Profit for the year	-	-	-	-	-	863	863	(59)	804
Other comprehensive income for the year	-	-	3	-	-	-	3	-	3
Total comprehensive income for the year	-	-	3	-	-	863	866	(59)	807
Dividends paid to equity holders of the Company (Note 32)	-	-	-	-	-	(491)	(491)	-	(491)
Reserve for treasury shares	-	-	-	37	-	(37)	-	-	-
Acquisition of treasury shares	-	-	-	-	(37)	-	(37)	-	(37)
Value of conversion rights of MCL	-	-	-	-	-	-	-	(8)	(8)
Acquisition of H1	-	-	-	-	-	-	-	43	43
Acquisition of Crnogorski Telekom	-	-	-	-	-	(12)	(12)	231	219
Effects of Changes in Foreign Exchange Rates	-	-	(4)	-	-	(2)	(6)	(1)	(7)
<b>Balance as at 31 December 2017</b>	<b>9,823</b>	<b>491</b>	<b>2</b>	<b>37</b>	<b>(37)</b>	<b>1,888</b>	<b>12,204</b>	<b>369</b>	<b>12,573</b>

## Consolidated statement of changes in equity (continued)

For the year ended 31 December 2018

	Issued share capital	Legal reserves	Fair value of debt instruments and effects of foreign exchange	Reserve for treasury share	Treasury shares	Retained earnings	Total	Non- controlling interest	Total equity
	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million
	(Note 29)	(Note 30)		(Note 31)	(Note 31)	(Note 32)			
<b>Balance as at 31 December 2017</b>	<b>9,823</b>	<b>491</b>	<b>2</b>	<b>37</b>	<b>(37)</b>	<b>1,888</b>	<b>12,204</b>	<b>369</b>	<b>12,573</b>
Adjustment to retained earnings from adoption of IFRS 9 on 1 January 2018	-	-	-	-	-	(48)	(48)	(8)	(56)
Adjustment to retained earnings from adoption of IFRS 15 on 1 January 2018	-	-	-	-	-	223	223	5	228
<b>Balance as at 1 January 2018 after adjustments</b>	<b>9,823</b>	<b>491</b>	<b>2</b>	<b>37</b>	<b>(37)</b>	<b>2,063</b>	<b>12,379</b>	<b>366</b>	<b>12,745</b>
Profit for the year	-	-	-	-	-	1,062	1,062	(3)	1,059
Effects of Changes in Foreign Exchange Rates	-	-	(12)	-	-	-	(12)	(3)	(15)
Other comprehensive income for the year	-	-	(5)	--	--	-	(5)	-	(5)
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>(17)</b>	<b>--</b>	<b>--</b>	<b>1,062</b>	<b>1,045</b>	<b>(6)</b>	<b>1,039</b>
Dividends paid to equity holders of the Company (Note 32)	-	-	-	-	-	(489)	(489)	(8)	(497)
Reserve for treasury shares	-	-	-	71	-	(71)	-	-	-
Acquisition of treasury shares	-	-	-	-	(71)	-	(71)	-	(71)
Shares cancelled	-	-	-	(37)	37	-	-	-	-
Value of conversion rights of MCL	-	-	-	-	-	-	-	(8)	(8)
<b>Balance as at 31 December 2018</b>	<b>9,823</b>	<b>491</b>	<b>(15)</b>	<b>71</b>	<b>(71)</b>	<b>2,565</b>	<b>12,864</b>	<b>344</b>	<b>13,208</b>

The accompanying accounting policies and notes are an integral part of these consolidated financial statements.

# Notes to the consolidated financial statements

For the year ended 31 December 2018

## 1 Corporate information

Croatian Telecom Inc. ("HT" or the "Company") is a joint stock company whose majority shareholder is Deutsche Telekom Europe B.V. with a 51.14% holding. Deutsche Telekom Europe B.V. is 100% owned by Deutsche Telekom Europe Holding B.V. Deutsche Telekom Europe Holding B.V. is 100% owned by Deutsche Telekom Europe Holding GmbH which is 100% owned by Deutsche Telekom AG. Thus, Deutsche Telekom AG is the ultimate controlling parent.

The registered office address of the Company is Roberta Frangeša Mihanovića 9, Zagreb, Croatia.

The total number of employees of the Group as at 31 December 2018 was 5,698 (31 December 2017: 5,304).

The principal activities of the Group are described in Note 4.

The consolidated financial statements for the financial year ended 31 December 2018 were authorized for issue in accordance with a resolution of the Management Board on 13 February 2019. These consolidated financial statements are subject to approval of the Supervisory Board as required by the Croatian Company Act.

### 2.1. Basis of preparation

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as endorsed by the EU. The consolidated financial statements also comply with the Croatian Accounting Act on consolidated financial statements, which refers to IFRS as endorsed by the EU.

The consolidated financial statements have been prepared under the historical cost convention, as modified by the revaluation financial assets at fair value through other comprehensive income (Note 19), as disclosed in the accounting policies hereafter.

The Group's consolidated financial statements are presented in Croatian Kuna ("HRK") which is the Group's presentation currency. All amounts disclosed in the consolidated financial statements are presented in millions of HRK if not otherwise stated. During 2018, HT d.d. transferred its investments in Iskon Internet d.d., Combis d.o.o., E-Tours d.o.o., KDS d.o.o. and Optima Telekom d.d. in HT holding d.o.o. These investments were transferred from HT d.d. to HT holding d.o.o. at its net book value. The consolidated financial statements include the financial statements of Croatian Telecom Inc. and HT holding d.o.o. in which HT holds 100.00% shares which comprise together HT Group ("Group").

Company HT holding d.o.o. acts as special purpose vehicle entity which holds following investments:

Entity	Country of Business	Principal Activities	Ownership interest	
			31 December 2018	31 December 2017
Combis d.o.o.	Republic of Croatia	Provision of IT services	100%	100%
Iskon Internet d.d.	Republic of Croatia	Provision of internet and data services	100%	100%
KDS d.o.o.	Republic of Croatia	Provision of cable TV services	100%	100%
E-tours d.o.o.	Republic of Croatia	Provision of travel agency services	100%	100%
OT-Optima Telekom d.d. //	Republic of Croatia	Provision of internet and data services	17.41%	17.41%
Crnogorski Telekom AD	Republic of Montenegro	Provision of fixed and mobile telephony services, internet and data services	76.53%	76.53%

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 2.1. Basis of preparation (continued)

/i/ Control over Optima was obtained through transfer of managerial rights in accordance with the agreement with Zagrebačka banka d.d., the single largest shareholder of Optima.

The Croatian Competition Agency has conditionally allowed the concentration of HT and determined a set of measures with regard to management and control over Optima, among which is the implementation of a so called "Chinese wall" between Optima's and HT employees, in relation to all sensitive business information with the exception of reporting of financial data necessary for consolidation.

The control of HT over Optima initially was limited to a period of four years, up to 18 June 2018.

On 14 June 2017 HT received the Decision of the Croatian Competition Agency by which the duration of temporary management rights of the company OT-Optima Telekom d.d. for HT is prolonged for an additional three-year period, that is, until 10 July 2021.

As of July 2021 control by HT is automatically terminated, without the possibility of extension. One year prior to such date, HT is required to commence the process of selling all of its Optima shares, during which HT will have the right to sell Optima shares held by Zagrebačka banka as well (see Note 3).

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 2.1. Basis of preparation (continued)

Set out below is summarised financial information for subsidiaries with non-controlling interest OT-Optima Telekom d.d. and Crnogorski Telekom AD. The amounts disclosed are before intercompany eliminations including purchase price fair value allocation on consolidation level.

### OT-Optima Telekom d.d.

#### Summarised statement of financial position

	31 December 2018	31 December 2017
	HRK million	HRK million
Current assets	148	154
Current liabilities	355	288
<b>Current net assets</b>	<b>(207)</b>	<b>(134)</b>
Non-current assets	674	709
Non-current liabilities	311	388
<b>Non-current net assets</b>	<b>363</b>	<b>321</b>
<b>Net assets</b>	<b>156</b>	<b>187</b>
Accumulated non-controlling interest	102	129

#### Summarised statement of comprehensive income

	31 December 2018	31 December 2017
	HRK million	HRK million
Revenue	539	495
Profit for the period	(19)	(83)
Other comprehensive income	-	-
<b>Total comprehensive income</b>	<b>(19)</b>	<b>(83)</b>
Profit allocated to non-controlling interest	(16)	(69)
Dividends paid to non-controlling interest	-	-

#### Summarised statement of cash flows

	31 December 2018	31 December 2017
	HRK million	HRK million
Cash flow from operating activities	36	145
Cash flow from investing activities	(53)	(49)
Cash flow from financing activities	5	(56)
<b>Net decrease in cash and cash equivalents</b>	<b>(12)</b>	<b>40</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

2.1. Basis of preparation (continued)

<b>Summarised statement of cash flows</b>	31 December 2018	31 December 2017
<b>Crnogorski Telekom AD</b>		
<b>Summarised statement of financial position</b>	31 December 2018	31 December 2017
	HRK million	HRK million
Current assets	293	399
Current liabilities	248	353
<b>Current net assets</b>	<b>45</b>	<b>46</b>
Non-current assets	1,185	1,028
Non-current liabilities	45	42
<b>Non-current net assets</b>	<b>1,140</b>	<b>986</b>
<b>Net assets</b>	<b>1,185</b>	<b>1,032</b>
Accumulated non-controlling interest	242	240
<b>Summarised statement of comprehensive income</b>		
	31 December 2018	31 December 2017
	HRK million	HRK million
Revenue	631	640
Profit for the period	56	40
Other comprehensive income	-	-
<b>Total comprehensive income</b>	<b>56</b>	<b>40</b>
Profit allocated to non-controlling interest	13	10
Dividends paid to non-controlling interest	-	-
	HRK million	HRK million
Cash flow from operating activities	158	285
Cash flow from investing activities	(81)	(213)
Cash flow from financing activities	(67)	(72)
<b>Net decrease in cash and cash equivalents</b>	<b>10</b>	<b>-</b>

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 2.2. Changes in accounting policies and disclosures

The Group has applied the following standards and amendments for the first time for their annual reporting period commencing 1 January 2018:

- *IFRS 9 Financial Instruments*
- *IFRS 15 Revenue from Contracts with Customers*
- *Classification and Measurement of Share-based Payment Transactions – Amendments to IFRS 2*
- *Annual Improvements 2014-2016 cycle*
- *Transfers to Investment Property – Amendments to IAS 40*
- *Interpretation 22 Foreign Currency Transactions and Advance Consideration*

The Group had to change its accounting policies and make certain retrospective adjustments following the adoption of IFRS 9 and IFRS 15. Most of the other amendments listed above did not have any impact on the amounts recognised in prior periods and are not expected to significantly affect the current or future periods.

(a) *New and amended standards adopted by the Group*

#### **Adoption of IFRS 9 Financial Instruments**

In July 2014, the International Accounting Standards Board issued the International Financial Reporting Standard (IFRS 9) "Financial Instruments". The standard application is mandatory for reporting periods beginning on or after 1 January 2018. The Standard introduces a new way of the classification and measurement of financial instruments and replaces IAS 39.

The Group adopted IFRS 9, Financial Instruments, from 1 January 2018. The Group elected not to restate comparative figures and recognised any adjustments to the carrying amounts of financial assets and liabilities in the opening retained earnings as of the date of initial application of the standards, 1 January 2018 by using simplified method. The comparative period disclosures repeat those disclosures made in the prior year.

The significant new accounting policies applied in the current period are described in 2.4 Summary of accounting policies and 2.3 Significant accounting judgments, estimates and assumptions. Accounting policies applied prior to 1 January 2018 and applicable to the comparative information are disclosed in note 43.

The first and continuous implementation of the Group did not show significant impacts to the consolidated financial statements.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**2.2. Changes in accounting policies and disclosures (continued)**

(a) *New and amended standards adopted by the Group (continued)*

**Adoption of IFRS 9 Financial Instruments (continued)**

On the day of initial application, 1 January 2018, the financial instruments of the Group were as follows:

	Measurement category		Carrying amount		IFRS 9 Remeasurement HRK million
	Original	New	Original	New	
	(IAS 39)	(IFRS 9)	(IAS 39) HRK million	(IFRS 9) HRK million	
<b>Non current</b>					
Bonds	Available for sale	FVOCI	948	945	(3)
Trade and other receivables	Amortised cost	Amortised cost	248	236	(14)
Contract assets	Amortised cost	Amortised cost	-	44	(3)
Bank deposits	Amortised cost	Amortised cost	6	6	-
<b>Current</b>					
Trade and other receivables	Amortised cost	Amortised cost	1,630	1,598	(33)
Contract assets	Amortised cost	Amortised cost	-	173	(10)
Bank deposits	Amortised cost	Amortised cost	197	197	-
Cash and cash equivalents	Amortised cost	Amortised cost	3,152	3,152	-
<b>Total</b>					<b>(63)</b>

**Adoption of IFRS 15 Revenue from contracts with customers**

The Group applied simplified method of transition to IFRS 15. The Group applies IFRS 15 retrospectively only to contracts that were not completed at the date of initial application (1 January 2018).

The adoption of IFRS 15 resulted in changes in accounting policies and adjustments to the consolidated financial statements. The main changes from the adoption of IFRS 15 are explained below:

Standard, in particular, has impact, on following business events (further information provided under note 2.4.):

*Multiple element arrangements* - one of the most significant changes to revenue recognition is the elimination of contingent cap requirements which linked revenue recognition to cash payments. The primary driver of the contingent cap rules was that Group could not recognize revenue until delivery is complete. In practical terms, if Group provided subsidized handset and will provide mobile service over 24 months (multiple element arrangement), Group could not recognize any portion of service revenue to already delivered subsidized handset, because if Group do not provide the mobile service it will never be entitled to the revenue. Since the business model of subsidizing handsets is built upon delivering the service in the future, new Standard applies that revenue from performance obligations is not contingent at all on the future performance.

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### **2.2. Changes in accounting policies and disclosures (continued)**

*(a) New and amended standards adopted by the Group (continued)*

##### **Adoption of IFRS 15 Revenue from contracts with customers (continued)**

The result of this position is that revenue will get recorded earlier under the new Standard compared to the old one.

In the case of multiple-element arrangements (e.g. mobile contract plus handset) with subsidised products delivered in advance, the transaction price is allocated to the performance obligations in the contract by reference to their relative standalone selling prices. Standalone selling prices of hardware are determined using price list prices. As a result a larger portion of the total consideration is attributable to the component delivered in advance (mobile handset), requiring earlier recognition of revenue which results in higher revenue from the sale of goods and merchandise and lower revenue from provision of service (mobile communication service) compared to the revenue under IAS 18. This leads to the recognition of what is known as a contract asset – a receivable arising from the customer contract that has not yet legally come into existence – in the statement of financial position. The contract asset is amortized over the remaining term of the contract. Contract liabilities are netted off against the contract assets on portfolio level.

*Material rights* which are granted to customers at contract inception with the option to be exercised at later point of time - the total transaction price of the combined contract is allocated to the individual, separate performance obligations on a relative stand-alone selling price basis. A larger portion of the total remuneration is attributable to the material right (e.g. right to a subsidy on a mobile phone). In the balance sheet, this leads to the recognition of a contract asset, which is amortized over the remaining term of the contract and, compared with the amounts invoiced, reduces the revenue from service obligations.

*Expenses for sales commissions* paid to indirect partners or own employees (assessed as incremental costs to obtain contracts) are capitalized as Contract costs within Contract asset and amortised over the estimated customer retention period (5 years or more depending on service) in case of contact acquisitions or over contract duration period (usually 24 months) in case of contract prolongations. The amortisation expense with regards to the contract assets is not reported in the Group's income statement under depreciation and amortization, but as other expenses or employee expenses, depending on the sales channel.

*One-time payments* made in advance by the customer that not fulfil definition of a separate performance obligation but represent a prepayment on future services are deferred and recognized in revenue over the (remaining) term of the contract and presented within contract liability.

*Discounts or uneven transaction prices* - When discounts on service fees are granted unevenly for specific months of a contract or monthly service fees are charged unevenly for specific months of a contract while monthly service is provided evenly to the customer, service revenue is recognized on a straight-lined basis.

IFRS 15 adjustments had major impact on revenues from mobile services. On fixed revenues impacts mainly relate to multiple element arrangements and even service revenue recognition over contract duration period. System solution area was not significantly impacted due to continuity in timing of revenue recognition.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**2.2. Changes in accounting policies and disclosures (continued)**

(a) *New and amended standards adopted by the Group (continued)*

**Adoption of IFRS 15 Revenue from contracts with customers (continued)**

At the date of first-time adoption, total assets and shareholders' equity increased due to the capitalization of contract assets and contract costs for contracts not yet fully performed.

In summary, the following adjustments were made to the amounts recognised in the balance sheet at the date of initial application (1 January 2018):

	IAS 18 carrying amount 31 December 2017 HRK million	IFRS 15 Remeasurement HRK million	IFRS 15 Reclassification HRK million	IFRS 15 carrying amount 1 January 2018 HRK million
Non current receivables	248	26	-	274
Non current contract assets	-	28	-	28
Current contract assets	-	124	-	124
Non current costs to obtain contract	-	55	-	55
Current costs to obtain contract	-	41	-	41
Current contract liabilities	-	-	65	65
Deferred income	89	-	(65)	24
Income tax payable	(27)	(46)	-	(73)
Retained earnings	(1,888)	(223)	-	(2,111)
Non controlling interest	(369)	(5)	-	(374)

The following table shows comparison between financial statements prepared by applying IFRS 15 and IAS11/IAS18:

Statement of financial position

	31 December 2018 IFRS 15 HRK million	31 December 2018 IAS 11/IAS 18 HRK million	Difference HRK million
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	2,539	2,539	-
Property, plant and equipment	6,197	6,197	-
Investment property	21	21	-
Investments accounted for using the cost method	382	382	-
Financial assets at fair value through other comprehensive income	926	926	-
Trade and other receivables	392	392	-
Bank deposits	3	3	-
Deferred income tax asset	95	95	-
Contract assets	139	-	139
<b>Total non-current assets</b>	<b>10,694</b>	<b>10,555</b>	<b>139</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**2.2. Changes in accounting policies and disclosures (continued)**

(a) *New and amended standards adopted by the Group (continued)*

**Adoption of IFRS 15 Revenue from contracts with customers (continued)**

Statement of financial position (continued)

	31 December 2018 IFRS 15 HRK million	31 December 2018 IAS 11/IAS 18 HRK million	Difference HRK million
<b>ASSETS</b>			
<b>Current assets</b>			
Inventories	136	136	-
Contract assets	203	-	203
Trade and other receivables	1,548	1,548	-
Prepayments	201	201	-
Bank deposits	112	112	-
Cash and cash equivalents	3,137	3,137	-
<b>Total current assets</b>	<b>5,337</b>	<b>5,134</b>	<b>203</b>
<b>TOTAL ASSETS</b>	<b>16,031</b>	<b>15,689</b>	<b>342</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Issued capital and reserves</b>			
Issued share capital	9,823	9,823	-
Legal reserves	491	491	-
Fair value reserves and effects of foreign exchange	(15)	(15)	-
Reserve for treasury shares	71	71	-
Treasury shares	(71)	(71)	-
Retained earnings	2,565	2,249	316
<b>Total issued capital and reserves</b>	<b>12,864</b>	<b>12,548</b>	<b>316</b>
Non-controlling interest	344	338	6
<b>Total issued capital and reserves</b>	<b>13,208</b>	<b>12,886</b>	<b>322</b>
Provisions	59	59	-
Borrowings	248	248	-
Employee benefit obligations	11	11	-
Deferred income	15	15	-
Other liabilities	118	118	-
Finance lease	3	3	-
Deferred tax liability	44	44	-
<b>Total non-current liabilities</b>	<b>498</b>	<b>498</b>	-
<b>Current liabilities</b>			
Trade payables and other liabilities	2,025	2,025	-
Contract liabilities	52	-	52
Accruals	76	76	-
Finance lease	2	2	-
Income tax payable	75	55	20
Deferred income	39	91	(52)

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**2.2. Changes in accounting policies and disclosures (continued)**

(a) *New and amended standards adopted by the Group (continued)*

**Adoption of IFRS 15 Revenue from contracts with customers (continued)**

Statement of financial position (continued)

Borrowings	56	56	-
<b>Total current liabilities</b>	<b>2,325</b>	<b>2,305</b>	<b>20</b>
<b>Total liabilities</b>	<b>2,823</b>	<b>2,803</b>	<b>20</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>16,031</b>	<b>15,689</b>	<b>342</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**2.2. Changes in accounting policies and disclosures (continued)**

(a) *New and amended standards adopted by the Group (continued)*

**Adoption of IFRS 15 Revenue from contracts with customers (continued)**

Statement of comprehensive income

	31 December 2018	31 December 2018	
	IFRS 15	IAS 11/IAS 18	Difference
	HRK million	HRK million	HRK million
Revenue	7,783	7,715	68
Other operating income	167	167	-
Merchandise, material and energy expenses	(1,650)	(1,650)	-
Service expenses	(811)	(812)	1
Employee benefits expenses	(1,087)	(1,097)	10
Work performed by the Group and capitalised	128	128	-
Depreciation, amortization and impairment of non-current assets	(1,730)	(1,730)	-
Net impairment losses on trade receivables and contract assets	(76)	(71)	(5)
Other expenses	(1,323)	(1,354)	31
<b>Operating profit</b>	<b>1,401</b>	<b>1,296</b>	<b>105</b>
Finance income	28	28	-
Finance costs	(139)	(139)	-
Finance (costs) – net	(111)	(111)	-
Share of profit of investments accounted for using the equity method	3	3	-
<b>Profit before income tax</b>	<b>1,293</b>	<b>1,188</b>	<b>105</b>
Income tax expense	(234)	(218)	(16)
<b>Profit for the year</b>	<b>1,059</b>	<b>970</b>	<b>89</b>
<b>Items that may be subsequently reclassified to comprehensive income</b>			
Change in value of debt instruments at fair value	(20)	(20)	-
<b>Other comprehensive income for the year, net of tax</b>	<b>(20)</b>	<b>(20)</b>	<b>-</b>
<b>Total comprehensive income for the year, net of tax</b>	<b>1,039</b>	<b>950</b>	<b>89</b>
<b>Profit attributable to:</b>			
Equity holders of the Group	1,062	974	88
Non-controlling interest	(3)	(4)	1
	1,059	970	89
<b>Total comprehensive income arisen from continuing operations attributable to:</b>			
Equity holders of the Group	1,045	957	88
Non-controlling interest	(6)	(7)	1
	1,039	950	89

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### 2.2. Changes in accounting policies and disclosures (continued)

(a) *New and amended standards adopted by the Group (continued)*

The impact of introduction of IFRS 9 and IFRS 15 on the Group's retained earnings as of 31 December 2017 and 1 January 2018 is as follows:

	<b>HRK millions</b>
<b>Retained earnings 31 December 2017</b>	<b>1,888</b>
Recognition of contract assets	152
Unwinding of discounted non current receivables	26
Recognition of costs to obtain contract	96
Income tax on IFRS 15 effect	(46)
Amount that belongs to non controlling interest	(5)
	<hr/>
Total IFRS 15 effect	223
	<hr/>
	223
IFRS 9 effect	(63)
Income tax on IFRS 9 effect	7
Amount that belongs to non controlling interest	8
	<hr/>
Total IFRS 9 effect	(48)
<b>Retained earnings 1 January 2018</b>	<b>2,063</b>

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 2.2. Changes in accounting policies and disclosures (continued)

#### *(b) New standards and interpretations not yet adopted*

Certain new standards and interpretations have been published that are not mandatory for 31 December 2018 reporting periods and have not been early adopted by the Group. None of these standards and interpretations are expected to have significant effect on the Group's financial statements, except for the following standards:

#### **IFRS 16 Leases (effective for annual periods beginning on or after 1 January 2019)**

In January 2016, the IASB issued IFRS 16 "Leases." The standard will be effective for the first time for financial years beginning on or after 1 January 2019. IFRS 16 has a material effect on Group financial statements, particularly on total assets, the results of operations, cash generated from operations, and the presentation of the financial position.

The new regulations affect Group as a lessee especially in relation to leases of cell sites (land, space in cell towers or rooftop surface areas), network infrastructure, and buildings used for administrative or technical purposes.

Group will not apply the new lease standard retrospectively in full, but will make use of the exemption provisions for lessees, also known as the modified retrospective method. On the transition to IFRS 16, payment obligations from existing operating leases will be discounted using the relevant incremental borrowing rate and recognized as a lease liability. The right-of-use assets will be carried in the amount of the lease liability, adjusted by the amount of the prepaid or accrued lease payments.

As an exemption to modified retrospective approach, Group will apply general approach, also known as grandfathering approach for land easements (Rights of servitude and Rights of way) for installed telecommunication cables on or into that land that are reclassified that are reclassified to right-of-use asset and whose liability will become lease liability as at 1 January 2019. Carrying amount of such asset amounts HRK 133 million.

On the basis of management's current estimate, Group expects the transition to the new standard to have the following material effects as of 1 January 2019: increase in total assets/total shareholders' equity and liabilities as a consequence of the recognition of right-of-use assets in the amount of HRK 470 million to HRK 530 million and lease liabilities in the amount of HRK 450 million to HRK 500 million.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**2.2. Changes in accounting policies and disclosures (continued)**

*(b) New standards and interpretations not yet adopted (continued)*

**IFRS 16 Leases (effective for annual periods beginning on or after 1 January 2019) (continued)**

Significant options and expedients will be exercised as follows:

Right-of-use assets and lease liabilities will be reported separately in the statement of financial position.

The recognition, measurement, and disclosure requirements of IFRS 16 will also apply to short-term leases and leases based on low-value assets. The Group will use practical expedient not to capitalise leases shorter than 3 months.

In leases that contain both lease components and non-lease components, a distinction will not be made between these components. Each lease component will be accounted for – as a lease – in conjunction with other related performance components.

Overall, the new definition of a lease will not have a material impact for the Group as a lessor.

Please refer to note 33 a) for operating lease commitments.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.3. Significant accounting judgments, estimates and assumptions

The preparation of the Group's financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities, during the reporting period or at the reporting date respectively. However, uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in future periods. The key assumptions concerning the future and other key sources of estimation uncertainty at the statement of financial position date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

#### *Provisions and contingencies*

The Group is exposed to a number of legal cases and regulatory proceedings and ownership dispute over distributive telecommunication infrastructure that may result in significant outflow of economic resources or derecognition of related assets. The Group uses internal and external legal experts to assess the outcome of each case and makes judgments as to if and in what amount provisions need to be recorded in the financial statements as explained further in Notes 28 and 34. Changes in these judgments could have a significant impact on the financial statements of the Group.

#### *Impairment of non-financial assets*

The determination of impairment of assets involves the use of estimates that include, but are not limited to, the cause, timing and amount of the impairment. Impairment is based on a large number of factors, such as changes in current competitive conditions, expectations of growth in the industry, increased cost of capital, changes in the future availability of financing, technological obsolescence, discontinuance of services, current replacement costs, prices paid in comparable transactions and other changes in circumstances that indicate an impairment exists. The recoverable amount and the fair values are typically determined using the discounted cash flow method which incorporates reasonable market participant assumptions. The identification of impairment indicators, as well as the estimation of future cash flows and the determination of fair values for assets (or groups of assets) require management to make significant judgments concerning the identification and validation of impairment indicators, expected cash flows, applicable discount rates, useful lives and residual values. Specifically, the estimation of cash flows underlying the fair values of the business considers the continued investment in network infrastructure required to generate future revenue growth through the offering of new data products and services, for which only limited historical information on customer demand is available. If the demand for those products and services does not materialize as expected, this would result in less revenue, less cash flow and potential impairment to write down these investments to their fair values, which could adversely affect future operating results.

The fair value less costs of disposal calculation is based on available data from binding sales transactions in an arm's length transaction of similar assets or observable market prices less incremental costs for disposing of the asset. The value in use calculation is based on a discounted cash flow model. The cash flows are derived from the financial plan covering a mid-term period. The cash flows beyond the planning period are extrapolated using appropriate growth rates. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes. Further details including carrying values and effects on the result of the period are given in Notes 15, 16 and 17.

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 2.3. Significant accounting judgments, estimates and assumptions (continued)

#### *Useful lives of assets*

The determination of the useful lives of assets is based on historical experience with similar assets as well as any anticipated technological development and changes in broad economic or industry factors. The appropriateness of the estimated useful lives is reviewed annually, or whenever there is an indication of significant changes in the underlying assumptions. We believe that this is a critical accounting estimate since it involves assumptions about technological development in an innovative industry and is heavily dependent on the investment plans of the Group. Further, due to the significant weight of depreciable assets in the Group's total assets, the impact of significant changes in these assumptions could be material to the financial position and results of operations of the Group.

The following table demonstrates the sensitivity to a reasonably possible change in useful life on amortization and depreciation, with all other variables held constant, on the Group's profit post tax:

	Increase / decrease in %	Effect on profit post tax HRK million
Year ended 31 December 2018	+10	115
	-10	(126)
Year ended 31 December 2017	+10	120
	-10	(129)

#### *Impairment of goodwill*

The Group tests annually whether goodwill has suffered any impairment. The recoverable amounts of cash-generating units have been determined based on fair value less cost of disposal calculations. These calculations require the use of estimates (Note 15). Management believes that no reasonably possible change in any of the key assumptions would cause the carrying value of the business and residential cash-generating units to materially exceed their recoverable amount. In case of cash-generating unit Optima Telekom and Crnogorski Telekom, a reasonably possible change in certain key assumptions when viewed separately (such as decrease of revenue growth by 2%, increase of costs by 2% or change in capex and revenue ratio) with all other variables held constant, could result in an impairment charge of up to HRK 57 million.

#### *Content contract liability*

As explained in intangible asset accounting policy (Note 2.4.) content costs are capitalised with related liability recognised. The determination of liability for variable content contracts requires judgement as it is based on estimated number of future customers and use of a discount rate. Management believes that no reasonably possible change in any of the key assumptions would cause a significant change in content contract liability.

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### **2.3. Significant accounting judgments, estimates and assumptions (continued)**

##### *Intangible assets with an indefinite life*

In arriving at the conclusion that the acquired brand has an indefinite life, the Group considered the fact that the brand represents a whole business segment and relates to an operator with proven and sustained demand for its products and services in a well-established market. The brand has historically been supported through spending on consumer marketing and promotion. The Group considered other factors such as the ability to continue to protect the legal rights that arise from the brand name indefinitely and the absence of any competitive factors that could limit the life of the brand name. The Group expects continued economic benefits from the acquired brand in the future. However, a strategic decision to withdraw marketing support from the brand or the weakening in the brand's appeal through changes in customer preferences might result in an impairment charge in the future. Also, reasonable change in certain key assumptions (such as change of revenues by 2% and change in royalty relief rate by 0.1%) does not lead to impairment.

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### **2.3. Significant accounting judgments, estimates and assumptions (continued)**

##### *Expected credit loss (ECL) measurement*

With application of IFRS 9, Model of Expected Loss (ECL) is introduced. The measurement of expected loss is based on reasonable and supporting information that is available without additional expenses and effort and which include information on past events, current and foreseeable future conditions and circumstances.

When estimating the expected credit loss, historical probabilities of non-collection are usually used, complemented with future parameters relevant to the credit risk.

Macroeconomic data are linked to historical customer behavior, which is corrected under the following conditions:

- Unemployment rate - If changes in unemployment rate are more than 2% compared to the average of the last two years
- GDP - If GDP change rates are higher than 1% compared to the average of the last four years
- Average interest rates - If changes in average interest rates are greater than 2% compared to the average of the last four years

The general approach of expected credit losses applies to loans, debt instruments measured at amortized cost and debt instruments measured at fair value through other comprehensive income. A simplified approach to expected credit losses is applied to customer and contract assets, which results in earlier recognition of impairment charges. Applying simplified approach to financial assets and by reducing the value of the contract assets that is recognized as of 1 January 2018 in accordance with IFRS 9 (International Financial Reporting Standard 9), the impairment was slightly increased.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**2.3. Significant accounting judgments, estimates and assumptions (continued)**

*Expected credit loss (ECL) measurement (continued)*

Besides above stated assets to which a simplified approach applies, subsequent measurement of all other financial assets applies a general approach of expected credit loss consisting of three stages: Bucket 1, Bucket 2 and Bucket 3. The degree of application depends on the increase in credit risk by financial instrument after initial recognition, i.e. on the credit quality of the financial instrument:

<b>Buckets for measurement of credit risk</b>	<b>Period of measurement of ECL</b>	<b>Increase of credit risk</b>
Bucket 1 Performing	12-month expected credit losses	None or not significant
Bucket 2 Underperforming	Lifetime expected credit losses	Significant
Bucket 3 Non-performing	Lifetime expected credit losses	Significant + There is an evidence that financial asset is impaired at the reporting date

A credit risk is the risk that a counterparty of a financial instrument creates financial losses for the other counterparty by not fulfilling the contractual obligation. Since the standard does not prescribe a definition of “significant increase in credit risk” an entity decides how to define it in the context of its specific types of instruments taking into account the availability of information and own historic data. Basis for assessing an increase in credit risk is either the probability of default or an analysis of overdue receivables. Revision of applied simplified approach credit risk percentages is done twice a year to measure credit risk and historical data in order to quantify expected credit loss. Additionally, financial analyst analyses macroeconomic and external data – inflation rates, consumer credit interest rates, GDP per capita, unemployment and employment rates and consumer price index change. These data are put in correlation with historical HT customer payment behaviour in order to see possible change of credit risk percentages applied.

The standard contains the rebuttable assumption that a “default event” has occurred when the financial asset is more than 90 days overdue. The assumption may also be supported by the following indicators:

- Counterparty repeatedly fails to meet payment obligations and the service is blocked (contract not yet terminated).
- Counterparty is over the credit limit with unpaid invoices and fails to pay despite repeated demands.
- Country embargo/countries are in recession or payment restrictions by the relevant state bank.

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### **2.3. Significant accounting judgments, estimates and assumptions (continued)**

##### *Expected credit loss (ECL) measurement (continued)*

In making these assumptions, estimates based on historical data and existing market conditions are used.

Simplified approach of expected credit loss measurement i.e measurement on collective basis is applied for trade receivables, due to large number of analytical data (customers) and homogeneous base of receivables. Trade receivables are divided into portfolios based on type of customer and tracked according to aging structure. Portfolios are created based on similarities of the customer behavior as to historical data and future expectations. Portfolios are for example Mobile Residential Customers, Fixed Residential Customers, Mobile Business Customers, Fixed Business Customers. Aging clusters for example are Undue, Overdue 0-29 days, Overdue 30-89 days and so further. Aging clusters are created based on the steps in collection process.

Upon first IFRS 9 implementation we expect all receivables to be fully impaired 3 years after due date. If not collected earlier, all telco receivables are claimed at Court within one year from due date. Receivables cannot be written-off (removed from balance sheet) until HT loses the case in Court. Court cases can last for more than 3 years. Recovery after 3 years is rather small, and this is taken into account when calculating the percentages in provision matrix.

Analysis of claimed and impaired receivables showed significant collection in first year from due date and subsequent two years through claims. Historically these trends were stable and there are no known facts nor expected indication that the trend will change in future periods.

In 2017, the impairment of trade receivables was assessed based on the incurred loss model and as of IFRS 9 implementation, credit risk for trade receivables was recognized through ECL provision matrix. No changes in the initial estimation techniques or significant assumptions were made during the reporting period.

During the reporting period there were no significant changes in the gross carrying amount of financial instruments during, so there were no significant impacts on the loss allowance during the reporting period.

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 2.3. Significant accounting judgments, estimates and assumptions (continued)

#### *Revenue recognition*

Contrary to IFRS 15 determination on contract level more judgements (statistics based on historical information and experience) had to be applied in portfolio approach in order to reflect contracts behaviour from contract inception over the contract duration period. The most relevant judgements include:

- value adjustment of contract asset due to early contract termination in range of 3%-10% and penalty fee collection in range of 55%-75%, depending on portfolio / customer group
- value adjustment of contract asset due to non payment (relation with IFRS 9) in range of 0.1%-1.5%, depending on portfolio / customer group
- handset budget usage behaviour linear within next 12 months after contract inception

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 2.4. Summary of accounting policies

### a) *Operating profit*

Operating profit is defined as the result before income taxes and finance items. Finance items comprise interest revenue on cash balances in the bank, deposits, treasury bills, interest bearing financial assets at fair value through other comprehensive income, share of profit and loss from associate and joint venture, interest expense on borrowings, gains and losses on the sale of financial assets at fair value through other comprehensive income and foreign exchange gains and losses on all monetary assets and liabilities denominated in foreign currency.

### b) *Business Combinations and Goodwill*

Subsidiaries are all entities over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group, and are deconsolidated from the date that control ceases.

The Group applies the acquisition method to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred to the former owners of the acquire 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. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. The Group recognizes any non-controlling interest in the acquire on an acquisition-by-acquisition basis, either at fair value or at the non-controlling interest's proportionate share of the recognized amounts of acquire's identifiable net assets. Acquisition-related costs are expensed as incurred.

If the business combination is achieved in stages, the acquisition date fair value of the acquirer's previously held equity interest in the acquire is remeasured to fair value as at the acquisition date through the statement of comprehensive income.

Any contingent consideration to be transferred by the Group is recognized at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration that is deemed to be an asset or liability is recognized in accordance with IAS 39 either in statement of comprehensive income or as a change to other comprehensive income. Contingent consideration that is classified as equity is not remeasured, and its subsequent settlement is accounted for within equity.

Goodwill is initially measured as the excess of the aggregate of the consideration transferred and the amount of non-controlling interest in the acquire over the fair value of identifiable net assets acquired. If this consideration is lower than the fair value of the net assets acquired, the difference is recognized in the statement of comprehensive income. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses.

Inter-company transactions, balances, income and expenses on transactions between group companies are eliminated. Profits and losses resulting from inter-company transactions that are recognized in assets are also eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

### *Purchases of subsidiaries from parties under common control*

Purchases of subsidiaries from parties under common control are accounted for using the predecessor values method. Under this method the consolidated financial statements of the combined entity are presented as if the businesses had been combined from the beginning of the earliest period presented or, if later, the date when the

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### *Purchases of subsidiaries from parties under common control (continued)*

combining entities were first brought under common control. The assets and liabilities of the subsidiary transferred under common control are at the predecessor entity's carrying amounts.

The predecessor entity is considered to be the highest reporting entity in which the subsidiary's IFRS financial information was consolidated. Related goodwill inherent in the predecessor entity's original acquisitions is also recorded in these consolidated financial statements. Any difference between the carrying amount of net assets, including the predecessor entity's goodwill, and the consideration for the acquisition is accounted for in these consolidated financial statements as an adjustment to retained earnings.

#### *c) Investment in associate*

In the Group's financial statements, investment in an associated company (generally a shareholding of between 20% and 50% of voting rights) where significant influence is exercised by the Group is accounted for using the equity method less any impairment in value. Under the equity method, the investment is initially recognized at cost, and the carrying amount is increased or decreased to recognize the investor's share of the profit or loss of the investee after the date of acquisition. An assessment of investment in associate is performed when there is an indication that the asset has been impaired or that the impairment losses recognized in previous years no longer exist.

When the Group's share of losses in an associate equals or exceeds its interest in the associate, the Group does not recognize further losses, unless it has incurred legal or constructive obligations or made payments on behalf of the associate. Unrealized gains on transactions between the Group and its associate are eliminated to the extent of the Group's interest in the associate. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

#### *d) Investment in joint venture*

The Group has an interest in a joint venture which is a jointly controlled entity, whereby the venturers have a contractual arrangement that establishes joint control over the economic activities of the entity. The Group recognizes its interest in the joint venture using equity method of accounting. The financial statements of the joint venture are prepared for the same reporting period as the parent company.

Adjustments are made where necessary to bring the accounting policies into line with those of the Group. Adjustments are made in the Group's financial statements to eliminate the Group's share of unrealised gains and losses on transactions between the Group and its jointly controlled entity. Losses on transactions are recognized immediately if the loss provides evidence of a reduction in the net realisable value of current assets or an impairment loss. Interest in the joint venture is derecognized at the date on which the Group ceases to have joint control over the joint venture.

When the Group's share of losses in a joint venture equals or exceeds its interest in the joint venture, the Group does not recognize further losses, unless it has incurred legal or constructive obligations or made payments on behalf of the joint venture. Unrealized gains on transactions between the Group and its joint venture are eliminated to the extent of the Group's interest in the joint venture. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

#### *a) Intangible assets*

Intangible assets are measured initially at cost. Intangible assets are recognized in the event that the future economic benefits that are attributable to the assets will flow to the Group, and that the cost of the asset can be measured reliably.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### e) *Intangible assets (continued)*

After initial recognition, intangible assets are measured at cost less accumulated amortization and any accumulated impairment losses. Intangible assets are amortised on a straight-line basis over the best estimate of their useful life. The amortization method is reviewed annually at each financial year-end.

Amortization of the telecommunication licence commences when the licence is acquired and ready for use, with the amortization period being the term of the licence.

The Group recognizes costs of content as an intangible asset at the inception of the related contract. The Group determined that the following conditions have to be met for capitalization of content provider contracts: contract duration must be longer than one year, cost must be determined or determinable, contracted rights must be continuous and costs under the contract are unavoidable. Assets recognized under these contracts will be amortized over the contract period. Content contracts which do not meet the criteria for capitalization are expensed and presented in 'other expenses' in the statement of comprehensive income.

The Group capitalizes rights of servitude and rights of way related to the Electronic Communication Infrastructure (ECI) as intangible assets according to criteria for acquired rights at the moment of signing the contract for rights of servitude or receiving certificate for right of way. The Group presents the acquired rights as intangible assets and financial liability as the acquired rights. Until 2017, related costs were capitalized for the period of 3 years. The cost is the amount of one-off fee paid at entering into the arrangement and any other fees which are considered to be unavoidable. The non-cancellable term of the contract is three years, as it is assumed that this payment is unavoidable due to the fact that there will be no significant changes in technology and topology in that time period, and the Group cannot change its routes or find other locations for ECI in a shorter time period. Accordingly, it is Group's estimate that consistent period of 3 years is the period of liability and useful life of ECI assets from each balance sheet date.

Taking into account many changes in legal environment that would cause a lot of contract modifications in the near future, the Group shortened the lease term to 1 year in 2018. Management of the Group considers that the lessor can terminate the lease if the Group does not have the user permit and that the fee is variable to certain extent and that it is optimal to have a lease term of one year for easements with indefinite term. This means that the judgment of the Group's management is that it is reasonably certain that the Group will have the access to the land provided by the easement for one year, as this is the year for which the fee is not variable and will be paid. This change in estimate has impact on decrease of financial liability and intangible assets in amount of HRK 46 millions.

Unwinding of accrued interest is recognized as an interest expense and is presented within other financial income/expense.

Customer relationships and long-term customer contracts acquired in a business combination are recognised at fair value at the acquisition date. They have a finite useful life and are subsequently carried at cost less accumulated amortisation and impairment losses.

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### e) *Intangible assets (continued)*

Useful lives of intangible assets are as follows:

Licences and rights	
Radio frequency spectrum in 2100 MHz frequency band	15 years
Radio frequency spectrum in 900/1800 MHz frequency bands	13 years
Radio frequency spectrum in 800 MHz frequency band	11-12 years
Right of servitude for Distributive Telecommunication Infrastructure (DTI)	1 year
Software, content and other assets	2-5 years or as per contract duration
Customer relationship	6.5–10.5 years
Brand	Indefinite
Long-term customer contracts	1.5-7 years

Assets under construction are not amortised.

Goodwill arises on the acquisition of subsidiaries. For the purpose of impairment testing, goodwill acquired in a business combination is allocated to each of the Group's cash generating units, or groups of cash generating units, that are expected to benefit from the synergies of the combination. Each unit or group of units to which the goodwill is allocated represents the lowest level within the Group at which the goodwill is monitored for internal management purposes. Goodwill and intangible assets with indefinite useful lives are reviewed for impairment, annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired.

Impairment for goodwill is determined by assessing the recoverable amount, based on fair value less cost of disposal, of the cash-generating unit (or group of cash-generating units), to which the goodwill relates. Where the recoverable amount of the cash-generating unit (or group of cash-generating units) is less than the carrying amount of the cash-generating unit (group of cash-generating units) to which goodwill has been allocated, an impairment loss is recognized. Impairment losses relating to goodwill cannot be reversed in future periods. The Group performs its annual impairment test of goodwill as at 31 December. Please see Note 15 for more details.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

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

An item of property, plant and equipment that qualifies for recognition as an asset is measured at its cost. The cost of an item of property, plant and equipment comprises its purchase price, including import duties and non-refundable purchase taxes, after deducting trade discounts and rebates, and any directly attributable costs of bringing the asset to its working condition and location for its intended use.

In addition to directly attributable costs, the costs of internally constructed assets include proportionate indirect material and labour costs, as well as administrative expenses relating to production or the provision of services.

Subsequent expenditure on an asset that meets the recognition criteria to be recognized as an asset or an addition to an asset is capitalized, while maintenance and repairs are charged to expense when incurred.

After recognition as an asset, an item of property, plant and equipment is measured at cost less accumulated depreciation and any accumulated impairment losses.

Each part of an item of property, plant and equipment with a cost that is significant in relation to the total cost of the item is depreciated separately.

Depreciation is computed on a straight-line basis.

Useful lives of newly acquired assets are as follows:

Buildings	10-50 years
Telecom plant and machinery	
Cables	8-18 years
Cable ducts and tubes	30 years
Other	2-15 years
Customer premises equipment (CPE)	7 years
Tools, vehicles, IT, office and other equipment	4-15 years

Land and assets under construction are not depreciated.

Useful lives, depreciation method and residual values are reviewed at each financial year-end, and if expectations differ from previous estimates, the change(s) are accounted for as a change in an accounting estimate.

Construction-in-progress represents plant and properties under construction and is stated at cost.

Depreciation of an asset begins when it is available for use.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised within 'Other expenses' in the statement of comprehensive income.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### g) *Impairment of assets*

##### *Impairment of non-financial assets*

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use amount. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

#### h) *Inventories*

Inventories are valued at the lower of cost and net realisable value, after provision for obsolete items. Net realisable value is the selling price in the ordinary course of business, less the costs necessary to make the sale. Cost is determined on the basis of weighted average cost.

Phone sets are often sold for less than cost in connection with promotions to obtain new and/or retain existing subscribers with minimum commitment periods. Such loss on the sale of equipment is only recorded when the sale occurs if the normal resale value is higher than the cost of the phone set. If the normal resale value is lower than costs, the difference is recognized as inventory impairment immediately.

#### i) *Investment property*

Investment property, principally comprising business premises and land, is held for long-term rental yields or appreciation and is not occupied by the Group. Investment property is treated as a long-term investment unless it is intended to be sold in the next year and a buyer has been identified in which case it is classified within current assets.

Investment property is carried at historical cost less accumulated depreciation and provision for impairment. Depreciation of buildings is calculated using the straight-line method to allocate their cost over their estimated useful lives of 10 to 50 years (2017: 10 to 50 years).

Subsequent expenditure is capitalised only when it is probable that future economic benefits associated with it will flow to the Group and the cost can be measured reliably. All other repairs and maintenance costs are charged to the statement of comprehensive income when incurred. If an investment property becomes owner-occupied, it is reclassified to property, plant and equipment, and its carrying amount at the date of reclassification becomes its deemed cost to be subsequently depreciated.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**2.4. Summary of accounting policies (continued)**

*j) Financial assets*

All assets are classified and measured as described below:

Classification and measurement	Classification / measurement
Assets	
<b>Current assets</b>	
Cash and cash equivalents (deposits, commercial papers)	Hold to collect / Amortized cost
Trade and other receivables	Hold to collect Amortized cost
Other financial assets	
Given loans and other receivables	Hold to collect Amortized cost
Equity instruments	Fair value through Other Comprehensive Income without recycling to Profit and Loss (FVOCI)
<b>Non-current assets</b>	
Trade and other receivables	Hold to collect Amortized cost
Other financial assets	
Given loans and other receivables	Hold to collect Amortized cost
Equity instruments	Hold to collect and sell Fair value through Other Comprehensive Income without recycling to Profit and Loss (FVOCI)

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### *j) Financial assets (continued)*

The business model reflects how the Group manages the assets in order to generate cash flows – whether the Group's objective is: (i) solely to collect the contractual cash flows from the assets (“hold to collect contractual cash flows”;) or (ii) to collect both the contractual cash flows and the cash flows arising from the sale of assets (“hold to collect contractual cash flows and sell”) or, if neither of (i) and (ii) is applicable, the financial assets are classified as part of “other” business model and measured at FVTPL.

#### *Debt instruments*

For the measurement of debt instruments, it is important which business model applies to each of them, and whether they have the characteristics of an ordinary loan, i.e. whether their cash flows consist solely of interest and principal. If they have these characteristics, and if they are not sold according to the business model but are held to maturity, they must be measured at amortized cost. If the business model aims to sell and partially hold such instruments, they are to be measured at fair value through other comprehensive income with subsequent reclassification to the income statement. In all other cases, financial assets are to be measured at fair value through profit or loss.

Receivables which are sold to Collecting Agency as way of collection are initially considered to be in the ‘held to collect’ business model and are therefore measured at amortized cost since HT initially has the credit risk and the SPPI test is satisfied.

#### *Equity instruments*

Held equity instruments include strategic investments. HT has exercised the option of valuing these in the Other comprehensive income without subsequent reclassification. The reason for this is that strategic investments do not focus on short-term profit maximization. Acquisition and sale of strategic investments are based on business policy considerations. Dividends are recognized directly in profit or loss, in case that they do not constitute a capital repayment.

#### *Collateralized financial instruments*

The only collateralized financial asset relates to reverse REPO affairs which is disclosed in note 36.

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 2.4. Summary of accounting policies (continued)

### k) *Foreign currencies*

Transactions denominated in foreign currencies are translated into local currency at the middle exchange rates of the Croatian National Bank prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into local currency at the middle exchange rates of the Croatian National Bank prevailing at the statement of financial position date. Any gain or loss arising from a change in exchange rates subsequent to the date of the transaction is included in the statement of comprehensive income within financial income or financial expense, respectively.

The results and financial position of all the Group entities (none of which has the currency of a hyper-inflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- (a) assets and liabilities for each statement of financial position presented are translated at the middle exchange rates of the Croatian National Bank prevailing at the statement of financial position date;
- (b) income and expenses for each statement of comprehensive income are translated at average exchange rates of the Croatian National Bank; and
- (c) all resulting exchange differences are recognized in statement of other comprehensive income.

### l) *Leases*

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the statement of comprehensive income on a straight-line basis over the period of the lease.

Leases of property, plant and equipment where the Group has substantially all the risks and rewards of ownership are classified as finance lease. Finance leases are capitalised at the lease's commencement at the lower of the fair value of the leased property and the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance charge. The corresponding rental obligations, net of finance charges, are included in borrowings. The interest element of the finance cost is charged to the statement of comprehensive income over the lease period so as to produce constant periodic rate of interest on the remaining balance of the liability for each period. The property, plant and equipment acquired under finance lease is depreciated over the shorter of the useful life of the assets and the lease term.

Finance leases are capitalised at the lease's inception at the fair value of the leased property or, if lower, the present value of the minimum lease payments. The corresponding rental obligations, net of finance charges, are included in other short-term and long-term payables. Each lease payment is allocated between the liability and finance cost. The property, plant and equipment acquired under finance leases is depreciated over the asset's useful life or over the shorter of the asset's useful life and the lease term if there is no reasonable certainty that the Group will obtain ownership at the end of the lease term.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### *m) Taxation*

The income tax charge is based on profit for the year and includes deferred taxes. Deferred taxes are calculated using the balance sheet method.

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes at the reporting date.

Deferred tax is determined using income tax rates that have been enacted or substantially enacted by the financial statement date and are expected to apply when the related deferred tax asset is realized or the deferred tax liability is settled.

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

Deferred income tax liabilities are provided on taxable temporary differences arising from investments in subsidiaries, associates and joint arrangements, except for deferred income tax liability where the timing of the reversal of the temporary difference is controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future.

Generally the Group is unable to control the reversal of the temporary difference for associates.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis. Deferred tax assets are recognized to the extent that it is probable that future taxable profit (or reversing deferred tax liabilities) will be available against which the temporary differences can be utilized.

Deferred tax assets and liabilities are not discounted and are classified as non-current assets and liabilities in the statement of financial position. Deferred tax assets are recognized when it is probable that sufficient taxable profits will be available against which the deferred tax assets can be utilised.

Current and deferred taxes are charged or credited in other comprehensive income if the tax relates to items that are credited or charged, in the same or a different period in other comprehensive income.

#### *n) Employee benefit obligations*

The Group provides other long-term employee benefits (Note 27). These benefits include retirement payments. The defined benefit obligation is calculated annually by independent actuary using a projected unit credit method. The projected unit credit method considers each period of service as giving rise to an additional unit of benefit entitlement and measures each unit separately to build up the final obligation.

Past service costs are recognized in the statement of comprehensive income immediately in the period in which they occur. Gains or losses on the curtailment or settlement of benefit plans are recognized when the curtailment or settlement occurs. The benefit obligation is measured at the present value of estimated future cash flows using a discount rate that is similar to the interest rate on government bonds where the currency and terms of the government bonds are consistent with the currency and estimated terms of the benefit obligation. Gains and losses resulting from changes in actuarial assumptions are recognized in other comprehensive income in the period in which they occur.

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 2.4. Summary of accounting policies (continued)

### *n) Employee benefit obligations (continued)*

The net interest cost is calculated by applying the discount rate to the net balance of the defined benefit obligation and the fair value of plan assets. This cost is included in employee benefit expense in the statement of comprehensive income.

The Group provides death in service short term benefits which are recognized as an expense of the period in which it incurred.

### *o) Revenue recognition*

Revenue is income arising in the course of the Group's ordinary activities.

A five-step model applied to recognize revenue from contracts with customers is:

Step 1: Identify the contract(s) with a customer

Step2: Identify the performance obligations in the contract

Step 3: Determine the transaction price

Step4: Allocate the transaction price to the performance obligations in the contract

Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

Revenue is recognized for each distinct performance obligation in the contract in the amount of transaction price. Transaction price is the amount of consideration in a contract to which Group expects to be entitled in exchange for transferring promised goods or services to a customer.

For contracts that contain more than one performance obligation (multiple element arrangements), Group allocates the transaction price to those performance obligations on a relative stand-alone selling price basis. The stand-alone selling price (SSP) is the price at which Company would sell a promised good or service separately to a customer.

Revenue is recognized when performance obligations are satisfied by transferring control of a promised good or service to a customer. Control of good (e.g. sale of equipment) is transferred when goods are delivered to customer, the customer has full discretion over goods and there is no unfulfilled obligation that could affect the customer's acceptance of the goods. Delivery occurs when goods have been shipped to the specific location, and the risks of obsolescence and loss have been transferred to customer. Control of good is usually transferred at point in time.

Control of services (e.g. sales of telecommunication services, maintenance services, sale of licences, etc) transfers over time or at a point in time, which affects when revenue is recorded. Revenue from providing services is recognized in the accounting period in which the services are rendered. If service realization extend to more than one accounting period both, input method (based on cost incurred) and output method (based on units/work delivered) are used to measure progress towards completion.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### *o) Revenue recognition (continued)*

Output method is used in mass market services (e.g. voice and data services provided on a monthly basis to customers) as well as in system solutions (e.g. installation of equipment, when time period between start of work and delivery of service is not too long and / or where work completed is regularly confirmed by both parties). Input method is mainly used in complex systems solution (e.g. in case of development of customer tailored maid solution which lasts longer period of time), where revenue is recognized monthly based on cost incurred in order to reflect progress towards completion in periods where mutual confirmations are still not due.

The aggregate amount of the transaction price allocated to performance obligations that are unsatisfied (or partially unsatisfied) at 31 December 2018 amounts to HRK 209 million. The Group expects to recognize this amount to revenue in next 30 months period. Group uses practical expedient not to disclose the outstanding transaction price allocated to performance obligations that are unsatisfied (or partially unsatisfied) when the revenue is recognised overtime in line with billed revenue. In determining the transaction price, an Group adjusts the promised amount of consideration for the effects of the time value of money if the timing of payments agreed to by the parties to the contract (either explicitly or implicitly) provides the customer or the Group with a significant benefit of financing the transfer of goods or services to the customer. The Group makes use of the option not to consider a significant financing component if the maximum period between delivery of a good or provision of a service and payment by the customer is one year or less. As well under the Group's policy, it is assumed that if the amount of the financing component exceeds 5% of a total contract's transaction price, this will indicate that such financing component will be deemed significant. By contrast, if the amount is 5% or lower, an entity may conclude that the financing component will not be considered significant. Based on these criteria the Group did not identify significant financing component in contracts with customers.

The Standard specifies the accounting for an individual contract with a customer. However, as a practical expedient, the Standard may be applied to a portfolio of contracts, if:

- the contracts aggregated to a portfolio possess similar characteristics, and
- applying the Standard to the portfolio does not result in a materially different result compared to accounting of single contracts.

In the Group IFRS 15 revenue is applied to portfolios of contracts as well as to single contracts. The Standard is applied to portfolios of contracts for mass market products, while for special solutions it is applied on individual contracts level. Portfolios are defined within each relevant business area and are set up based on common adjustment requirements for the individual contracts.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### *p) Cash and cash equivalents*

Cash and cash equivalents include cash on hand, demand deposits, corporate commercial papers and short-term, highly liquid investments that are readily convertible to known amounts of cash with original maturities of three months or less and which are subject to an insignificant risk of change in value. Cash and cash equivalents are carried at amortised costs because: (i) they are held for collection of contractual cash flows and those cash flows represent SPPI, and (ii) they are not designated at FVTPL.

#### *q) Borrowings*

Borrowings are recognised initially at fair value, net of transaction costs incurred and are subsequently carried at amortised cost using the effective interest method.

Mandatory convertible loan (MCL) is classified as equity and it is recognized at its nominal value which approximates its fair value.

#### *r) Provisions*

A provision is recognized when, and only when, the Group has a present obligation (legal or constructive) as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. Provisions are reviewed at each statement of financial position date and adjusted to reflect the current best estimate.

Where the effect of the time value of money is material, the amount of a provision is the present value of the expenditures expected to be required to settle the obligation. When discounting is used, the increase in provision reflecting the passage of time is recognized as financial expense.

Provisions for termination benefits are recognized when the Group is demonstrably committed to a termination of employment contracts, that is when the Group has a detailed formal plan for the termination which is without realistic possibility of withdrawal. Provisions for termination benefits are computed based on amounts paid or expected to be paid in redundancy programs.

Levies and charges, such as taxes other than income tax or regulatory fees based on information related to a period before the obligation to pay arises, are recognised as liabilities when the obligating event that gives rise to pay a levy occurs, as identified by the legislation that triggers the obligation to pay the levy. If a levy is paid before the obligating event, it is recognised as prepayment.

A number of sites and other assets are utilised which are expected to have costs associated with de-commissioning. Provision is recognized for associated cash outflows which are substantially expected to occur at the dates of exit of the assets to which they relate, which are long-term in nature, primarily in periods up to 20 years from when the asset is brought into use.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 2.4. Summary of accounting policies (continued)

#### s) *Contingencies*

Contingent assets are not recognized in the financial statements. They are disclosed when an inflow of economic benefits is probable.

Contingent liabilities are not recognized in the financial statements. They are disclosed unless the possibility of an outflow of resources embodying economic benefits is remote.

#### t) *Share-based payments*

The cost of cash-settled and equity-settled transactions is measured initially at fair value at the grant date using a binomial model, further details of which are given in Note 40. This fair value is expensed over the period until the vesting date with recognition of a corresponding liability for cash-settled and equity-settled transactions are recognised in equity. The liability is remeasured to fair value at each statement of financial position date up to and including the settlement date with changes in fair value recognized in the statement of comprehensive income.

#### u) *Events after reporting period*

Post-year-end events that provide additional information about the Group's position at the statement of financial position date (adjusting events) are reflected in the financial statements. Post-year-end events that are not adjusting events are disclosed in the notes to the consolidated financial statements when material.

#### v) *Trade payables*

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities.

#### w) *Dividend distribution*

Dividend distributions to the Group's shareholders are recognized as a liability in the Group's financial statements in the period in which the dividends are approved by the Group's shareholders.

#### x) *Earnings per share*

Earnings per share are calculated by dividing the profit attributable to equity holders of the Group by the weighted average number of ordinary shares in issue during the year excluding ordinary shares purchased by the Group and held as treasury shares.

#### y) *Contributed equity*

Ordinary shares are classified as equity. Shares held by the Group are disclosed as treasury shares and deducted from contributed equity.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 3 Business combinations

#### Crnogorski Telekom AD

In January 2017, Group signed a Sale and Purchase agreement to acquire majority shareholding in Crnogorski Telekom AD Podgorica (CT) from Magyar Telekom NYRT Hungary. The transaction was executed through purchase of a SPV entity (M-Tele d.o.o., in 2018 renamed in HT holding d.o.o.) which holds 76.53% shares of Crnogorski Telekom AD. Since the entities involved in this transaction are all part of the DT Group, the Group records all assets acquired, liabilities assumed and any non-controlling interest in the acquisition using the predecessor accounting method. The fair value of consideration transferred in this transaction was HRK 924 million.

Financial results for 2017 of Crnogorski Telekom are consolidated in the Group for entire year.

The predecessor carrying values of the assets and liabilities of Crnogorski Telekom as at the date of acquisition were:

	Value recognised at acquisition HRK millions
<b>Assets</b>	
Intangible assets	380
Goodwill	156
Property, plant and equipment	590
Non-current assets	68
Inventories	10
Trade receivables	232
Prepaid expenses and other current assets	29
Cash and cash equivalents	58
	<hr/> 1,523 <hr/>
<b>Liabilities</b>	
Long-term liabilities	37
Trade payables	239
Other liabilities and accrued expenses	104
	<hr/> 380 <hr/>
Net assets	<hr/> 1,143 <hr/>
Non-controlling interest	<hr/> (231) <hr/>
Difference recognised in equity	<hr/> 12 <hr/>
Purchase consideration transferred	924
Cash and cash equivalents acquired	(58)
Payment for acquisition of Crnogorski Telekom, net of cash acquired	<hr/> 866 <hr/>

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 3 Business combinations

OT-Optima Telekom d.d.

In 2014, the Group acquired voting shares in OT- Optima Telekom d.d. (Optima) through pre-bankruptcy settlement. Shares with a value of HRK 52 million were acquired directly through court decision by converting receivables into equity share as of 18 June 2014. An additional interest was acquired through the Mandatory Convertible Loan (MCL) instrument in the amount of HRK 69 million, as of 9 July 2014, hereby was converted into Optima equity pursuant to Management Board decision as of 23 July 2014 and approval of the Supervisory Board. These two transactions are treated as a single transaction in these consolidated financial statements.

The Group's total share in Optima amounts to 17.41% as of 31 December 2018 (31 December 2017: 17.41%). Control over Optima was obtained through transfer of managerial rights in accordance with the agreement with Zagrebačka banka d.d., the single largest shareholder of Optima.

The Croatian Competition Agency has conditionally allowed the concentration of HT with Optima based on the proposed financial and operational restructuring plan of Optima within the pre-bankruptcy settlement procedure. The Croatian Competition Agency has determined a set of measures defining the rules of conduct for a participant in concentration with regard to management and control over Optima, among which is the implementation of a so called "Chinese wall" between Optima's and HT employees, in relation to all sensitive business information with the exception of reporting of financial data necessary for consolidation.

The control of HT over Optima is limited to a period of four years starting 18 June 2014.

On 14 June 2017 HT received the Decision of the Croatian Competition Agency by which the duration of temporary management rights of the company OT-Optima Telekom d.d. for HT is prolonged for an additional three-year period, that is, until 10 July 2021.

On the same date, the Croatian Competition Agency has also reached the decision on conditional approval of the merger pursuant to the Merger Agreement of the company H1 TELEKOM d.d. and OT-Optima Telekom d.d.

As of July 2021 control by HT is automatically terminated, without the possibility of extension. One year prior to such date, HT is required to commence the process of selling all of its Optima shares, during which HT will have the right to sell Optima shares held by Zagrebačka banka as well.

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 3 Business combinations

The purchase consideration for H1 TELEKOM d.d. was a share issuance of Optima Telekom d.d.. The fair value of these shares was based on the HRK 7.31 share price on 30 June 2017, which amounted to HRK 54 millions.

The fair value of the identifiable assets and liabilities of H1 TELEKOM d.d. as at the date of acquisition were:

	Fair value recognised at acquisition  HRK millions
<b>Assets</b>	
Intangible assets	101
Property, plant and equipment	61
Trade receivables	23
Prepaid expenses and other current assets	1
Cash and cash equivalents	<u>1</u>
	<u>187</u>
<b>Liabilities</b>	
Long-term borrowings	33
Issued bonds	41
Long-term payables	38
Short-term borrowings	12
Short-term payables	78
Other liabilities and accrued expenses	<u>19</u>
	<u>221</u>
Total identifiable net assets at fair value	<u>(34)</u>
Goodwill arising on acquisition	<u>88</u>

Intangible assets acquired consist of customer relationships and brand.

The goodwill arising on acquisition is attributable to economies of scale which are expected to be realised mainly through cost reductions synergies within Optima.

After the date of acquisition and subsequent consolidation of H1 into the financial statements of the Group for 2017, H1 has contributed HRK 65 million of revenues and HRK 2 million of loss to the Group.

If the acquisition had taken place at the beginning of the year, Group consolidated revenue for 2017 would have been HRK 7,806 million, and net profit of the Group would have been HRK 860 million for the year.

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 4 Segment information

The business reporting format of the Group for purpose of segment reporting is determined to be Residential, Business, Network and Support Function, Optima Telekom and Crnogorski Telekom as the Group's risks and rates of return are affected predominantly by differences in the market and customers. The segments are organised and managed separately according to the nature of the customers and markets that the services rendered, with each segment representing a strategic business unit that offers different products and services.

The Residential Segment includes marketing, sales and customer services, focused on providing mobile, fixed line telecommunications, electricity and TV distribution and services to residential customers.

The Business Segment includes marketing, sales and customer services, focused on providing mobile and fixed line telecommunications, electricity and systems integration services to corporate customers, small- and medium-sized businesses and the public sector. The Business Segment is also responsible for the wholesale business in both fixed and mobile services.

The Network and Support Functions segment performs cross-segment management and support functions, and includes the Technology, Procurement, Accounting, Treasury, Legal and other central functions. The Network and Support Functions is included in segment information as a voluntary disclosure since it does meet the criteria for an operating segment.

The Optima Telekom segment includes the contribution of all Optima Telekom's functions to Group financial results following the same reporting structure as used for other operating segments, except revenue details that are only reported in the whole amount on the Miscellaneous revenue line. According to the restrictions introduced by the regulator, access to Optima Telekom revenue information is limited.

The Crnogorski Telekom segment includes the contribution of all Crnogorski Telekom's functions to Group financial results following the same reporting structure as used for other operating segments.

The Management Board, as the chief operating decision maker, monitors the operating results of business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on contribution margin or segment result (as calculated in the table below).

The Group's geographical disclosures are based on the geographical location of its customers.

Management of the Group does not monitor assets and liabilities by segments and therefore this information has not been disclosed. Fully owned subsidiaries Iskon Internet, Combis, KDS, E-tours (that are owned through HT holding d.o.o.) are consolidated within the respective operating segments to which they relate.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**4 Segment information (continued)**

The following tables present revenue and results information regarding the Group's segments:

Year ended 31 December 2017	Residential	Business	Network and Support functions	Optima Telekom consolidated	Crnogorski Telekom consolidated	Total
	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million
Net revenue	3,754	2,883	-	483	636	7,756
<i>Mobile revenue</i>	1,953	1,035	-	-	317	3,305
<i>Fixed revenue</i>	1,764	1,038	-	483	284	3,569
<i>System solutions revenue</i>	-	696	-	-	35	731
<i>Miscellaneous revenue</i>	37	114	-	-	-	151
Usage related direct costs	(202)	(228)	-	(84)	(54)	(568)
Income and losses on accounts receivable	(28)	(61)	-	(3)	(9)	(101)
Contribution margin I	3,524	2,594	-	396	573	7,087
Non-usage related direct costs	(626)	(929)	-	(11)	(110)	(1,676)
Segment result (contribution margin II)	2,898	1,665	-	385	463	5,411
Other operating income	-	-	166	4	4	174
Other operating expenses	(363)	(407)	(1,458)	(119)	(251)	(2,598)
Depreciation, amortization and impairment of non-current assets	-	-	(1,531)	(177)	(161)	(1,869)
<b>Operating profit</b>	<b>2,535</b>	<b>1,258</b>	<b>(2,823)</b>	<b>93</b>	<b>55</b>	<b>1,118</b>
Year ended 31 December 2018						
Net revenue	3,720	2,912	-	526	625	7,783
<i>Mobile revenue</i>	2,031	1,094	-	-	325	3,450
<i>Fixed revenue</i>	1,651	977	-	526	261	3,415
<i>System solutions revenue</i>	-	762	-	-	39	801
<i>Miscellaneous revenue</i>	38	79	-	-	-	117
Usage related direct costs	(240)	(230)	-	(86)	(45)	(601)
Income and losses on accounts receivable	(43)	(13)	-	(4)	(11)	(71)
Contribution margin I	3,437	2,669	-	436	569	7,111
Non-usage related direct costs	(621)	(945)	-	(19)	(116)	(1,701)
Segment result (contribution margin II)	2,816	1,724	-	417	453	5,410
Other operating income	-	-	152	9	6	167
Other operating expenses	(386)	(364)	(1,359)	(113)	(224)	(2,446)
Depreciation, amortization and impairment of non-current assets	-	-	(1,443)	(119)	(168)	(1,730)
<b>Operating profit</b>	<b>2,430</b>	<b>1,360</b>	<b>(2,650)</b>	<b>194</b>	<b>67</b>	<b>1,401</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**4 Segment information (continued)**

*Revenue by geographical area*

	2018 HRK million	2017 HRK million
Republic of Croatia	6,533	6,606
Rest of the world	1,250	1,150
	<b>7,783</b>	<b>7,756</b>

The majority of the Group's assets are located in Croatia.

None of the Group's external customers represent a significant source of revenue.

*Revenue by category*

	2018 HRK million	2017 HRK million
Revenue from rendering of services	6,416	6,784
Revenue from sale of goods and merchandise	1,367	972
	<b>7,783</b>	<b>7,756</b>

Analysis of revenue by category under revenue recognition guidance effective from 1 January 2018.

**5 Other operating income**

	2018 HRK million	2017 HRK million
Gain from sale of non-current assets	17	72
Rental income	34	30
Income from penalties and damage compensations	13	11
Income from assets received free of charge	7	11
Liabilities write off	19	2
Sale of waste	2	2
Sale of energy business	30	-
Other income	45	46
	<b>167</b>	<b>174</b>

The Group concluded in May 2018 a contract with the company RWE Hrvatska d.o.o., thereby initiating the process of the transfer of its electric energy business segment to RWE Hrvatska d.o.o..

Upon the obtaining of all necessary regulatory approvals and following the payout of the purchase price in amount of HRK 30 millions, the sale transaction of electric energy business to the buyer RWE Hrvatska d.o.o. has been concluded in September 2018.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**6 Merchandise, material and energy expenses**

	2018	2017
	HRK million	HRK million
Cost of goods sold	1,371	1,282
Energy costs	130	116
Energy sales costs	98	169
Cost of raw material and supplies	26	32
Cost of services sold	8	-
Arrangement sales cost	17	13
	<u>1,650</u>	<u>1,612</u>

**7 Service expenses**

	2018	2017
	HRK million	HRK million
Domestic interconnection	231	253
International interconnection	370	316
Other services	210	206
	<u>811</u>	<u>775</u>

**8 Depreciation, amortization and impairment of non-current assets**

	2018	2017
	HRK million	HRK million
Depreciation	883	1,036
Amortization	823	734
	<u>1,706</u>	<u>1,770</u>
Impairment loss	24	99
	<u>1,730</u>	<u>1,869</u>

Notes 15, 16 and 17 disclose further details on amortization and depreciation expense and impairment loss.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**9 Employee benefits expenses**

	2018 HRK million	2017 HRK million
Gross salaries without contribution	683	649
Taxes, contribution and other payroll costs	189	188
Contribution from gross salaries	165	163
Redundancy expenses (Note 28)	48	72
Amortisation of capitalised cost to obtain contract	1	-
Long-term employee benefits	1	1
	<u>1,087</u>	<u>1,073</u>

**10 Other expenses**

	2018 HRK million	2017 HRK million
Licence cost	196	326
Maintenance services	310	324
Rent (Note 33)	175	162
Contract workers	107	132
Advertising	124	130
Selling commissions	63	127
Amortisation of capitalised cost to obtain contract	46	-
Non-income taxes and contribution	47	57
Call centre and customer care support	43	40
Postal expenses	37	38
Provisions for charges and risks	13	33
Education and consulting	31	31
Expenses related to customers acquisition	8	14
Daily allowances and other costs of business trips	16	14
Expenses from penalties and damage compensations	7	14
Discounts granted to customers	13	11
Insurance	13	11
Write down of inventories	7	5
Loss on disposal of fixed assets	1	2
Other operating charges	66	69
	<u>1,323</u>	<u>1,540</u>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**11 Finance income**

	2018 HRK million	2017 HRK million
Interest income	10	8
Foreign exchange gains	18	29
Income from sale of bonds	-	1
	<u>28</u>	<u>38</u>

**12 Finance cost**

	2018 HRK million	2017 HRK million
Interest expense	114	122
Foreign exchange loss	22	52
Other	3	-
	<u>139</u>	<u>174</u>

**13 Income tax expense**

a) *Tax on profit*

	2018 HRK million	2017 HRK million
Current tax expense	242	217
Deferred tax expense	(8)	(37)
	<u>234</u>	<u>180</u>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**13 Income tax expense (continued)**

*b) Reconciliation of the taxation charge to the income tax rate*

	2018 HRK million	2017 HRK million
Profit before tax	1,293	984
Income tax at 18% (domestic rate)	233	177
Tax effect of:		
Expenses not deductible for tax purposes	9	8
Tax effects of tax loss carry forward for which no deferred income tax asset was recognised	-	(1)
Effect of different tax rates	(8)	(6)
Tax paid abroad	1	-
Other	(1)	2
	<b>234</b>	<b>180</b>
Effective tax rate	18.10%	18.29%

The Group utilized a tax incentive in previous periods in respect of reinvesting profit and increasing the share capital in the same amount. If subsequently the capital that was increased by reinvested profit is decreased, this may result in a future tax liability for the Group. The Group believes a future tax liability will not arise in this regard.

As at 1 January 2018, the Group achieved an increase in opening retained earnings from the application of new accounting standards in the amount of HRK 172 million. The tax effect of this event is HRK 39 million, which will be included in the tax returns of the companies, which reduced the starting effect of HRK 211 million.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**13 Income tax expense (continued)**

Components and movements of deferred tax assets and liabilities are as follows:

Deferred tax assets and liabilities recognized in:	31 December 2018 HRK million	(charged) / credited in 2018 HRK million	31 December 2017 HRK million	(charged) / credited in 2017 HRK million	Acquisition of Crnogorski Telekom HRK million	31 December 2016 HRK million
<i>Statement of comprehensive income</i>						
Non-tax deductible provisions	15	7	8	(3)	-	11
Property, plant and equipment write down	43	(2)	45	13	-	32
Accrued interest on legal cases	3	(2)	5	4	-	1
Losses	11	(3)	14	14	-	-
Other	23	5	18	3	-	15
<b>Deferred tax asset</b>	<b>95</b>	<b>5</b>	<b>90</b>	<b>31</b>	<b>-</b>	<b>59</b>
<i>Statement of comprehensive income</i>						
Purchase price allocation adjustments	23	(4)	27	(6)	-	33
Upward revaluation of fixed assets	18	1	17	-	17	-
	<b>41</b>	<b>(3)</b>	<b>44</b>	<b>(6)</b>	<b>17</b>	<b>33</b>
<i>Other comprehensive income</i>						
Actuarial gains and losses	3	-	3	-	-	3
<b>Deferred tax liability</b>	<b>44</b>	<b>(3)</b>	<b>47</b>	<b>(6)</b>	<b>17</b>	<b>36</b>

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### 13 Income tax expense (continued)

Deferred tax assets have been recognised for all deductible temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilised. Deferred tax assets have not been discounted. Out of total deferred tax assets, current portion amounts to HRK 40 million.

Deferred tax asset arises on the property, plant and equipment impairment, on provision of impairment of receivables and inventories (materials, merchandise), and related to accruals and provisions and other temporary differences.

There are no formal procedures in the Republic of Croatia to agree the final level of tax charge upon submission of the declaration for corporate tax and VAT. However, such tax settlements may be subject to review by the relevant tax authorities during the limitation period of six years. The limitation period of six years starts with the year that follows the year of submission of tax declarations, i.e. 2020 for the 2018 tax liability.

The Group recognised deferred income tax assets of HRK 11 million in respect of losses amounting to HRK 59 million that can be carried forward against future taxable income. These losses relate to subsidiaries of the Group.

In 2015, the tax authorities started conducting a supervision review of HT's corporate tax and VAT returns for the year ended 2014. Currently issuing of the second instance resolution is expected.

Losses expires in:	HRK million
2019	11
2021	25
2022	23
	59

#### 14 Earnings per share

Basic earnings per share amounts are calculated by dividing net profit for the year attributable to ordinary equity holders of the Group by the weighted average number of ordinary shares outstanding during the year.

Diluted earnings per share amounts are equal to basic earnings per share since there are no dilutive potential ordinary shares or share options.

The following reflects the income and share data used in the basic and diluted earnings per share computations:

	2018	2017
Profit for the year attributable to ordinary equity holders of the Company in HRK million	1,062	863
Weighted average number of ordinary shares for basic earnings per share	81,427,562	81,833,631
	<b>HRK 13.03</b>	<b>HRK 10.55</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**15 Intangible assets**

	Licences	Software	Goodwill	Other assets	Assets under construction	Total
	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million
<b>As at 1 January 2018</b>						
Cost	497	3,361	252	1,300	129	5,539
Accumulated amortization and impairment losses	(204)	(2,879)	-	(718)	-	(3,801)
<b>Net book value</b>	<b>293</b>	<b>482</b>	<b>252</b>	<b>582</b>	<b>129</b>	<b>1,738</b>
<b>Year ended 31 December 2017</b>						
Opening net book value	293	482	252	582	129	1,738
Acquisition of CT (Note 3)	183	105	156	19	73	536
Acquisition of H1 (Note 3)	-	1	88	100	-	189
Additions	14	221	-	476	151	862
Transfers	62	102	-	(40)	(112)	12
Amortization charge	(82)	(277)	-	(375)	-	(734)
Impairment loss	-	(1)	(40)	(23)	-	(64)
<b>Net book value</b>	<b>470</b>	<b>633</b>	<b>456</b>	<b>739</b>	<b>241</b>	<b>2,539</b>
<b>As at 31 December 2017</b>						
Cost	757	3,775	496	1,849	241	7,118
Accumulated amortization and impairment losses	(287)	(3,142)	(40)	(1,110)	-	(4,579)
<b>Net book value</b>	<b>470</b>	<b>633</b>	<b>456</b>	<b>739</b>	<b>241</b>	<b>2,539</b>
<b>Year ended 31 December 2018</b>						
Opening net book value	470	633	456	739	241	2,539
Additions	27	294	-	367	184	872
Change in estimate	-	-	-	(46)	-	(46)
Transfers	20	161	-	27	(189)	19
Disposal	-	-	-	(14)	-	(14)
Amortization charge	(67)	(366)	-	(390)	-	(823)
Foreign exchange difference	1	(9)	-	-	-	(8)
<b>Net book value</b>	<b>451</b>	<b>713</b>	<b>456</b>	<b>683</b>	<b>236</b>	<b>2,539</b>
<b>As at 31 December 2018</b>						
Cost	806	4,217	496	2,144	236	7,899
Accumulated amortization and impairment losses	(355)	(3,504)	(40)	(1,461)	-	(5,360)
<b>Net book value</b>	<b>451</b>	<b>713</b>	<b>456</b>	<b>683</b>	<b>236</b>	<b>2,539</b>

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 15 Intangible assets (continued)

The intangible assets of the Group as at 31 December 2018 include five licences for use of the radio frequency spectrum (Notes 2.4. e) and 39 b)).

Other assets mainly consist of brand, customer relationships, capitalised content contracts (HRK 286 million) and capitalised cost of electronic communication infrastructure.

Assets under construction primarily relate to software and the various licences for the use of software.

Intangible assets with indefinite useful life consist of brand name related to Optima Telekom d.d. Carrying value as at 31 December 2018 is HRK 61 million (31 December 2017: HRK 61 million).

### *Additions of intangible assets*

Major additions in 2018 relate to capitalised content costs in the amount of HRK 267 million, application, system and network technology software and user licences in the amount of HRK 294 million and capitalised cost of electronic communication infrastructure in amount of HRK 97 million.

### *Disposal of intangible assets*

The disposal of intangible assets primarily relates to the disposal of capitalized ECI costs in gross amount of HRK 53 million and software HRK 15 million (2017: HRK 20 million).

### *Impairment testing of goodwill*

Goodwill is allocated to the Group's cash-generating units (CGUs) identified according to operating segment. An operating segment-level summary of the goodwill allocation is presented below:

	31 December 2018 HRK million	31 December 2017 HRK million
Residential	55	55
Business	107	107
Optima Telekom consolidated	138	138
Crnogorski Telekom	156	156
	<b>456</b>	<b>456</b>

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 15 Intangible assets (continued)

### *Impairment testing of goodwill (continued)*

The key assumptions used for fair value less cost of disposal calculations are as follows:

	Optima Telekom consolidated		Crnogorski Telekom	Residential		Business	
	31 December 2018	31 December 2017	31 December 2018	31 December 2018	31 December 2017	31 December 2018	31 December 2017
Growth rate	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
Discount rate	8.99%	9.53%	9.05%	7.81%	8.96%	7.81%	8.96%

The recoverable amount of a CGU is determined based on fair value less cost of disposal calculations. The key assumptions reflect past experience and expectations of market development, particularly the development of revenue, market share, customer acquisition and retention cost, capital expenditures and growth rate. The growth rate does not exceed the long-term average growth rate for the industry in which the CGU operates. The weighted average growth rate is used to extrapolate cash flows beyond the budgeted period and pre-tax discount rate is applied to the cash flow projections. The costs of central functions (Management and Administration) have been allocated between the segments for the purpose of impairment testing based on internal secondary cost allocation, using defined planned internal products. Forecast period is 10 years.

### *Impairment testing of brand*

Optima has registered the name and trade mark "Optima" as intellectual property rights. Brand is an indefinite – lived asset, and it is tested for impairment annually using the Relief from Royalty method. The brand value represents the net present value of the projected brand earnings, discounted using the pre-tax discount rate on projected cash flows. The net present value calculation comprises both the explicit five and a half year projections and the terminal period, as this reflects the brands ability to create revenues in perpetuity. The growth rate of projected cash flows and the discount rate used is the same as the key assumptions utilised in the impairment testing of goodwill (reflected above).

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**16 Property, plant and equipment**

	Land and buildings	Telecom plant and machinery	Tools, vehicles, IT and office equipment	Assets under construction	Total
	HRK million	HRK million	HRK million	HRK million	HRK million
<b>As at 1 January 2017</b>					
Cost	2,274	12,967	978	425	16,644
Accumulated depreciation and impairment losses	(1,387)	(8,858)	(823)	-	(11,068)
<b>Net book value</b>	<b>887</b>	<b>4,109</b>	<b>155</b>	<b>425</b>	<b>5,576</b>
<b>Year ended 31 December 2017</b>					
Opening net book value	887	4,109	155	425	5,576
Acquisition of CT (Note3)	153	384	6	47	590
Acquisition of H1 (Note 3)	1	56	-	4	61
Additions	28	581	44	363	1,016
Transfers	35	290	12	(349)	(12)
Disposals	(19)	(1)	-	-	(20)
Depreciation charge	(81)	(886)	(68)	-	(1,035)
Impairment loss	-	(36)	-	-	(36)
<b>Net book value</b>	<b>1,004</b>	<b>4,497</b>	<b>149</b>	<b>490</b>	<b>6,140</b>
<b>As at 31 December 2017</b>					
Cost	2,472	14,090	940	490	17,992
Accumulated depreciation and impairment losses	(1,468)	(9,593)	(791)	-	(11,852)
<b>Net book value</b>	<b>1,004</b>	<b>4,497</b>	<b>149</b>	<b>490</b>	<b>6,140</b>
<b>Year ended 31 December 2018</b>					
Opening net book value	1,004	4,497	149	490	6,140
Additions	14	493	28	463	998
Transfers	20	324	16	(379)	(19)
Disposals	(20)	(14)	(1)	-	(35)
Depreciation charge	(78)	(742)	(62)	-	(882)
Impairment loss	-	(9)	-	-	(9)
Foreign exchange difference	(1)	3	2	-	4
<b>Net book value</b>	<b>939</b>	<b>4,552</b>	<b>132</b>	<b>574</b>	<b>6,197</b>
<b>As at 31 December 2018</b>					
Cost	2,494	14,520	959	574	18,547
Accumulated depreciation and impairment losses	(1,555)	(9,968)	(827)	-	(12,350)
<b>Net book value</b>	<b>939</b>	<b>4,552</b>	<b>132</b>	<b>574</b>	<b>6,197</b>

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### **16 Property, plant and equipment (continued)**

Included within assets under construction of the Group are major spare parts of HRK 5 million (31 December 2017: HRK 5 million).

Beginning in 2001, the Group has performed additional procedures which have provided support for the existence of legal title to land and buildings transferred from HPT s.p.o. under the Separation Act of 10 July 1998. The Group is still in the process of formally registering this legal title.

The Group does not have any material property, plant and equipment held for disposal.

#### *Additions of property, plant and equipment*

Major additions in 2018 relate to infrastructure and network equipment.

#### *Impairment loss*

In 2018, the Group recognized an impairment loss on property, plant and equipment of HRK 9 million (2017: HRK 36 million) mostly relating to change of equipment due to transfer to newer technology. The recoverable amount of that equipment is its estimated fair value less costs of disposal, which is based on the best information available to reflect the amount that the Group could obtain, at the statement of financial position date, from the disposal of the asset in an arm's length transaction between knowledgeable, willing parties, after deducting the costs of disposal

#### *Disposal of property, plant and equipment*

The disposal of the property, plant and equipment primarily relates to the disposal of telecom switches and devices, old tools, IT, office equipment and vehicles in the gross amount of HRK 478 million (2017: HRK 405 million).

#### *Ownership over ducts*

Although assets (including the ducts as a part of the infrastructure) were transferred from the legal predecessor of the Company, HPT Public Company, by virtue of the Law on Separation of Croatian Post and Telecommunication and contributed by the Republic of Croatia to the share capital at the foundation of the Company on 1 January 1999, according to other Croatian legislation, which is also known as Distributive Telecommunication Infrastructure (DTI, TI or ducts), does not have all the necessary documents (building, use permits etc.) which may be relevant to the issue of proving the ownership towards third parties. Some claims of ownership over these assets by the local authorities (the City of Zagreb) may have a material effect on the financial statements in the case that HT will not be able to prove its ownership rights for such ducts. However, HT management believes the likelihood of occurrence of such circumstances is remote. Therefore, no adjustments were made to these financial statements in respect of this matter.

The net book value of all the Group's ducts as at 31 December 2018 is HRK 878 million (31 December 2017: HRK 862 million).

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**16 Property, plant and equipment (continued)**

*Leased assets*

Equipment includes the following amounts where the Group is a lessee under a finance lease:

	31 December 2018 HRK million	31 December 2017 HRK million
Cost	84	97
Accumulated depreciation	(37)	(41)
<b>Net book value</b>	<b>47</b>	<b>56</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**17 Investment property**

	HRK million
<b>As at 1 January 2017</b>	
Cost	83
Accumulated depreciation	<u>(39)</u>
<b>Net book value</b>	<b><u>44</u></b>
<b>Year ended 31 December 2017</b>	
Opening net book value	44
Additions	-
Disposals	(8)
Depreciation charge	<u>(1)</u>
<b>Net book value</b>	<b><u>35</u></b>
<b>As at 31 December 2017</b>	
Cost	60
Accumulated depreciation	<u>(25)</u>
<b>Net book value</b>	<b><u>35</u></b>
<b>Year ended 31 December 2018</b>	
Opening net book value	35
Additions	2
Depreciation charge	(1)
Impairment loss	<u>(15)</u>
<b>Net book value</b>	<b><u>21</u></b>
<b>As at 31 December 2018</b>	
Cost	50
Accumulated depreciation	<u>(29)</u>
<b>Net book value</b>	<b><u>21</u></b>

The Group has classified unoccupied buildings and undeveloped land as investment property.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 18 Investments accounted for using the equity method

The net book value of investments accounted for using the equity method comprises (financial information for 2018 represents estimations as HT d.d. Mostar and HP d.o.o. Mostar did not issue their financial statements up to the date of issuing consolidated financial statements of HT Group):

	31 December 2018 HRK million	31 December 2017 HRK million
<i>Joint venture HT d.d. Mostar:</i>		
As at 1 January	377	375
Share of profit	3	2
Dividends paid	-	-
As at 31 December	<u>380</u>	<u>377</u>
<i>Associate HP d.o.o. Mostar:</i>		
As at 1 January	2	2
Share of (loss) / profit	-	-
(Impairment loss) / reversal of impairment loss	-	-
As at 31 December	<u>2</u>	<u>2</u>
	<b><u>382</u></b>	<b><u>379</u></b>

#### a) *Investment in joint venture:*

The Group has an ownership interest of 39.1% in its joint venture HT d.d. Mostar which is incorporated in the Federation of Bosnia and Herzegovina. The principal activity of this company is provision of telecommunication services.

All decisions made by the Management Board and all decisions made by the Supervisory Board have to be approved by both of the majority shareholders. Therefore, the investment is classified as a jointly controlled entity. The rest of the company is mainly owned by the Federation of Bosnia and Herzegovina (50.10%).

The Group's share in HT d.d. Mostar profit for the year ended 31 December 2018 is recognized in the statement of comprehensive income in the amount of HRK 3 million (2017: HRK 2 million).

In 2018, HT did not receive any dividend from HT d.d. Mostar (2017: HRK 0 million).

#### b) *Investment in associate:*

The Group has an ownership interest of 30.29% in its associate HP d.o.o. Mostar which is incorporated in the Federation of Bosnia and Herzegovina. The principal activity of the associate is provision of postal services.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

18 Investments accounted for using the equity method (continued)

Summarised financial information for investments accounted for using the equity method is as follows:

<i>Summarised statement of financial position:</i>	31 December 2018	31 December 2017
	HRK million Estimated	HRK million Actual
<i>Joint venture HT d.d. Mostar:</i>		
<b>Current</b>		
Cash and cash equivalents	108	131
Other current assets	166	156
<b>Total current assets</b>	<b>274</b>	<b>287</b>
Financial liabilities	1	1
Other current liabilities	168	212
<b>Total current liabilities</b>	<b>169</b>	<b>213</b>
<b>Non-current</b>		
<b>Non-current assets</b>	<b>1,175</b>	<b>1,182</b>
Financial liabilities	8	8
Other liabilities	14	8
<b>Total non-current liabilities</b>	<b>22</b>	<b>16</b>
<b>Net assets</b>	<b>1,258</b>	<b>1,240</b>
<i>Associate HP d.o.o. Mostar:</i>		
<b>Current</b>		
Cash and cash equivalents	17	14
Other current assets	12	20
<b>Total current assets</b>	<b>29</b>	<b>34</b>
Financial liabilities	-	-
Other current liabilities	11	11
<b>Total current liabilities</b>	<b>11</b>	<b>11</b>
<b>Non-current</b>		
<b>Non-current assets</b>	<b>67</b>	<b>63</b>
Financial liabilities	-	-
Other liabilities	2	2
<b>Total non-current liabilities</b>	<b>2</b>	<b>2</b>
<b>Net assets</b>	<b>83</b>	<b>84</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

18 Investments accounted for using the equity method (continued)

*Summarised statement of comprehensive income:*

	2018 HRK million Estimated	2017 HRK million Actual
<i>Joint venture HT d.d. Mostar:</i>		
Revenue	808	890
Depreciation and amortisation	(222)	(222)
Interest income	9	3
Interest expense	(1)	(3)
<i>Pre-tax profit</i>	9	4
<i>Income tax expense</i>	(1)	-
<i>Net income</i>	8	4
<i>Dividends received</i>		
<i>Associate HP d.o.o. Mostar:</i>		
Revenue	94	95
Depreciation and amortisation	(4)	(4)
Interest income	1	1
Interest expense	-	-
<i>Pre-tax gain / (loss)</i>	1	1
<i>Income tax expense</i>	-	-
<i>Net income</i>	1	1
<i>Dividends received</i>	-	-

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**18 Investments accounted for using the equity method (continued)**

<i>Reconciliation of summarised financial information</i>	31 December 2018 Estimated HRK million	31 December 2017 Actual HRK million
<i>Joint venture HT d.d. Mostar</i>		
Opening net assets 1 January	1,240	1,240
Profit for the period	8	4
Dividends paid	-	-
Foreign currency translation	10	(4)
Closing net assets	<u>1,258</u>	<u>1,240</u>
<i>Interest in joint venture 39.10%</i>	492	485
<i>Foreign currency translation</i>	5	12
<i>Impairment</i>	(120)	(120)
<i>Carrying value</i>	<u>377</u>	<u>377</u>
<i>Associate HP d.o.o. Mostar</i>		
Opening net assets 1 January	84	84
Profit / (loss) for the period	1	-
Foreign currency translation	(1)	-
Closing net assets	<u>84</u>	<u>84</u>
<i>Interest in associates 30.29%</i>	25	25
<i>Foreign currency translation</i>	2	2
<i>Impairment</i>	(25)	(25)
<i>Carrying value</i>	<u>2</u>	<u>2</u>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**19 Financial asset at fair value through other comprehensive income**

Financial assets at fair value through other comprehensive income, include the following:

<i>Issuer</i>	<i>Credit rating</i>	<i>Currency</i>	<i>Maturity</i>	31 December 2018	31 December 2017
				HRK million	HRK million
<i>Foreign bonds:</i>					
Deutsche Telekom International Finance B.V.	BBB+	EUR	3 April 2020	924	945
Other				2	3
<b>Total non current financial assets</b>				<b>926</b>	<b>948</b>

Interest rate on foreign bond is 0.033%.

The estimated fair value of investments in bonds at 31 December 2018 is determined by reference to their market value offered on the secondary capital market, which is an active market, at the statement of financial position date and belongs to Bucket 1 under the financial instruments measurement hierarchy category. There were no classification changes among financial instruments fair value hierarchy categories in 2018 in comparison to 2017, and the bond belongs to Stage 1 of credit risk grading system as there is no decline in credit rating.

The only change relates to application of general approach of expected credit loss in measurement of financial assets.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**20 Inventories**

	31 December 2018 HRK million	31 December 2017 HRK million
Merchandise	113	105
Inventories and spare parts	23	23
	<u>136</u>	<u>128</u>

**21 Trade and other receivables**

	31 December 2018 HRK million	31 December 2017 HRK million
Trade receivables	177	128
Loans to employees	81	79
Prepayments to regulator	102	-
Other receivables	32	41
Non-current	<u>392</u>	<u>248</u>
Trade receivables	1,485	1,551
Loans to employees	20	21
Other receivables	43	58
Current	<u>1,548</u>	<u>1,630</u>
	<u><b>1,940</b></u>	<u><b>1,878</b></u>

During 2013, the Group entered into several prebankruptcy settlements with its debtors which stipulate that part of reported current trade receivables is converted to non-current receivables (31 December 2018: HRK 10 million) with maturities up to 5 years.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**21 Trade and other receivables (continued)**

The aging analysis of trade receivables is as follows:

	Total HRK million	Current HRK million	31-60 days HRK million	61-90 days HRK million	91-180 days HRK million	>180 days HRK million
<b>31 December 2018</b>						
Gross carrying amount - trade receivables	<b>2,678</b>	1,380	66	30	38	1,164
Loss allowance	<b>(1,193)</b>	(31)	(5)	(3)	(15)	(1,139)
<b>Net amount – trade receivables</b>	<b>1,485</b>	1,349	61	27	23	25
Gross carrying amount - contract assets	<b>357</b>	-	-	-	-	-
Loss allowance	<b>(15)</b>	-	-	-	-	-
<b>Net amount – contract assets</b>	<b>342</b>	-	-	-	-	-
<b>1 January 2018</b>						
Gross carrying amount - trade receivables	<b>2,794</b>	1,340	66	42	83	1,263
Loss allowance	<b>(1,290)</b>	(34)	(6)	(4)	(14)	(1,232)
<b>Net amount – trade receivables</b>	<b>1,504</b>	1,306	60	38	69	31
Gross carrying amount - contract assets	<b>249</b>	-	-	-	-	-
Loss allowance	<b>(13)</b>	-	-	-	-	-
<b>Net amount – contract assets</b>	<b>236</b>	-	-	-	-	-

The aging analysis of trade receivables as of 31 December 2017 was as follows:

	Total HRK million	Neither past due nor impaired HRK million	Past due but not impaired				
			< 30 days HRK million	31-60 days HRK million	61-90 days HRK million	91-180 days HRK million	>180 days HRK million
31 December 2017	1,551	1,220	154	58	35	62	22

As at 31 December 2017, trade receivables with a nominal value of HRK 1,243 million were deemed impaired and fully provided for, and refer to mainly receivable past-due over 180 days.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**21 Trade and other receivables (continued)**

The following table explains the changes in the credit loss allowance for trade receivables under simplified ECL model between the beginning and the end of the annual period:

	Contract assets HRK million	Trade receivables HRK million
<b>As at 1 January 2018</b>	<b>13</b>	<b>1,290</b>
Changes in estimates and assumptions	5	122
Financial assets derecognised during the period	-	(51)
Total credit loss allowance charge in profit and loss for the period	5	71
Write-offs	(3)	(168)
<b>As at 31 December 2018</b>	<b>15</b>	<b>1,193</b>

Effect of initial application of IFRS 9 simplified method on trade receivables amounts to HRK 47 millions on 1 January 2018.

Movements in the impairment provision for trade receivables during 2017 are as follows:

	2017 HRK million
As at 1 January 2017	1,068
Acquisition of Crnogorski Telekom	152
Acquisition of H1	27
Charge for the year	152
Unused amounts reversed	(51)
Receivables written-off	(105)
<b>As at 31 December 2017</b>	<b>1,243</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**22 Assets and liabilities arising from contracts with customers**

The Group has recognized following assets and liabilities related to contracts with customers:

	31 December 2018 HRK million	1 January 2018 HRK million
Current contract asset resulting from		
Equipment and service sales	164	124
Value adjustment	(10)	(10)
Cost to obtain a contract	49	58
<b>Total current contract asset</b>	<b>203</b>	<b>172</b>
Non current contract asset resulting from		
Equipment and service sales	55	28
Value adjustment	(5)	(3)
Cost to obtain a contract	89	39
<b>Total non current contract asset</b>	<b>139</b>	<b>64</b>
Current contract liabilities resulting from		
Deferred income	52	64
<b>Total current contract liabilities</b>	<b>52</b>	<b>64</b>

**23 Prepayments**

Prepayments mainly consist of prepaid liabilities for concession fees towards regulator in amount of HRK 123 million (2017: HRK 178 million).

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**24 Cash and cash equivalents and bank deposits**

a) *Cash and cash equivalents*

Cash and cash equivalents comprise the following amounts:

	31 December 2018 HRK million	31 December 2017 HRK million
Cash on hand and balances with banks	1,643	1,493
Commercial papers	1,079	1,080
Time deposits with maturity less than 3 months	415	425
Secured deposits (reverse REPO agreements)	-	154
	<u>3,137</u>	<u>3,152</u>

b) *Currency breakdown of cash and cash equivalents and time deposits:*

	31 December 2018 HRK million	31 December 2017 HRK million
HRK	2,700	2,843
EUR	319	254
USD	86	66
BAM	31	23
RSD	1	3
	<u>3,137</u>	<u>3,189</u>

c) *Time deposits with maturities more than 3 months*

	31 December 2018 HRK million	31 December 2017 HRK million
Foreign bank	-	37
Domestic banks	-	-
	<u>-</u>	<u>37</u>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**24 Cash and cash equivalents and bank deposits (continued)**

*d) Guarantee deposits*

	Current		Non-current	
	31 December 2018 HRK million	31 December 2017 HRK million	31 December 2018 HRK million	31 December 2017 HRK million
Foreign bank	-	2	-	3
Domestic banks	1	1	3	3
	<u>1</u>	<u>3</u>	<u>3</u>	<u>6</u>

*e) Secured deposits (reverse REPO agreements)*

<i>Issuer</i>	<i>Currency</i>	<i>Maturity</i>	31 December 2018 HRK million	31 December 2017 HRK million
<i>Reverse REPO agreements (Note 36 g)):</i>				
Raiffeisen Bank Austria d.d.	HRK	17 May 2019	111	-
Erste Steiermärkische Bank d.d.	HRK	18 January 2018	-	157
			<u>111</u>	<u>157</u>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**25 Trade payables and other liabilities**

	31 December 2018 HRK million	31 December 2017 HRK million
Content contracts	77	147
ECI contracts	27	119
Licence for radio frequency spectrum	8	16
Other	6	8
Non-current	<u>118</u>	<u>290</u>
Trade payables	1,471	1,646
Content contracts	264	201
VAT and other taxes payable	78	120
ECI contracts	108	63
Payroll and payroll taxes	65	63
Liabilities related to pre-bankruptcy settlements	-	18
Licence for radio frequency spectrum	1	(3)
Other	37	47
Current	<u>2,024</u>	<u>2,155</u>
	<b><u>2,142</u></b>	<b><u>2,445</u></b>

**26 Deferred income**

	31 December 2018 HRK million	31 December 2017 HRK million
Deferred equipment rental income	15	21
Non-current	<u>15</u>	<u>21</u>
Prepaid vouchers	-	50
Deferred income for assets received free of charge	-	11
Connection fee	-	5
Other	39	23
Current	<u>39</u>	<u>89</u>
	<b><u>54</u></b>	<b><u>110</u></b>

Deferred income is classified as contract liabilities according to IFRS 15.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 27 Employee benefit obligations

Long-term employee benefits include retirement payments in accordance with the collective agreement.. Long-term employee benefits are determined using the projected unit credit method. Gains and losses resulting from changes in actuarial assumptions are recognized as other comprehensive income in the period in which they occur.

Long-term employee benefits include a compensation for the employees described in Note 40.

The movement in the liability recognized in the statement of financial position was as follows:

	2018 HRK million	2017 HRK million
As at 1 January	13	12
Acquisition of Crnogorski Telekom (Note 3)	-	4
LTIP – Variable II (Note 40)	3	2
Current portion of employee benefits obligations (Note 28)	(5)	(4)
Service costs	1	0
Benefit paid	(1)	(1)
Actuarial gains	-	-
<b>As at 31 December</b>	<b>11</b>	<b>13</b>
Retirement	1	1
Jubilee awards	3	2
LTIP – Variable II	7	10
	<b>11</b>	<b>13</b>

As at 31 December 2018, the current portion of the provision for LTIP programme amounts to HRK 7 million.

The principal actuarial assumptions used to determine retirement benefit obligations as at 31 December were as follows:

	2018 in %	2017 in %
Discount rate (annually)	3.00	3.00

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 28 Provisions and accruals

	Legal claims	Asset retirement obligation	Variable salary	Redundancy	Unused vacation	Total
	HRK million	HRK million	HRK million	HRK million	HRK million	HRK million
As at 1 January 2018	35	25	68	30	5	163
Additions	21	-	81	45	2	149
Utilisation	(15)		(92)	(62)	-	(169)
Reversals	(8)	(1)	(6)	-	-	(15)
Current portion of employee benefits obligations (Note 26)			5			5
Interest costs		2				2
<b>As at 31 December 2018</b>	<b>33</b>	<b>26</b>	<b>56</b>	<b>13</b>	<b>7</b>	<b>135</b>
Non-current	33	26				59
Current			56	13	7	76
	<b>33</b>	<b>26</b>	<b>56</b>	<b>13</b>	<b>7</b>	<b>135</b>

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### 28 Provisions and accruals (continued)

##### a) *Legal claims*

As at 31 December 2018, the Group has provided estimated amounts for several legal actions and claims that management has assessed as probable to result in outflow of resources of the Group.

##### b) *Asset retirement obligation*

Asset retirement obligation primarily exists in the case of telecommunications structures constructed on third parties' properties. The Group carries out a revision of the necessary provisions every year.

##### c) *Redundancy*

Redundancy expenses and provisions include the amount of gross severance payments and other related costs for employees whose employment contracts are terminated during 2018.

#### 29 Issued share capital

Authorised, issued, fully paid and registered share capital:

	31 December 2018 HRK million
81,670,064 ordinary shares without par value	<u>9,823</u>
	31 December 2017 HRK million
81,888,535 ordinary shares without par value	<u>9,823</u>

218,471 shares were cancelled in 2018.

#### 30 Legal reserves

Legal reserves represent reserves prescribed by the Company Act in the amount of 5% of the net profit for the year, until these reserves amount to 5% of the issued share capital. Legal reserves that do not exceed the above amount can only be used to cover current year or prior year losses. If the legal reserves exceed 5% of the issued capital they can also be used to increase the issued share capital of the Group. These reserves are not distributable.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### **31 Treasury shares**

In 2017, the Group started with acquisition of treasury shares due to introduction of share buy-back program which will last until 20 April 2021. The Group will withdraw shares without nominal value without reduction of share capital

Within this program total of 666,522 shares are bought from the introduction of share buy-back program. 216,005 shares that were bought through this Program in 2017 were cancelled in 2018, together with 2,466 shares from Share Matching Plan.

Reserve for purchased own shares amounts to HRK 71 million as of 31 December 2018 (2017: HRK 37 million) and is not distributable.

The Group holds 450,517 own shares as at 31 December 2018 (31 December 2017: 218,471).

### **32 Retained earnings**

In 2018, the Group paid a dividend of HRK 6.00 per share (2017: HRK 6.00) for a total of HRK 489 million (2017: HRK 491 million).

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**33 Commitments**

a) *Operating lease commitments*

The Group has operating lease commitments in respect of buildings, land, equipment and cars.

Operating lease charges:

	2018 HRK million	2017 HRK million
Current year expense (Note 10)	<u>175</u>	<u>162</u>

Future minimum lease payments under non-cancellable operating leases were as follows:

	31 December 2018 HRK million	31 December 2017 HRK million
Within one year	125	133
Between 1 and 5 years	256	272
Greater than 5 years	<u>77</u>	<u>101</u>
	<b><u>458</u></b>	<b><u>506</u></b>

The contracts relate primarily to property leases and car leases.

b) *Capital commitments*

The Group was committed under contractual agreements to capital expenditure as follows:

	31 December 2018 HRK million	31 December 2017 HRK million
Intangible assets	224	218
Property, plant and equipment	<u>945</u>	<u>670</u>
	<b><u>1,169</u></b>	<b><u>888</u></b>

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 34 Contingencies

At the time of preparation of these consolidated financial statements, there are outstanding claims against the Group. In the opinion of the management, the settlement of these cases will not have a material adverse effect on the financial position of the Group, except for certain claims for which a provision was established (Note 28).

The Group vigorously defends all of its legal claims and potential claims, including regulatory matters, third party claims and employee lawsuits. There is no history of significant settlements in Croatia under either the Competition Law or imposed by Misdemeanour Courts. Due to the lack of relevant practice and due to the fact that the proceedings are still in progress, the Group is not able to determine the possible outcome of these cases.

#### *Competition Agency proceedings regarding retransmission of football games*

Competition Authority initiated, ex officio, by its decision dated 3 January 2013, formal proceedings against HT relating to potential abuse of dominant position in the market of distribution of premium sport content due to the fact that ArenaSport channels and premium sport content (such as Croatian national league – MAXtv Prva liga, UEFA Champions League and UEFA Europe League) are available only through MAXtv service.

The proceeding is pending.

The pecuniary fine pursuant to the Competition Act is limited to up to 10% of yearly turnover of the Group in the last year for which financial reports have been concluded. Also, according to the Agency's practice, the fine is usually connected with up to 30% of the turnover acquired from the services provided on the relevant market. On the basis of the results for 2018, 30% of the revenue of MAXtv services would amount to HRK 113 million.

#### *Ownership claim of Distributive Telecommunication Infrastructure (DTI) by the City of Zagreb*

With respect to the ducts issue mentioned under Property, plant and equipment (Note 16), on 16 September 2008, the Group received a lawsuit filed by the Zagreb Holding Ltd. branch Zagreb Digital City ("ZHSDG") against the Group. ZHSDG is claiming the ownership of the City of Zagreb over DTI on the area of the City of Zagreb and demanding a payment in the range of up to HRK 390 million plus interest.

This law suit is based on a claim that HT is using DTI owned by the City of Zagreb without any remuneration.

On 10 December 2012, the Group received the partial interlocutory judgement and partial judgement by which it was determined that HT is obliged to pay to ZHSDG the fee for usage of the DTI system, and that until the legal validity of this partial interlocutory judgment, litigation will be stopped regarding the amount of the claim. Furthermore, the claim in the part concerning the establishment of the ownership of the City of Zagreb over DTI and other communal infrastructure for laying telecommunication installations on the area of the City of Zagreb for the purpose of communication-information systems and services was rejected. Decision on the litigation costs was left for later judgment. On 21 December 2012, the Group submitted the appeal against this judgment.

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 34 Contingencies (continued)

#### *Ownership claim of Distributive Telecommunication Infrastructure (DTI) by the City of Zagreb (continued)*

On 4 August 2015 the second instance County Court of Varaždin accepted HT's remedy and returned the case back to the first instance court proceeding within which the plaintiff will need to justify its right to file a claim before the court (i.e. to raise an action/ locus standi) as well as to justify and substantially evidence his claim against HT – what kind of DTI, where/ on which location, how and during what period was used by HT.

In June 2016, the plaintiff raised its claim for the additional amount of HRK 90 million; that is fee for usage of the DTI system in the area of Zagreb for period as of 20 June 2011 until 20 June 2012, as to avoid statute of limitation for this period. Therefore, the claim amounts now altogether to HRK 480 million, plus interest.

In June 2017, the plaintiff has raised its claim for the additional amount of HRK 90 million; for period as of 20 June 2012 until 20 June 2013, as to avoid statute of limitation for this period. Therefore, the claim amounts now altogether to HRK 570 million, plus interest.

In June 2018, the plaintiff has raised its claim for the additional amount of HRK 90 million; for period as of 20 June 2013 until 20 June 2014, as to avoid statute of limitation for this period. Therefore, the claim amounts now altogether to HRK 660 million, plus interest.

Based on the merit and development of the above legal proceedings, the Group concluded that the likelihood of an obligation arising from these legal cases is remote and that there was no need to present a provision related to these cases in these financial statements.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**35 Balances and transactions with related parties**

The transactions disclosed below primarily relate to transactions with the companies owned by DTAG. The Group enters into transactions in the normal course of business on an arm's length basis. These transactions included the sending and receiving of international traffic to/from these companies during 2018 and 2017.

The main transactions with related parties during 2018 and 2017 were as follows:

	Revenue		Expenses	
	2018	2017	2018	2017
<i>Related party:</i>	HRK million	HRK million	HRK million	HRK million
<i>Ultimate parent</i>				
Deutsche Telekom AG, Germany	93	100	139	123
<i>Joint venture</i>				
HT d.d. Mostar, Bosnia and Herzegovina	33	32	21	25
<i>Subsidiaries of ultimate parent</i>				
Telekom Deutschland GmbH, Germany	23	27	34	18
T-Mobile Austria GmbH, Austria	11	10	8	4
Slovak Telecom a.s., Slovakia	16	18	1	-
Hellenic Telecommunications Organization	-	-	5	-
Magyar Telekom Nyrt., Hungary	7	6	5	8
T-Mobile Czech	6	6	2	1
DT Pan-Net Croatia	5	-	-	-
T-Mobile Polska	5	6	-	-
T-Mobile Netherlands	4	5	1	1
DT Europe Holding	3	4	4	6
T-Systems International GmbH, Germany	3	2	3	5
Deutsche Telekom IT	1	4	14	10
Others	9	8	19	17
	<b>219</b>	<b>228</b>	<b>256</b>	<b>218</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**35 Balances and transactions with related parties (continued)**

The statement of financial position includes the following balances resulting from transactions with related parties:

	Receivables		Payables	
	31 December 2018	31 December 2017	31 December 2018	31 December 2017
<i>Related party:</i>	HRK million	HRK million	HRK million	HRK million
<i>Ultimate parent</i>				
Deutsche Telekom AG, Germany	5	9	102	115
<i>Subsidiaries of ultimate parent</i>				
DT Pan-Net Croatia	14	-	-	-
Telekom Deutschland GmbH, Germany	-	-	14	11
Magyar Telekom, Hungary	-	--	2	2
Albanian Telecom	-	--	4	13
Slovak Telecom a.s., Slovakia	4	4	-	-
T-Systems International GmbH, Germany	-	5	7	13
Others	4	9	9	9
	<b>27</b>	<b>27</b>	<b>138</b>	<b>163</b>

At the year end the Group holds investment in commercial paper of ultimate parent in the amount of HRK 1,079 millions (31 December 2017: HRK 1,080 millions) (Note 24) and investment in bond of Deutsche Telekom International Finance B.V. in the amount of HRK 924 millions (31 December 2017: 945 millions) (Note 19).

The Federal Republic of Germany is both a direct and an indirect shareholder and holds approximately 32 percent of the share capital of DTAG. Due to the average attendance at the shareholders' meetings, the Federal Republic of Germany represents a solid majority at the shareholders' meetings of DTAG, although it only has a minority shareholding, making DTAG a dependant company of the Federal Republic of Germany. Therefore, the Federal Republic of Germany and the companies controlled by the Federal Republic of Germany or companies over which the Federal Republic of Germany can exercise a significant influence are classified as related parties of DTAG, and consequently of the Group as well.

The Group did not execute as part of its normal business activities any transactions that were individually material in the 2018 or 2017 financial year with companies controlled by the Federal Republic of Germany or companies over which the Federal Republic of Germany can exercise a significant influence.

## Notes to the consolidated financial statements (continued)

### For the year ended 31 December 2018

#### 35 Balances and transactions with related parties (continued)

##### *Compensation of the members Supervisory Board*

The chairman of the Supervisory Board receives remuneration in the amount of 1,5 times of the average net salary of the employees of the Company paid in the preceding month. To the deputy chairman, remuneration is the amount of 1.25 times of the average net salary of the employees of the Company paid in the preceding month is paid, while any other member receives the amount of one average net salary of the employees of the Company paid in the preceding month. To a member of the Supervisory Board, who is in the same time the Chairman of the Audit Committee of the Supervisory Board, remuneration is the amount of 1.5 times of the average monthly net salary of the employees of the Company paid in the preceding month. To a member of the Supervisory Board, who is in the same time a Member of the Audit Committee of the Supervisory Board, remuneration is the amount of 1.25 times of the average monthly net salary of the employees of the Company paid in the preceding month. To a member of the Supervisory Board, who is in the same time a Member of the Compensation and Nomination Committee of the Supervisory Board, remuneration is the amount of 1.25 times of the average monthly net salary of the employees of the Company paid in the preceding month.

DTAG representatives do not receive any remuneration for the membership in the Supervisory Board due to a respective policy of DTAG.

In 2018, the Group paid a total amount of HRK 0.7 million (2017: HRK 0.9 million) to the members of its Supervisory Board. No loans were granted to the members of the Supervisory Board.

##### *Compensation to key management personnel*

In 2018, the total compensation paid to key management personnel of the Group amounted to HRK 49 million (2017: HRK 46 million). Key management personnel include members of the Management Boards of the Company and its subsidiaries and the operating directors of the Company, who are employed by the Group.

Compensation paid to key management personnel includes:

	2018	2017
	HRK million	HRK million
Short-term benefits	49	46
	<b>49</b>	<b>46</b>

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 36 Financial risk management objectives and policies

The Group is exposed to international service-based markets. As a result, the Group can be affected by changes in foreign exchange rates. The Group also extends credit terms to its customers and is exposed to a risk of default. The significant risks, together with the methods used to manage these risks, are described below. The Group does not use derivative instruments either to manage risk or for speculative purposes.

### a) Credit risk

The Group has no significant concentration of credit risk with any single counter party or group of counterparties with similar characteristics. The Group procedures are in force to ensure on a permanent basis that sales are made to customers with an appropriate credit history and do not exceed an acceptable credit exposure limit.

The Group does not guarantee obligations of other parties.

The Group considers that its maximum exposure is reflected by the amount of debtors (Note 21) net of provisions for impairment recognized at the statement of financial position date.

Additionally, the Group is exposed to risk through cash deposits in the banks. As at 31 December 2018, the Group had business transactions with thirtyeight banks (2017: thirty banks). The Group held cash and deposits in three banks almost exclusively. For five domestic banks with foreign ownership, the Group received guarantees for deposits placed from parent banks which have a minimum rating of BBB+ or guarantees in form of low-risk government securities. The management of this risk is focused on dealing with the most reputable banks in foreign and domestic ownership in the domestic and foreign markets and on contacts with the banks on a daily basis.

The Company applies the IFRS 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables and contract assets. To measure the expected credit losses, trade receivables and contract assets have been grouped based on shared credit risk characteristics and the days past due. The contract assets relate the same risk characteristics as the trade receivables for the same types of contracts. The group has therefore concluded that the expected loss rates for trade receivables are a reasonable approximation of the loss rates for the contract assets.

The expected loss rates are based on the payment profiles of sales over a period of 36 month before 31 December 2018 or 1 January 2018 respectively and the corresponding historical credit losses experienced within this period.

The historical loss rates are adjusted to reflect current and forward-looking information on macroeconomic factors affecting the ability of the customers to settle the receivables.

The group has identified the GDP and the unemployment rate in the country in which it sells its goods and services to be the most relevant factors, and accordingly adjusts the historical loss rates based on expected changes in these factors.

Deposited amounts in Banks are money on current account and deposits under 3 months which are collected at maturity. That is why it is classified as hold to collect according to IFRS 9 and according to that measurement is to amortized cost. Credit risk is measured using the general approach. Impairment losses are recognized on the basis of individual impairment. Group uses the daily CDS-level which covers insurance for a period of five years. A CDS with an insurance of five years has the highest market liquidity and was therefore chosen as a reference. The CDS-level reacts immediately if a default risk increases - independently if an insurance with a period of three years or five years has been chosen. Domestic banks do not have a rating or CDS indicator as a measure of risk. For the risk measure Company took the CDS indicator of Croatia, which was on 31.12.2018. amounted to 0.95%.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**36 Financial risk management objectives and policies (continued)**

a) *Credit risk (continued)*

Credit risk amount calculated using the formula: deposit amount \* number of days \* 0.95% / 365. For a vista deposits the Company uses 2 days.

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

	31 December 2017 HRK million
Trade receivables for rendered telecom services to domestic customers	983
Trade receivables for rendered telecom services to foreign customers	210
Other trade receivables	27
<b>Current</b>	<b>1,220</b>
Trade receivables from prebankruptcy settlements	20
Trade receivables for merchandise sold	128
Loans to employees	24
Other receivables	76
<b>Non-current</b>	<b>248</b>

Other current receivables are neither past due nor impaired.

The credit quality of all other financial assets (see Note 37): the total carrying amount as at the balance sheet date is considered neither past due nor impaired.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**36 Financial risk management objectives and policies (continued)**

*b) Liquidity risk*

The Group policy is to maintain sufficient cash and cash equivalents or to have available funding through an adequate amount of committed credit facilities to meet its commitments for the foreseeable future.

Any excess cash is invested mostly in financial assets that are valued at fair value through other comprehensive income.

The amounts disclosed in the table are the contractual undiscounted cash flows:

31 December 2018	Less than 3 months HRK million	3-12 months HRK million	1-5 years HRK million	>5 years HRK million
Trade and other payables	1,815	12	-	-
Capitalized content rights	74	237	68	3
Finance lease	-	2	4	-
Bank borrowings	15	28	122	105
Capitalized ECI rights	30	90	27	48
Liabilities from pre-bankruptcy settlement	6	-	11	-
Issued bond	10	18	77	-
Other liabilities	23	2	58	7
31 December 2017	Less than 3 months HRK million	3-12 months HRK million	1-5 years HRK million	>5 years HRK million
Trade and other payables	2,059	17	-	-
Capitalized rights	73	185	167	-
Finance lease	-	1	4	-
Bank borrowings	27	22	148	125
Capitalized ECI rights	21	62	160	51
Liabilities from pre-bankruptcy settlement	12	-	38	-
Issued bond	2	18	96	9
Other liabilities	57	2	83	16

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**36 Financial risk management objectives and policies (continued)**

*c) Interest rate risk*

The Group's exposure to the risk of changes in market interest rates relates primarily to the Group's financial assets at fair value through other comprehensive income, cash, cash equivalents, time deposits and bank borrowings

The following table demonstrates the sensitivity of the Group's profit post tax to a reasonably possible change in interest rates, with all other variables held constant (through the impact on floating rate investments).

	Increase/ decrease in basis points	Effect on profit post tax HRK million
Year ended 31 December 2018		
HRK	+100	22
	-100	(22)
EUR	+100	9
	-100	(9)
Year ended 31 December 2017		
HRK	+100	13
	-100	(13)
EUR	+100	10
	-100	(10)

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 36 Financial risk management objectives and policies (continued)

#### d) Foreign currency risk

The Group's functional currency is the Croatian Kuna. Certain assets and liabilities are denominated in foreign currencies which are translated at the valid middle exchange rate of the Croatian National Bank at each statement of financial position date. The resulting differences are charged or credited to the statement of comprehensive income but do not affect short-term cash flows.

A significant amount of deposits in the banks, financial assets at fair value through other comprehensive income and cash and equivalents, receivables and payables are made in foreign currency, primarily in Euro. The purpose of these deposits is to hedge foreign currency denominated liabilities and liabilities indexed to foreign currencies from changes in the exchange rate. The following table demonstrates the sensitivity to a reasonably possible change in the Euro exchange rate, with all other variables held constant, of the Group's profit post tax due to changes in the fair value of monetary assets and liabilities.

	Increase/ decrease in EUR rate	Effect on profit post tax HRK million
Year ended 31 December 2018	+3%	34
	-3%	(34)
Year ended 31 December 2017	+3%	39
	-3%	(39)

#### e) Fair value estimation

The fair value of securities included in financial assets at fair value through other comprehensive income is estimated by reference to their quoted market price at the statement of financial position date. The Group's principal financial instruments not carried at fair value are trade receivables, other receivables, non-current receivables, trade and other payables. The historical cost carrying amounts of receivables and payables, including provisions, which are all subject to normal trade credit terms, approximate their fair values.

#### f) Capital management

The primary objective of the Group's capital management is to ensure business support and maximise shareholder value. The capital structure of the Group comprises of issued share capital, reserves and retained earnings and totals HRK 13,208 million as at 31 December 2018 (31 December 2017: HRK 12,573 million).

The Group manages its capital structure and makes adjustments to it, in light of changes in economic conditions. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. No changes were made in the objectives, policies or processes during the years ended 31 December 2018 and 31 December 2017 (Notes 29 and 32).

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**36 Financial risk management objectives and policies (continued)**

*g) Accepted collaterals*

Accepted collaterals for reverse REPO affairs include:

	Credit rating	31 December 2018 HRK million	31 December 2017 HRK million
<i>Foreign bonds:</i>			
Government of Germany	AAA	113	-
Government of Austria	AA+	-	159
Government of France	AA	-	-
Bank of America Corporation	A	-	78
Goldman Sachs Group Inc	A	-	77
		<b>113</b>	<b>314</b>

All above stated values are fair market values. The accepted collateral is level 1 under IFRS13 categorisation.

*h) Offsetting*

The following financial assets and financial liabilities are subject to offsetting:

	Trade receivables		Trade payables	
	31 December 2018 HRK million	31 December 2017 HRK million	31 December 2018 HRK million	31 December 2017 HRK million
Gross recognised amounts	388	391	581	578
Offsetting amount	(142)	(114)	(142)	(114)
	<b>246</b>	<b>277</b>	<b>439</b>	<b>464</b>

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**37 Financial instruments**

*Recurring fair value measurement*

The level in fair value hierarchy into which the recurring fair value measurements are categorised are as follows:

	31 December 2018		31 December 2017	
	HRK million	HRK million	HRK million	HRK million
	Level 1	Level 2	Level 1	Level 2
<i>Financial assets:</i>				
Cash and cash equivalents	3,137	-	3,152	-
Guarantee deposits, current	1	-	3	-
Time deposits	-	-	37	-
Financial assets at fair value through other comprehensive income, non-current	926	-	948	-
Financial assets at fair value through other comprehensive income, current	-	-	-	-
Secured deposits	111	-	157	-
Guarantee deposits, non-current	-	-	6	-
Trade receivables – current and non-current	-	1,662	-	1,679
Loans to employees – current and non-current	-	101	-	100

Fair value of Level 2 financial instruments is calculated using discounted cash flows method. Carrying amount and fair value of all of the Group's financial instruments are the same in 2018 and 2017.

**38 Borrowings**

	31 December 2018		31 December 2017	
	HRK million	HRK million	HRK million	HRK million
	Level 1	Level 2	Level 1	Level 2
Bank borrowings	-	180	-	212
Issued bond	68	-	90	-
Finance lease	-	3	-	4
<b>Non-current</b>	<b>68</b>	<b>183</b>	<b>90</b>	<b>216</b>
Bank borrowings	-	32	-	36
Issued bond	24	-	16	-
Finance lease	-	2	-	2
<b>Current</b>	<b>24</b>	<b>34</b>	<b>16</b>	<b>38</b>
<b>Total</b>	<b>92</b>	<b>217</b>	<b>106</b>	<b>254</b>

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 38 Borrowings (continued)

The fair value of borrowings has been calculated by discounting the expected future cash flows at prevailing interest rates, and they belong to level 2 under financial instruments fair value hierarchy category, except for the bond which is level 1. The weighted average interest rate for borrowings amounts to 4.52% at 31 December 2018 (31 December 2017: 4.52%).

*Currency breakdown of borrowings and finance lease*

	31 December 2018 HRK million	31 December 2017 HRK million
HRK	119	159
EUR	185	201
	<b>304</b>	<b>360</b>

*Issued bond*

Pursuant to the prebankruptcy settlement, the issued bonds are debt securities with multiple maturities. In the period from 30 May 2014 to 30 May 2017 the Group will pay semi-annual interest at interest rate of 5.25% per year, and principal will be repaid from 30 May 2017 to 30 May 2022.

Through acquisition the Group acquired the obligation for issued bonds in nominal value of HRK 41 million that will be paid in 5 annually instalments at interest rate of 4.5% and principal will be repaid from 27 January 2019 to 27 January 2023.

Notes to the consolidated financial statements (continued)  
For the year ended 31 December 2018

**38 Borrowings (continued)**

*Finance lease liability breakdown*

	31 December 2018 HRK million	31 December 2017 HRK million
Commitments in relation to finance lease are payable as follows:		
Within one year	2	1
Later than one year but not later than five years	3	4
<b>Minimum lease payments</b>	<b>5</b>	<b>5</b>
	<hr/>	<hr/>
Future finance changes	-	(1)
<b>Recognised as a liability</b>	<b>5</b>	<b>4</b>
	<hr/>	<hr/>
The present value of finance lease liabilities is as follows:		
Within one year	2	1
Later than one year but not later than five years	3	3
<b>Minimum lease payments</b>	<b>5</b>	<b>4</b>
	<hr/>	<hr/>

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 39 Authorization for Services and Applicable Fees

The Company is party to the following Authorization for Services, none of which are within the scope of IFRIC 12:

a) *Service authorization for the performance of electronic communications services in a fixed and mobile network*

On 1 July 2008, a new Law on Electronic Communications entered into force and introduced general authorization for all electronic communications services and networks. In the meantime, five Amendments to the Law on Electronic Communications entered into force and were published in the Official Gazette No. 90/11, 133/12, 80/13, 71/14 and 72/17. Pursuant to Article 32 of the Law on Electronic Communications, the Company is entitled to provide the following electronic communication services based on the general authorisation which was last updated on 5 May 2017:

- publicly available telephone service in the fixed electronic communications network,
- publicly available telephone service in the mobile electronic communications network,
- lease of electronic communication network and/or lines,
- transmission of image, voice and sound through electronic communication networks (which excludes services of radio diffusion),
- premium rate and freephone services,
- internet access services,
- voice over internet protocol services,
- granting access and shared use of electronic communications infrastructure and associated facilities,
- satellite services,
- providing of information about the numbers of all subscribers of publicly available telephony services in the Republic of Croatia,
- issuing of comprehensive publicly available directory of all subscribers in the Republic of Croatia, and
- other services.

On 26 February 2013 the Croatian Regulatory Authority for Network Industries (HAKOM) issued to the Company special authorization to perform account reconciliation of accounts for the provision of electronic communications services in maritime for a period of 10 years i.e. till 26 February 2023.

In accordance with HAKOM's decision of 23 September 2015, the Company was designated as the Universal services provider in the Republic of Croatia for a period of four years with the obligation to provide following universal services during the mentioned period:

- access to the public communications network and publicly available telephone services at a fixed location, allowing for the voice communications, facsimile communications and data communications, at data rates that are sufficient to permit functional internet access, taking into account prevailing technologies used by the majority of subscribers as well as the technological feasibility,
- setting up of public pay telephones or other publicly available access points for the public voice service on public places accessible at any time, in accordance with the reasonable needs of end-users in terms of the geographical coverage, the quality of services, the number of public pay telephones or other publicly available access points for the public voice service and their accessibility for disabled persons,
- special measures for disabled persons, including access to services under 1 and 2 above, including the access to emergency services, equivalent to that enjoyed by other end-users, and

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 39 Authorization for Services and Applicable Fees (continued)

#### a) *Service authorization for the performance of electronic communications services in a fixed and mobile network (continued)*

- special pricing systems adjusted to the needs of the socially disadvantaged groups of end-users, that comprise the service under item 1 above.

The Company is no longer designated as universal service operator for service access for end-users to at least one comprehensive directory of all subscribers of publicly available telephone services, however, the Company shall continue to provide the service on commercial basis.

#### b) *Authorization for usage of radio frequency spectrum*

HAKOM issued to the Company the following licenses for use of the radio frequency spectrum for public mobile electronic communications networks:

- licence for the use of radio frequency spectrum in 900 MHz and 1800 MHz frequency bands with the validity from 1 December 2011 until 18 October 2024,
- licence for the use of radio frequency spectrum in 2100 MHz frequency band with the validity from 1 January 2010 until 18 October 2024,
- licence for the use of radio frequency spectrum in 800 MHz frequency band with the validity from 29 October 2012 until 18 October 2024,
- licence for the use of radio frequency spectrum in 800 MHz frequency band with the validity from 6 November 2013 until 18 October 2024, and
- licence for the use of radio frequency spectrum in 1800 MHz frequency band with the validity from 22 December 2014 until 18 October 2024.

HAKOM also issued to the Company licences for the use of radio frequency spectrum for satellite services (DTH services) with the validity from 12 August 2015 until 11 August 2020.

#### c) *Fees for providing electronic communications services*

Pursuant to the Law on Electronic Communications, the Group is obliged to pay the fees for the use of addresses and numbers, radio frequency spectrum and for the performance of other tasks of HAKOM pursuant to the ordinances of HAKOM and Ministry of the sea, transport and infrastructure. The said regulations prescribe the calculation and the amount of fees. These fees are paid for the current year or one year in advance (in case of fees for usage of radio frequency spectrum).

In 2018, the Group paid the following fees:

- the fees for the use of addresses, numbers and radio frequency spectrum pursuant to the ordinance passed by the Ministry of the sea, transport and infrastructure (in favour of State budget, Official Gazette No. 154/08, 28/09, 97/10, 92/12, 62/14, 147/14, 138/15, 77/16, 126/17, 55/18 and 99/18)
- fees for the use of assigned radiofrequency spectrum pursuant to the Decision on the selection of the preferred bidder of November 6, 2013 and
- the fees for use of addresses, numbers, radio frequency spectrum and for the performance of other tasks of HAKOM, pursuant to the ordinance passed by HAKOM (in favour of HAKOM's budget, Official Gazette No. 33/17).

## Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

### 39 Authorization for Services and Applicable Fees (continued)

#### d) *Audiovisual and electronic media services*

Pursuant amendment of the Law on audiovisual activities (Official Gazette No. 76/07 and 90/11), the Group is obliged to pay the fee in the amount of 2% of the total annual gross income generated from the performing of audiovisual activities on demand for the purpose of the implementation of the National Programme.

Also, the Group (as the operator of public communication network) is obliged to pay a fee in the amount of 0.8% of the total annual gross income generated in previous calendar year by performing transmission and/or retransmission of audiovisual programmes and their parts through public communication network, including internet and cable distribution for the purpose of the implementation of the National Programme.

Pursuant to the Law on Electronic Media, (Official Gazette No. 153/09, 84/11, 94/13 and 136/13), the Group is obliged to pay upon the request the fee of 0.5% of the annual gross revenues realized from the provision of audiovisual media services and the electronic publication services.

Licences are not issued to all members of the Group.

#### e) *Electronic communications infrastructure and associated facilities*

The Company, as the infrastructure operator, is obligated to pay fees for the right of way in amount that the Company contracted with land owners or accordance with the Law on Electronic Communications. The fees for the right of way are defined by the Ordinance on Certificate and Fees for the Right of Way (Official Gazette No. 152/11, 151/14 and 95/17) that was adopted by HAKOM in December 2011 and became effective as of 4 January 2012. The fee is calculated according to the area of land used for the installation of electronic communications infrastructure and associated facilities. The last amendment of the Ordinance on the Certificate and Fees for the Right of Way regulates that the fee is to be paid as of the day of the receipt of request for payment of the fee and not as of the day of issuance of the Certificate.

#### f) *Supply of electricity*

Croatian Energy Regulatory Agency (HERA) has reissued a licence for energy activities relating to supply of electricity to the Company on 16 October 2016 for a period of five years.

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 40 Share-based and non share-based payment transactions

Long-term incentive plans Lead to Win 2015, Lead to Win 2016, Lead to Win 2017 and Lead to Win 2018 currently exist at Group level.

Lead to Win is DT model of performance management for Executives adapted for the local needs and it integrates target management, performance and potential review (PPR) and succession management. This model is based on clear and transparent link between performance rating and rewards for short term incentive STI, LTI (Long term incentive) and SMP (Share Matching Plan), based on DT share. Eligibility and grant-value depend on individual performance and MG (Management Group) level (MG1 – MG3), and MG1 represents the highest level managerial positions.

LTI plan, as a part of Lead to Win model is a global Deutsche Telekom Group's (DT Group) 2018, Group-wide compensation instrument. The aim of the 2018 LTI is to enhance willingness to take on entrepreneurial responsibility and identification with DT Group and thus boost the Group's value in the medium to long-term. This leads to a greater balance of management and shareholder interests. The term of the 2018 LTI shall cover the period from 1 January 2018 to 31 December 2021.

HT Variable II 2014 ended on 31 December 2017, and the Supervisory Board has determined final target achievement of 61.1%. In accordance to this achievement, in July 2018 the awarded amount was paid to participants.

LTI as part of Lead to Win Program 2015, 2016, 2017 and 2018 are also cash based plan, and awarded amount depends on MG (Management Group) to which positions of participant belongs and on individual performance. Participants can be only those who meet at least performance rating 3 (score range is from 1 to 5). The participation amount shall be from 10% to 30% of the annual target salary depending on MG and on individual performance rating. The plan currency is euro and four defined success parameters are DT Group targets.

Parameters are following: ROCE (Return on Capital Employed), Adjusted EPS (Earnings per Share), Customer satisfaction and Employee satisfaction. The success parameters have a target achievement corridor of between 0% and 150%. The term of LTI shall cover the period from 1 January, 2018 to 31 December 2021. The HT Supervisory Board shall declare the target achievement after the end of each year of the plan period.

As a part of Lead to Win Program 2015, 2016, 2017 and 2018, Share Matching Plan was introduced for managers in Managements Groups MG1, MG2 and MG3. The Share Matching Plan is a long-term voluntary compensation instrument, which makes the executives co-owners of the DT and enables them to benefit from the success of the DT share. The entitlement for participation in the SMP and number of additional shares depend on the executive's overall performance. Plan participations purchase shares in DT before the start of the plan ("voluntary personal investment"). The amount of the voluntary personal investment is between 10% ("minimum amount") and a third ("maximum amount") of the gross payment amount of the Short Term Incentive payment for previous year (STI, Variable I), and is determined by the plan participant when accepting the DT offer. The term of the 2018 SMP shall cover the period from July 1st, 2018 to June 30th, 2022. The shares in DT purchased as part of the voluntary personal investment shall be held uninterruptedly by the plan participant from the beginning of the plan to the end of the plan ("lock-up period"). At the end of the plan term the plan participant shall be granted DT shares free of charge based on the personal performance of the plan participant. Share Matching Plan is obligatory for the President of the Management Board and voluntary for Management Board Members.

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 40 Share-based and non share-based payment transactions (continued)

All gains and expenses resulting from changes of the related provisions for all LTIP plans recognized for employee services received during the year are shown in the following table:

	2018	2017
	HRK million	HRK million
Expenses	5	-
	<u>5</u>	<u>-</u>

### 41 Auditor's fees

The auditors of the Group's financial statements have rendered services of HRK 6 million in 2018 (2017: HRK 6 million). Services rendered in 2018 and 2017 mainly relate to audits and reviews of the financial statements and audit of financial statements prepared for regulatory purposes. Other services rendered by auditor of financial statements include educational services.

### 42 Subsequent events

In November 2018, HT d.d. concluded a Purchase Agreement with the company HP-Hrvatska pošta d.d. on acquisition of 100% stake in the company HP Produkcija d.o.o., provider of evotv service. Conclusion of this transaction is subject to regulatory approvals, which have not yet been issued on the day of issuance of this Report. Evotv is a simple service at the Croatian PayTV market, enabled by using a digital DVB-T signal which can be received through the existing antenna.

### 43 Accounting policies before 1 January 2018

Accounting policies applicable to the comparative period ended 31 December 2017 that were amended by IFRS 9 and IFRS 15, are as follows.

#### Receivables

Trade receivables are amounts due from customers for merchandise sold or services performed in the ordinary course of business. If collection is expected in one year or less, they are classified as current assets. If collection is expected after one year, the receivables are presented as non-current assets. Receivables are stated at the fair value of the consideration given and are carried at amortised cost, after provision for impairment.

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 43 Accounting policies before 1 January 2018 (continued)

#### Impairment of trade receivables

A provision for impairment of trade and other receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the underlying arrangement. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganization, and default or delinquency in payments as well as historical collections are considered indicators that the trade receivable is impaired. Provisions for impairment are measured according to the collection best estimate. Receivables are written-off in the case when the debtor is liquidated or ceased its business activities; when the legal case is lost by the final court decision or in the case of lapse of receivables.

#### Impairment of financial assets

If an available-for-sale asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortization) and its current fair value, less any impairment loss previously recognized in the statement of comprehensive income, is transferred from equity to the statement of comprehensive income. Reversals in respect of equity instruments classified as available-for-sale are not recognized in the statement of comprehensive income. Reversals of impairment losses on debt instruments are reversed through the statement of comprehensive income if the increase in fair value of the instrument can be objectively related to an event occurring after the impairment loss was recognized in the statement of comprehensive income.

#### Financial assets

All investments, other than loans and receivables originated by the Group, are classified as available-for-sale.

Available-for-sale financial assets are classified as current assets if management intends to realise them within 12 months after the statement of financial position date. All purchases and sales of investments are recognized on the settlement date.

Financial assets are initially measured at cost, which is the fair value of the consideration given for them, including transaction costs.

Available-for-sale financial assets and trading financial assets are subsequently carried at fair value without any deduction for transaction costs by reference to their quoted market price at the statement of financial position date. Gains or losses on measurement to the fair value of available-for-sale financial assets are recognized in other comprehensive income, until the investment is sold or otherwise disposed of, or until it is determined to be impaired, at which time the cumulative gain or loss previously recognized in other comprehensive income is included in the net profit or loss for the period. Financial instruments are generally recognized as soon as the Group becomes a party to the contractual regulations of the financial instrument. However, in the case of regular way purchase or sale (purchase or sale of a financial asset under a contract whose terms require delivery of the asset within the timeframe established generally by regulation or convention in the marketplace concerned), the settlement date is relevant for the initial recognition and derecognition. A financial asset is derecognized when the cash is collected or the rights to receive cash from the assets have expired. A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expired.

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### 43 Accounting policies before 1 January 2018 (continued)

#### Financial assets (continued)

Securities obtained under agreements to resell ("reverse REPO agreements") are essentially guarantees or collateral for money held with banks and are not recorded in the balance sheet. The related amounts held by banks are recorded as secured deposits for maturities over three months or as cash equivalents for maturities less than three months.

#### Revenue recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received, excluding discounts, rebates, and sales taxes or duty. The Group assesses its revenue arrangements against specific criteria in order to determine if it is acting as principal or agent. The Group has concluded that it is acting as a principal in all of its revenue arrangements with the exception of the provision of its telecommunications infrastructure to third parties that offer value added services to its customer and sale of electricity. In these cases, the Group is acting as an agent.

Revenue from fixed telephony includes revenue from activation fees, monthly fees, calls placed by fixed line subscribers and revenue from additional services in fixed telephony.

Revenue from wholesale services includes interconnection services for domestic and international carriers, and revenue from usage of network by other operators. Revenues from the provision of its network to the provider of value added services are reported on a net basis. Revenues are exclusively the amount of the commission received.

Third parties using the Group's telecommunications network include roaming customers of other service providers and other telecommunications providers which terminate or transit calls on the Group's network. These wholesale (incoming) traffic revenues included in voice and non-voice (data and internet) revenues are recognized in the period of related usage. A proportion of the revenue received is often paid to other operators (interconnect) for the use of their networks, where applicable. The revenues and costs of these transit calls are stated gross in the financial statements as the Group is the principal supplier of these services using its own network freely defining the pricing of the services, and are recognized in the period of related usage.

Revenue from mobile telephony includes revenue from monthly fee and call charges for "post-paid" mobile customers, call charges for "pre-paid" mobile customers, call charges for customers of international mobile operators when roaming on the Group's mobile network, sale of mobile handsets, domestic interconnection revenues related to mobile network, revenues for short and multimedia messages and data traffic revenues.

Revenue from unused tariff packages and prepaid vouchers is recognized when they are realised. Before their realisation, they are recorded as deferred revenues.

Revenue from the sales of electricity is recognized at fair value in the period when service is provided to customers.

The Group offers certain multiple-element arrangements (bundled product offers) arrangements. For multiple-element arrangements, revenue recognition for each of the units of accounting (elements) identified must be determined separately. Total arrangement consideration relating to the bundled contract is allocated among the different elements based on their relative fair values (i.e. a ratio of the fair value of each element to the aggregated fair value of the bundled deliverables is generated).

# Notes to the consolidated financial statements (continued)

For the year ended 31 December 2018

## 43 Accounting policies before 1 January 2018 (continued)

### Revenue recognition (continued)

The relative fair value of an individual element is limited by the proportion of the total arrangement consideration to be provided by the customer, the payment of which does not depend on the delivery of additional elements. If the fair value of the delivered elements cannot be determined reliably but the fair value of the undelivered elements can be determined reliably, the total consideration provided by the customer is allocated by determining the fair value of the delivered elements as the difference between the total consideration and the fair value of the undelivered elements.

Revenue from internet and data services includes revenue from leased lines, frame relay, ATM, Ethernet services, ADSL subscription and traffic, fixed line access, VPN online, internet traffic to T-Com call number, Multimedia services, IP phone (access and traffic) and IPTV. Service revenues are recognized when the services are provided in accordance with contractual terms and conditions.

Revenue from ICT includes revenue from restructuring business processes, application management services, technology infrastructure and system maintenance, the design and development of complex IT systems to a client's specifications (design and build) and WEB hosting. For bundled product arrangements, revenue recognition for each of the elements relating to the bundled contract is allocated among the different elements based on their relative fair values (i.e. a ratio of the fair value of each element to the aggregated fair value of the bundled deliverable).

Revenues from application management services, technology infrastructure and system maintenance are recognised on a straight-line basis over the term of the contract. Revenues from time and material contracts are recognised based on contracted prices and direct cost incurred. Revenue from product maintenance contracts are recognized on a straight-line basis over the delivery period.

Revenues and expenses from fixed-price design and build contracts where the outcome can be estimated reliably are recognised under percentage-of completion (POC) method. Estimates are revised and can result in decrease or an increase of estimated revenues and expenses and are included in statement of comprehensive income in the year in which circumstances that give rise to the revision become known to management.

Revenues from one-time-charge licensed software are recognized at the inception of licence term when all revenue recognition criteria have been met. Revenues from monthly licence charges are recognised on a subscription basis over the period that the client is entitled to use the licence. Revenues for maintenance, unspecified upgrades and technical support are recognised over the period such items are delivered.

The Group provides advice, assistance and other services relating to marketing, logistic, accounting, organization and administration to related parties. Majority of these services are provided on a time and material basis and revenue is recognised at the contractual rates as labour hours are delivered and expenses are incurred increased by 5% mark-up on own costs.

# Notes to the consolidated financial statements (continued)

## For the year ended 31 December 2018

### **43 Accounting policies before 1 January 2018 (continued)**

#### **Revenue recognition (continued)**

Revenues and expenses associated with the sale of telecommunications equipment and accessories are recognized when the products are delivered, provided that there are no unfulfilled obligations that affect the customer's final acceptance of the arrangement.

Revenue from dividends is recognized when the Group's right to receive the payment is established.

Interest revenue is recognized as interest accrues (using the effective interest rate which is the rate that discounts receipts through the expected life of the financial instrument to the net carrying amount of the financial asset).

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

Cash and cash equivalents comprise cash on hand, demand deposits, corporate commercial papers and short-term, highly liquid investments that are readily convertible to known amounts of cash with original maturities of three months or less and which are subject to an insignificant risk of change in value. Investments that are classified as cash and cash equivalents are held only as means of settling liabilities and not as an investment.

#### **Borrowings**

Borrowing costs, which include interest and other costs incurred in connection with the borrowing of funds, including exchange differences arising from foreign currency borrowings, are expensed in the period in which they are incurred, except those which directly attributable to the acquisition, construction or production of qualifying assets and are capitalised. Borrowings are initially recognized in the amount of the proceeds received net of transaction costs.