Annual Report and Financial Statements

30 June 2013

## Annual Financial Statements for the year ended 30 June 2013

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### **CHAIRMAN'S STATEMENT**

Dear Shareholder,

I am happy to report that this year we have successfully shifted operations to our new office premises in San Gwann. The transition went smoothly and is now complete. The new premises will help in giving our company a better public image and provide our employees with a better working environment. A well done to all involved in this transition.

Since the onset of the global meltdown, we have all been expecting a turnaround in the global economy. It has become a continual wait. However, we have seen some signs of the global economic recovery in certain quarters, among which the U.K., where we generate approximately 33% of our turnover and where we feel much growth can be found.

Italy, notwithstanding its ongoing political instability, huge credit crunch and high unemployment; is still an encouraging market and provides plenty of opportunities for expansion. Another area which is showing immense business potential is South Africa, where turnover is steadily growing. We are looking forward to satisfactory results from this area in the next fiscal year.

As we move deeper into the transformation process we are committed too, we will continue to examine all aspects of our operations, in order to ultimately lead the company into profitability, enabling the distribution of dividends and strengthening the value of our shares.

Fiscal 2012/2013 has seen the achievement of an operational profit of approximately EUR500,000 compared to an operational loss of EUR14,000 in fiscal 2011/2012. We have managed to keep momentum and focus on cost-cutting and managed to generate a net cash-flow from operating activities of EUR450,000. Notwithstanding financial constraints, we have continued investing in research and development, to which we remain fully committed and which we firmly believe will ultimately give us the required cutting-edge in our business.

I am quite optimistic for the future and we will continue working hard on achieving profitability through the hard work that is being done by all our employees ably led by Joe Fenech Conti and his management team. A big heartfelt thank you to all.

Finally, this year has seen another change on the Board because of the resignation of George Gregory due to personal workload pressures. George's precious counsel and contribution, as well as his cheery character, will be sorely missed. I would also like to welcome a new member on the board, Albert Debono. Albert is a qualified accountant and has a degree in business management. Albert has gained a wealth of experience working for some of the Top companies in Malta, including the Mizzi Group and PBS. His expertise are also valuable for the Audit Committee which requires a member with accounting knowledge.

WALTER BONNICI Group Chairman

29 October 2013

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### **GROUP CHIEF EXECUTIVE OFFICER'S REVIEW**

Dear Shareholder,

Since our last AGM Loqus has moved to new premises in San Gwann Industrial Estate. These premises are more suited to the evolved business of the Group which no longer requires the large garage area which it had at its old premises. This would see a reduction in rental expenses through a better utilisation of the floor area whilst ensuring better quality offices for our employees. The garage area was previously accounting for a large proportion of the total floor area and was not generating revenues proportionate to its cost.

While our drive for new business has continued to focus mainly outside Europe we have consolidated our traditional client base in the UK and Italy. This has helped to improve results. Our subsidiary in Italy has generated a profit for the year for the first time since its inception. The outlook for this region is good and we are hoping to attract new business in the country to sustain our investment. During the year under review, the Group has managed to successfully complete a major Government project as well as two Research and Development projects part funded by the European Regional Development Fund. The ERDF projects have been finalised and we are hoping to receive the grant money by the end of the next financial year. Since the Research and Development projects have been completed we will once again start capitalising and increasing our asset base with the time spent on the development of the associated products. Due to unforeseen circumstances, including changes to the management structures of the two client organisations, two other major Government projects may not be implemented in the time-frames envisaged. This will mean that the full revenues from these projects will not be realised by the end of 2013.

Loqus is continually evolving its operations to ensure reduced costs and return positive results. As Europe starts to recover from its economic downturn, the Group should be well placed to leverage its continued sales and marketing efforts in a number of areas, including the sale of its Fleet Management IPR and business.

### **GROUP OPERATIONAL PERFORMANCE**

This year the Group continued to register improvement in its operating performance, achieving earnings before interest, tax and depreciation (EBITDA) for the first time in the last three years.

	2013	2012	2011
	EUR	EUR	EUR
FINANCIAL			
Revenue	3,399,666	3,780,741	4,106,455
Operating profit	782,020	610,894	768,659
EBITDA	215,011	(13,727)	(353,508)
Loss for the year	(577,308)	(840,748)	(1,396,516)
LIQUIDITY			_
Cash generated from operations	449,047	280,387	211,708
Net cash	(74,607)	(270,045)	(280,004)
NUMBER OF EMPLOYEES	76	90	90

The overall performance of the Group for 2012/2013 saw turnover settle at EUR3.40 million compared to EUR3.78 million recorded for the year ended 30 June 2012. This decrease in revenue continues to reflect the move away from hardware sales related to projects towards more profitable software and system sales. In fact, conversely to the revenue decreasing, the operating profit for the period in question increased by almost EUR172K (or 28%).

### Annual Financial Statements for the year ended 30 June 2013

### **GROUP OPERATIONAL PERFORMANCE**

Costs have decreased in line with revenue due to purchases relating to the hardware sales made by the Group. During the year under review the Group also experienced a decrease in amortisation due to an increase in fully-amortised intangibles. Since the Group had turned its focus to projects, it had reduced its investment in generic R&D over the past 2 years and therefore amortisation is expected to remain low in the coming year until such time that projects are completed fully. Financing costs increased due to increase in amounts due on taxes and social security contributions.

Overall the financial year under review shows a marked improvement over the previous year with EBITDA increasing by EUR229k and loss before tax by decreasing by EUR263k. This shows that the Group is moving in the right direction to achieve recovery in the coming periods. Even our Italian subsidiary managed to generate a profit for the first time since inception. We feel that this augers well for the coming years.

### **CAPITAL REQUIREMENTS**

Although we have reported a significant improvement in our cash generation from operations, this will continue to be a challenge which will be given utmost importance. With the improvement in net cash, the Group managed not to utilise the temporary excess facilities authorised by the Bank. I would also like to point out that all Bank facilities will be fully repaid by September 2014.

### FORWARD-LOOKING STRATEGY

Though the Group is still making a loss after depreciation and amortisation, we hope that the progress the Group has shown will translate to a more sustained recovery by June 2014. We are still confident in the services and systems we provide and we hope that the Group's financial situation will soon start to reflect this confidence more tangibly.

Whilst continuing to recognise the fact that we are operating in a highly competitive environment, we feel that we have learnt from the hardships of the past and will remain focused on improving our results and actively seek new opportunities.

JOE FENECH CONTI

**Group Chief Executive Officer** 

29 October 2013

### Annual Financial Statements for the year ended 30 June 2013

### **GENERAL INFORMATION**

### **Company registration**

Loqus Holdings p.l.c. was registered in Malta on 23 October 2000 as a limited liability company under the Companies Act, Cap. 386 of the Laws of Malta. The Company's registration number is C 27140.

### **Directors**

Walter Bonnici (Chairman)
Joseph Fenech Conti (Chief Executive Officer)
Anthony P. Demajo
George Gregory (resigned on 27 August 2013)
Michael Soler (resigned on 3 December 2012)
Nicholas John Rendell (resigned on 3 December 2012)
Joseph Roland Scerri
Tony Bailey (appointed on 3 December 2012)
Albert Debono (appointed on 27 August 2013)

### **Company secretary**

Adrian Mallia

### **Registered office**

SUB008A, Industrial Estate San Gwann SGN 3000 MALTA Tel: (+356) 23 318 000

### **Bankers**

HSBC Bank Malta p.l.c. 116, Archbishop Street Valletta VLT 1444 MALTA

### **Auditors**

Mazars Malta 32, Sovereign Building Zaghfran Road Attard ATD 9012 MALTA

### Annual Financial Statements for the year ended 30 June 2013

### **DIRECTORS' REPORT**

The Directors submit their report together with the audited financial statements for the year ended 30 June 2013.

### **Principal activities**

The Group is primarily involved in the provision of fleet management, back-office processing and ICT solutions.

### **Dividends**

The Directors did not propose the payment of dividend.

### Review of the business

The Group incurred a loss before the effect of taxation amounting to EUR577,308 (2012: EUR840,748). Further information about the results of the Group is provided in the statement of comprehensive income on page 14.

The Company incurred a loss before the effect of taxation of EUR34,824 (2012: EUR70,359). Further information about the results of the Company is provided in the statement of comprehensive income on page 19.

Overall the financial year under review shows a marked improvement over the previous year achieving earnings before interest, tax and depreciation for the first time in the last three years. While the drive for new business has continued to focus mainly outside Europe the Group has consolidated its' traditional client base in the UK and Italy. This has helped to improve results. The Italian subsidiary has generated a profit for the year for the first time since its inception. The outlook for this region is good and the Group is hoping to attract new business in the country to sustain the initial investment. During the year under review, the Group has managed to successfully complete a major Government project as well as two Research and Development projects part funded by the European Regional Development Fund. Since the Research and Development projects have been completed capitalising will start once again thus increasing the asset base with the time spent on the development of the associated products. Due to unforeseen circumstances, including changes to the management structures of the two client organisations, two other major Government projects may not be implemented in the time-frames envisaged. This will mean that the full revenues from these projects will not be realised by the end of 2013.

A more detailed review of the operation of the Company and its subsidiary undertakings for the year under review, and an indication of the likely future developments, are given in the Chairman's Statement and Group Chief Executive Officer's Review.

### **Directors**

The Directors of the Company who held office during the year ended 30 June 2013 were those listed in the General Information.

### Statement of Directors' responsibilities

The Companies Act, Cap. 386 of the Laws of Malta requires the Directors to prepare financial statements for each financial period which give a true and fair view of the state of affairs of the Group and Company as at the end of the financial year and of the profit and loss for that year.

### **DIRECTORS' REPORT – continued**

### Statement of Directors' responsibilities - continued

The Directors are responsible for ensuring that:

- appropriate accounting policies have been consistently applied and supported by reasonable and prudent judgements and estimates;
- the financial statements have been drawn up in accordance with International Financial Reporting Standards as adopted by the European Union;
- the financial statements are prepared on the basis that the Group and the Company must be presumed to be carrying on its business as a going concern; and
- account has been taken of income and charges relating to the accounting year, irrespective of the date of receipt or payment.

The Directors are also responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the Group and the Company and to enable them to ensure that the financial statements comply with the Companies Act, Cap. 386 of the Laws of Malta. They are also responsible for safeguarding the assets of the Group and Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### **Auditors**

The re-appointment of Mazars Malta will be proposed at the Annual General Meeting.

The Directors' report was approved by the Board of Directors and was signed on its behalf by:

WALTER BONNICI

Chairman

29 October 2013

JOSEPH FENECH CONTI

Director

### Introduction

Pursuant to Listing Rule 5.94 of the Listing Rules issued by the Listing Authority, Loqus Holdings p.l.c. ("the Company") as a company whose equity securities are listed on a regulated market should endeavour to adopt the principles of good corporate governance contained in Appendix 5.1 of the Listing Rules (hereinafter "the Code"). In terms of Listing Rule 5.94 the Company is bound to include a report providing an explanation of the extent to which it has adopted the principles and thus the Company is hereby reporting on the extent of its adoption of the principles contained in the Code.

The Company acknowledges that the Code does not dictate or prescribe mandatory rules but recommends principles of good practice. However, the Directors strongly believe that such practices are in the best interests of the Company and its shareholders and that compliance with the principles of good corporate governance is not only expected by investors but also evidences the Directors' and the Company's commitment to a high standard of governance.

### General

The Company is a holding company and does not itself carry on any trading activities. It owns a number of subsidiaries which together form the Loqus Group (hereinafter the "Group") and it is those subsidiaries that carry on trading activities. The Directors are of the view that good corporate governance is the result of a mix of checks and balances which are tailored to suite the Company and its business. The Directors firmly believe that whilst best practices are of general application, certain structures aimed at safeguarding these best practices may not be objectively the best structure in the context of a company whose size or business require otherwise.

The Company's governance principally lies in its Board of Directors (the "Board"), responsible for the overall setting of the Group's policies and business strategies.

The Company has adopted a corporate decision-making and supervisory structure that is tailored to suit the Group's requirements and designed to ensure the existence of adequate checks and balances within the Group, whilst retaining an element of flexibility, particularly in view of the size of the Company and the nature of its business.

In general, the Directors believe that the Company has in place appropriate structures to achieve a satisfactory level of good corporate governance. The Directors also believe that an adequate system of checks and balances is in place.

Below, the Directors set forth in further detail the structures, checks and balances, and processes in place, as well as the manner in which these contribute towards achieving the goals set forth in the Code.

### Compliance with the Code

These principles deal mainly with the role of the Board and of Directors.

Principle 1 - The Board

The Directors are of the view that for the period under review the Company has generally complied with the requirements of this principle and the Code provisions.

### Compliance with the Code - continued

Principle 1 - The Board - continued

The Board has, during the period under review, shown the necessary leadership of the Company and has in place mechanisms to ensure that it obtains the requisite information for it to exercise its role and functions. The CEO, as a Director of the Company, attends Board meetings of the Company, as do other senior members of management as and when requested by the Board.

### Principle 2 – Chairman and CEO

In compliance with this principle, the Board has separated the functions of CEO and Chairman, with the Chairman leading the Board whilst the CEO leads the executive arm of the Company. The CEO is accountable to the Board. Thus, the Directors believe that the Company is in compliance with principle 2.2 of the Code.

### Principle 3 - Composition of the Board

During the period under review, three (3) Non-Executive Directors and three (3) Executive Directors served as Directors of the Company. The Company's organisational structure contemplates the role of a Chief Executive Officer (the "CEO"), a position which is occupied by Mr Joseph Fenech Conti, who is an Executive Director having a seat on the Board of Directors. The Company's CEO is currently a member of the Board and attends Board Meetings in such capacity whilst other Executives attend when necessary and upon invitation of the Directors. The presence of the CEO assures that the Directors have direct access at meetings of Directors to the person having the prime responsibility for day to day operations of the Company and the implementation of polices that allows effective discussion and the availability of all the information necessary to carry out their functions in the best possible manner. In this respect, the Directors feel that the principle set forth in the Code is substantively met by means of this arrangement which allows the inter-action of Non-Executive Directors and Executives.

As stated above, the Board of Directors during the period under review comprised six Directors elected by the shareholders in the Annual General Meeting. For the year under review, the Board has met five times. A table outlining attendance is set forth hereunder:

Directors	Date of first appointment	Meetings attended
Mr Walter Bonnici – Chairman	23 October 2000	5
Mr Michael Soler*	7 August 2008	3
Mr George Gregory***	3 November 2008	5
Mr Joseph Fenech Conti	7 August 2008	5
Chev. Anthony P Demajo	29 July 2005	5
Mr Nicholas John Rendell *	29 January 2010	5
Mr Roland Scerri	24 April 2012	4
Mr Anthony Bailey **	3 December 2012	2
Mr Albert Debono****	27 August 2013	

<sup>\*</sup> resigned on 3 December 2012

The meetings held during 2012 and 2013 were attended either personally or by means of an alternate.

<sup>\*\*</sup> appointed on 3 December 2012

<sup>\*\*\*</sup> resigned on 27 August 2013 after the year under review

<sup>\*\*\*\*</sup> appointed on 27 August 2013 after the year under review

### Compliance with the Code - continued

Board meetings concentrate mainly on strategy, operational performance and financial performance. The Board also delegates specific responsibilities to the CEO and the Audit Committee which operate under their respective formal terms of reference. Directors have access to the advice and services of the Company Secretary who is also the legal counsel to the Board and the Company.

Directors may, in the furtherance of their duties, take independent professional advice on any matter at the Company's expense. Directors and senior officers are informed and are aware of their obligations on dealings in securities of the Company within the established parameters of the law and the Listing Rules.

Each such Director and Senior Officer has been provided with the code of dealing required in terms of Listing Rule 8.45.

The Board of Directors has not undertaken an annual evaluation of its own performance and that of its committees and of individual Directors. The Non-Executive Directors' performance is not formally evaluated by the Company whether on an individual or collective basis. Moreover, the attendance at Board Meetings as shown above is indicative of the level of commitment of the Directors. The Directors believe that in view of the limited size of the Company and its resources, a formal independent evaluation of the collective and individual performance of the Directors by independent third parties is unwarranted as it is not likely to add significant value to the manner in which the Board currently operates and could be disproportionately costly.

For the purposes of Code Provision 3.2 requiring the Board to report on whether it considers each non-executive director as independent in line with the requirements of that Code provision, the Board considers that the following Non-Executive Directors were independent during the period under review within the strict meaning of the Code: Mr Michael Soler, Mr George Gregory, and Mr Nicholas John Rendell. Mr Walter Bonnici (indirectly) and Chev. Anthony P. Demajo both hold issued and voting capital in the Company. This notwithstanding, the Board considers that both the said Directors have the requisite skills, experience and integrity to act independently and impartially as directors of the Company.

### Principle 4 - Board Responsibility

In terms of this principle, it is the Board's responsibility to ensure a system of accountability, monitoring, strategy formulation and policy development. Whilst there are matters which are reserved to the Board to determine within the Group, the Board believes that this responsibility includes the appropriate delegation of powers to management and the organisation of an executive team in a manner that is designed to provide high levels of comfort to the directors that there is proper monitoring and accountability apart from implementation of policy. Senior Executive Management is presently entrusted to the CEO, who reports to the Board. The link between the Executive Management and the Board is attained through the attendance at Board Meetings of the CEO, as a member of the Board.

Though the Company has not set up a formal executive committee, meetings led by the CEO, between members of top management take place regularly.

As part of its corporate governance structures the Company has also established an Audit Committee in line with the requirements of the Listing Rules. Unlike the provisions of the Code, which are not mandatory in nature, the Directors acknowledge that the requirement of having an Audit Committee in place is an obligation under the Listing Rules. The principal role of the Audit Committee is the monitoring of internal systems and controls. In addition, unless otherwise dealt with in any other manner prescribed by the Listing Rules, the Audit Committee has the responsibility to monitor and scrutinise Related Party Transactions, if any, falling within the ambits of the Listing Rules and to make its recommendations to the Board of any such proposed Related Party Transactions.

### Compliance with the Code - continued

Principle 4 - Board Responsibility - continued

The Audit Committee was, during the period under review, composed of Chev. Anthony P. Demajo (Chairman of the committee and Non-Executive Director of the Company), Mr Michael Soler (Non-Executive Director of the Company), and Mr George Gregory, (Non-Executive Director of the Company). Mr Anthony Bailey (Executive Director of the Company) was appointed to replace Mr Michael Soler, who resigned on the 3 December 2012.

Nevertheless, the Audit Committee has the power and authority under its terms of reference to summon any person to assist it in the performance of its duties. The Audit Committee has met twice in the financial year under review. The Directors are of the view that the composition of the Audit Committee meets the requirements of the Code on independence as well as having a member with knowledge in accounting and/or auditing, since Mr George Gregory is a Fellow of the Association of Chartered Certified Accountants. On 27 August 2013, Mr George Gregory was replaced by Mr Albert Debono. Following such declarations, such persons are also considered to be independent Directors for the purposes of the Code.

### Principle 5 - Board Meetings

The Board is of the view that it complies with the requirements of this principle. Reference is made to the disclosed above in relation to the number of Board Meetings held and participation thereat, as well as Audit Committee Meetings.

Principle 6 – Information and Professional Development

The CEO is appointed by the Board and enjoys the confidence of the Board. The CEO is responsible for recruitment and appointment of senior management, which is done in consultation with the Board.

The Directors have access to professional advice as and when required, with a view to discharging properly their duties as Directors.

Principle 7 – Evaluation of Board's Performance

The Board has not appointed a committee for the purpose of evaluating its own performance, and does not at this point intend to do so.

Principle 8 - Committees

The Board has taken steps to appoint a remuneration committee which is aimed at making recommendations to the Board on the remuneration packages of the Company's executives.

Principle 8B

The Company has not appointed a nominations committee, and does not believe that at this point it is necessary to do so.

Principles 9 and 10 – Relations with Shareholders and the Market

During the period under review, the Company has communicated to the market through company announcements providing the market with information about reportable events. The Company also communicates to the market and its shareholders through its general meetings.

The Company's website is also utilised as an avenue for imparting information to the market.

### Compliance with the Code - continued

Principle 11 – Conflict of Interest

In the context of Board meetings, a Director having a conflict of interest is required to inform the other members of the Board, and may be invited to abstain from voting on a particular matter in which he is conflicted, as well not to be present whilst the matter is under discussion. The Board is of the view that this secures substantive compliance with the rationale underlying this principle.

Terms and conditions of contracts negotiated with related parties are subject to review and approval by the Company's Audit Committee.

As at reporting date, the direct interests of the Directors in the shares of the Company were as follows:

Number of shares

Chev Anthony P. Demajo1,350,750Mr Joseph Roland Scerri5,556Mr Anthony Bailey2,000Mr Albert DebonoNIL

Mr Joseph Fenech Conti has a beneficial interest of 15,949,500 shares currently registered in the name of JFC Holdings Limited. Mr Walter Bonnici has a beneficial interest of 1,434,030 shares currently registered in the name of GDL Trading and Services Limited.

Principle 12 - Corporate Social Responsibility

The Company understands its obligation towards society at large and, within the current financial constraints of the Company, attempts to fulfil this obligation. The Company is fully aware of its obligation to help preserve the environment and endeavours to respect the environment.

The Company considers itself to be a good employer and promotes open communication, responsibility and personal development. Furthermore, the Company maintains a staff development program aimed at providing training to staff to assist in their development. Through investing in its people and their professional growth, the Company believes that this will be beneficial to both its shareholders and stakeholders alike.

The Directors consider that during the financial year under review the Company has put in place appropriate structures to comply with the principles and underlying spirit of the Code. Nonetheless the Directors shall endeavour to keep the situation under regular review as appropriate.

### Non-compliance with the Code Provisions

The Directors set forth below the code provisions which they do not comply with, together with an explanation for such non-compliance:

Code Provision Explanation

2.1 Though the functions of CEO and Chairman are carried out by separate persons, the division of responsibilities has not been established in writing. In practice, however, the two roles are clearly separated and defined.

### Non-compliance with the Code Provisions - continued

Code Provision	Explanation
4.2	The Board has not developed a succession policy for the future composition of the Board. The existence of a deputy CEO somewhat reduced the need for such a policy.
4.3	The Company has not as such organised any information sessions as required in this provision though the Board regularly discusses the matters set forth in this provision during Board meetings.
6.1	Directors are not offered an official introduction programme, in particular since directors are re-elected from year to year and are persons who are experienced in directorships. However, new directors are given informal induction on the Company and its operations.
6.4	Though no 'formal' systems are in place for the development and training of management and employees, as a fact management and employees are frequently offered training opportunities.  No formal 'systems' to monitor morale are in place, though the size of the Company allows for constant informal assessment of staff morale. Furthermore, no formal succession plan for senior management is in place.
7.1	The Board is of the view that the size of the Company and the Board itself does not warrant the establishment of this committee. The Board is of the view that the size of the Board is such that it is in a position to evaluate its own performance.
8A	The Company has taken steps to appoint such a committee with the intention of the said committee making recommendations to the Board on matters within its remit.
8B	The Board has not appointed a nominations committee, particularly due to the requirements relating to nomination in the Articles of Association of the Company.
9.3	The Memorandum and Articles of Association of the Company do not provide a mechanism for resolution of conflicts as referred to in this provision.

### **Internal Control**

The Board is ultimately responsible for the Company's system of internal controls and for reviewing its effectiveness. Such a system is designed to manage, rather than eliminate, risk in order to achieve business objectives, and can provide only reasonable, and not absolute, assurance against normal business risks or loss.

Through the Audit Committee, the Board reviews the effectiveness of the Company's system of internal controls.

The key features of the Company's system of internal control are as follows:

### Organisation

The Company operates through the CEO, who is the most senior Executive, with clear reporting lines and delegation of powers. The CEO reports directly to the Board.

#### Internal Control - continued

Risk identification

Company management is responsible for the identification and evaluation of key risks applicable to their respective areas of business. The Audit Committee's mandate also includes the continuous assessment and oversight of such key risks.

### **General Meetings**

The general meeting is the highest decision making body of the Company and is regulated by the Company's Articles of Association. All shareholders registered on the register of members of the Company on a particular record date are entitled to attend and vote at general meetings. A general meeting is called by 21 days' notice.

At an annual general meeting what is termed as 'ordinary business' is transacted, namely, the declaration of a dividend, the consideration of the accounts, balance sheets and the reports of the directors and auditors, the election of directors, and the appointment of auditors and the fixing of remuneration of directors and auditors. Other business which may be transacted at a general meeting (excluding the general meeting) is dealt with as 'Special Business'.

Voting at general meetings takes place by a show of hands or a poll where this is demanded. Subject to any rights or restrictions for the time being attached to any class or classes of shares, on a show of hands each shareholder is entitled to one vote and on a poll each shareholder is entitled to one vote for each share carrying voting rights of which he is a holder. Shareholders who cannot attend a meeting may appoint a proxy.

Business at the Company's AGM will cover the approval of the Annual Report and Audited Financial Statements, the election of Directors and the appointment of auditors and the authorisation of the Directors to set the auditors' remuneration.

### **Further Information**

To comply with the recommendations of the Code as regards the disclosure of Directors' remuneration, the Board has opted to disclose an aggregate figure. For the financial year under review the aggregate remuneration to which the Directors were entitled amounted to:

Directors of the Group EUR66,000 Directors of the Company EUR42,000

The remuneration of the Executive Directors is disclosed in the Key Management Personnel note to the financial statements.

The Non-Executive Directors have no arrangement for profit sharing, share options or pension benefits as part of their remuneration.

### **Board of Directors**

The Board is aware of its corporate social responsibilities in terms of the Code and seeks to adhere, as far as possible within the various constraints inherent in the Company, to its obligations set forth in the said Code.

In general the Directors believe that the Company has adopted appropriate structures to achieve an adequate level of good corporate governance, together with an adequate system of checks and balances in line with the Company's requirements.

### Further Information - continued

### Control environment

The Company is committed to the highest standards of business conduct and seeks to maintain these standards across all of its operations. Company policies and employee procedures are in place for the reporting and resolution of improper activities.

The Company has an appropriate organisational structure for planning, executing, controlling and monitoring business operations in order to achieve Company objectives.

The Memorandum and Articles of Association of the Company regulate the appointment of the Directors. Appointment of Directors is reserved exclusively to the Company's shareholders. Every shareholder owning, or group of shareholders who own together, not less than 10% of the ordinary share capital are entitled to appoint one Director for every such 10% holding.

The Chairman, Board of Directors and Auditors are all appointed by the shareholders during the Annual General Meeting (AGM). All Directors may be removed from their post either by the shareholder who appointed them or else by the passing of an ordinary resolution in the general meeting. The Directors hold office for a period of one year, unless they resign or are removed or are appointed for periods other than one year. Once the period stated in their letter of appointment lapses, the Directors would be eligible for reappointment.

### Dealings by Directors and Senior Officers

Directors and Senior Officers are informed and are aware of their obligations on dealings in securities of the Company within the established parameters of the law and the Listing Rules. Chev. Anthony P. Demajo was appointed Designated Director of the Company for the purposes of the "Code of Conduct for Securities Transactions". There were no reported breaches of such obligations during the year under review.

### Going concern

In accordance with Listing Rule 5.62, the Directors have considered the Company's operating performance, the statement of financial position at year end, and they have a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. For this reason, in preparing the financial statements, they continue to adopt the going concern basis in preparing the financial statements set out on pages 14 to 56. Note 2 to the financial statements, details the going concern assessment.

Approved by the Board of Directors on 29 October 2013 and signed on its behalf by:

WALTER BONNICI

Chairman

**ANTHONY DEMAJO**Audit Committee Chairman

JOSEPH FENECH CONTI

Director



# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF LOQUS HOLDINGS P.L.C.

### Report on the financial statements

We have audited the accompanying financial statements of Loqus Holdings plc (the Company) and of the Group of which the Company is the parent set out on pages 14 to 56 which comprise the statement of financial position as at 30 June 2013, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended and a summary of significant accounting policies and other explanatory notes.

Directors' responsibility for the financial statements

As described on pages 2 to 3, the directors are responsible for the preparation and fair presentation of the financial statements in accordance with International Financial Reporting Standards as adopted by the European Union and the requirements of the Companies Act Cap 386 of the Laws of Malta, for such internal controls as the directors determine to be necessary to enable the presentation of the financial statements that are free from material misstatements whether due to fraud or error.

### Auditors' responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, these financial statements give a true and fair view of the state of the affairs of the company as at 30 June 2013 and of its financial performance, cash flow and statement of changes in equity for the period then ended in accordance with International Financial Reporting Standards, as adopted by the European Union.





# INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF LOQUS HOLDINGS P.L.C.- continued

### Report on other Legal and Regulatory Requirements

The Listing Rules issued by the Malta Listing Authority require the Directors to prepare and include in their Annual Report a Statement of Compliance providing an explanation of the extent to which they have adopted the Code of principles of Good Corporate Governance and the effective measures that they have taken to ensure compliance through the accounting period with those Principles.

The listing Rules also require the auditor to include a report on the Statement of Compliance prepared by the Directors.

We read the Statement of Compliance and consider the implications for our report if we became aware of any apparent misstatements or material inconsistencies with the financial statements included in the Annual Report. Our responsibilities do not extend to considering whether this statement is consistent with any other information included in the Annual Report.

We are not required to, and we do not, consider whether the Board's statements on internal control included in the Statement of Compliance cover all risks and controls, or form an opinion on the effectiveness of the Company's corporate governance procedures or its risk and control procedures.

In our opinion, the Statement of Compliance set out on pages 4 to 11 has been properly prepared in accordance with the requirements of the Listing Rules issued by the Malta Listing Authority.

Matters on which we are required to report by exception

We also have responsibilities under:

- The Companies Act, 1995 Cap 386 of the laws of Malta, to report to you if, in our opinion:
  - o The information given in the Director's report is not consistent with the financial statements
  - o Adequate accounting records have not been kept,
  - o The financial statements are not in agreement with the accounting records
  - We have not received all the information and explanations we require for our audit
  - Certain disclosures of Directors' remuneration specified by law are not made in the financial statements, giving the required particulars in our report.
- The Listing Rules to review the statement made by the Directors that the business is a going concern together with the supporting assumptions or qualifications as necessary

We have nothing to report to you in respect of these responsibilities

This copy of the audit report has been signed by Paul Giglio (Partner) for and on behalf of

Mazars Malta

Certified Public Accountants Attard

Date: 29 October 2013



# **STATEMENT OF COMPREHENSIVE INCOME – Group** for the year ended 30 June 2013

	Notes	2013 EUR	2012 EUR
Revenue	3	3,399,666	3,780,741
Other income	3,4	125,295	112,193
Purchases and other directly attributable costs	3	(710,368)	(1,114,137)
Personnel expenses	3,5	(2,032,573)	(2,167,903)
Professional and consultancy fees		(89,066)	(87,527)
Travelling and accommodation		(49,342)	(105,853)
Marketing expenses	C	(60,503)	(34,846)
Other administrative expenses	6	(368,098)	(396,395)
Operating profit/(loss) before depreciation			
and amortisation		215,011	(13,727)
Depreciation and amortisation	3, 9, 10	(470,397)	(594,078)
Finance income	3	974	1,646
Finance costs	3	(322,896)	(234,589)
Loss before tax		(577,308)	(840,748)
Income tax expense	7	(310)	(40)
Loss for the year		(577,618)	(840,788)
Other comprehensive income		-	-
Total community and a second factor and			
Total comprehensive expense for the year net of tax		(577,618)	(840,788)
Attributable to:			
Owners of the parent		(577,618)	(835,849)
Non-controlling interest		(377,010)	(4,939)
non controlling interest			(4,333)
		(577,618)	(840,788)
Loss per share - basic	8.1	(1c8)	(2c6)
=000 per oriale basic	0.1	(100)	(200)

# STATEMENT OF FINANCIAL POSITION - Group as at 30 June 2013

	Notes	2013 EUR	2012 EUR
ASSETS		2011	LON
Non-current assets			
Property, plant and equipment	9	116,301	229,245
Intangible assets	10	5,086,654	5,342,580
		5,202,955	5,571,825
Current assets			
Inventories	14	1,246	8,580
Trade and other receivables	15	2,062,380	2,025,341
Cash at bank	19	54,291	60,455
		2,117,917	2,094,376
TOTAL ASSETS		7,320,872	7,666,201

# STATEMENT OF FINANCIAL POSITION - Group as at 30 June 2013

	Notes	2013 EUR	2012 EUR
EQUITY AND LIABILITIES		Lon	LON
Equity Issued capital Share premium Capital redemption reserve Accumulated losses	16.1 16.2 16.3	7,430,457 847,101 121,554 (7,118,092)	7,430,457 847,101 121,554 (6,541,420)
Equity attributable to owners of the parent Non-controlling interest		1,281,020 -	1,857,692 16,089
Total equity		1,281,020	1,873,781
Non-current liabilities Interest bearing loans and borrowings	17	480,621	584,849
Current liabilities Interest bearing loans and borrowings Trade and other payables	17 18	753,415 4,805,816	952,711 4,254,860
		5,559,231	5,207,571
Total liabilities		6,039,852	5,792,420
TOTAL EQUITY AND LIABILITIES		7,320,872	7,666,201

The accounting policies and explanatory notes on pages 23 to 56 form an integral part of the financial statements.

The financial statements on pages 14 to 56 have been authorised for issue by the Board of Directors on 29 October 2013 and were signed on its behalf by:

**WALTER BONNICI** 

Chairman

ANTHONY DEMAJO

Audit Committee Chairman

JOSEPH FENECH CONTI

Director

# LOQUS HOLDINGS P.L.C. Annual Financial Statements for the year ended 30 June 2013

## STATEMENT OF CHANGES IN EQUITY – Group for the year ended 30 June 2013

for the year ended 30 June 2013	Attributable to equity holders of the parent					June 2013  Attributable to equity holders of the parent				
FOR THE YEAR ENDED 30 June 2012	Issued capital EUR	Share premium EUR	Capital redemption reserve EUR	Accumulated losses EUR	Total EUR	Non- controlling interest EUR	Total equity EUR			
At 1 July 2011	7,430,457	847,101	121,554	(5,705,571)	2,693,541	21,028	2,714,569			
Loss for the year Other comprehensive income		<del>-</del>		(835,849)	(835,849)	(4,939)	(840,788)			
Total comprehensive expense	-	-	-	(835,849)	(835,849)	(4,939)	(840,788)			
At 30 June 2012	7,430,457	847,101	121,554	(6,541,420)	1,857,692	16,089	1,873,781			
FOR THE YEAR ENDED 30 June 2013										
At 1 July 2012	7,430,457	847,101	121,554	(6,541,420)	1,857,692	16,089	1,873,781			
Loss for the year	-	-	-	(577,618)	(577,618)	-	(577,618)			
Other comprehensive income	-	-	-	-	-	-	-			
Total comprehensive expense	-	-	-	(577,618)	(577,618)	-	(577,618)			
Dividends	-	-	-	-	-	(15,143)	(15,143)			
Allocation of minority share to group	-	-	-	946	946	(946)	-			
At 30 June 2013	7,430,457	847,101	121,554	(7,118,092)	1,281,020	-	1,281,020			

## Annual Financial Statements for the year ended 30 June 2013

# STATEMENT OF CASH FLOWS - Group for the year ended 30 June 2013

	Notes	2013 EUR	2012 EUR
Operating activities		(=== 000)	(0.40.700)
Loss before tax		(577,308)	(840,788)
Non-cash adjustment to reconcile loss before tax to net cash flows:		25.047	20.470
Loss on sale of property, plant and equipment	0.10	35,017	20,470
Depreciation and amortisation	9, 10	470,397	594,078
Provision for impairment of receivables Write-off of receivables	15 6	(76,249)	(34,517)
	О	52,747	22,173
Interest expense		322,896	234,589
Interest income  Provision for exchange differences		(974) 4.712	(1,646)
Provision for exchange differences Provision for obsolete inventory	14	4,712 4,771	16,291
•	14	4,771	4,260
Working capital adjustments:  Movement in inventories		2 562	(2.072)
Movement in trade and other receivables		2,562 (21,807)	(3,072)
		(21,807)	615,230
Movement in trade and other payables		376,704	(202,059)
		593,468	425,009
Interest paid		(145,085)	(146,228)
Interest received		974	1,646
Income tax paid	7	(310)	(40)
	•		(10)
Net cash flows generated from operating activities		449,047	280,387
Investing activities			
Proceeds from sale of property, plant and equipment		-	3,563
Payment to acquire property, plant and equipment	9	(26,881)	(5,667)
Payments to acquire intangible assets	10	(109,663)	(213,886)
Dividends paid to non-controlling interest		(15,143)	-
Net cash flows used in investing activities		(151,687)	(215,990)
Financing activities			
Proceeds from interest-bearing borrowings		_	120,000
Repayment of interest-bearing borrowings		(101,922)	(174,438)
Net cash flows used in financing activities		(101,922)	(54,438)
Net movement in cash and cash equivalents		195,438	9,959
Cash and cash equivalents at beginning of year		(270,045)	(280,004)
Cash and cash equivalents at end of year	19	(74,607)	(270,045)

# **STATEMENT OF COMPREHENSIVE INCOME - Company for the year ended 30 June 2013**

	Notes	2013 EUR	2012 EUR
Revenue		31,523	-
Personnel expenses Professional and consultancy fees	5	(46,667) (2,414)	(47,000) (1,854)
Other administrative expenses	6	(18,240)	(22,684)
Operating loss		(35,798)	(71,538)
Finance income		89,752	79,827
Finance costs		(88,778)	(78,648)
Loss before tax		(34,824)	(70,359)
Income tax credit	7	-	-
Loss for the year		(34,824)	(70,359)
Other comprehensive income		<u>-</u>	-
Total comprehensive expense for the year, net of tax		(34,824)	(70,359)
Loss per share - basic	8.1	(0c1)	(0c2)

### Annual Financial Statements for the year ended 30 June 2013

## STATEMENT OF FINANCIAL POSITION - Company as at 30 June 2013

ASSETS	Notes	2013 EUR	2012 EUR
Non-current assets Investment in subsidiaries	11	9,655,336	9,655,336
Current assets Trade and other receivables Cash at bank and in hand	15 19	8,446 68	8,218 58,809
		8,514	67,027
TOTAL ASSETS		9,663,850	9,722,363
EQUITY AND LIABILITIES Capital and reserves Issued capital Share premium Accumulated losses	16.1 16.2	7,430,457 847,101 (367,002) 7,910,556	7,430,457 847,101 (332,178) 7,945,380
Non-current liabilities Interest bearing loans and borrowings	17	461,159	531,061
Current liabilities Interest bearing loans and borrowings Trade and other payables	17 18	505,477 786,658 1,292,135	365,165 880,757 1,245,922
Total liabilities		1,753,294	1,776,983
TOTAL EQUITY AND LIABILITIES		9,663,850	9,722,363

The accounting policies and explanatory notes on pages 23 to 56 form an integral part of the financial statements.

The financial statements on pages 14 to 56 have been authorised for issue by the Board of Directors on 29 October 2013 and were signed on its behalf by:

WALTER BONNICI

Chairman

JOSEPH FENECH CONTI

Director

## Annual Financial Statements for the year ended 30 June 2013

# STATEMENT OF CHANGES IN EQUITY - Company for the year ended 30 June 2013

	Issued capital EUR	Share premium EUR	Accumulated losses EUR	Total EUR
FOR THE YEAR ENDED 30 JUNE 2012				
At 1 July 2011	7,430,457	847,101	(261,819)	8,015,739
Loss for the year	-	-	(70,359)	(70,359)
Other comprehensive income	-	-	-	-
Total comprehensive expense	-	-	(70,359)	(70,359)
At 30 June 2012	7,430,457	847,101	(332,178)	7,945,380
FOR THE YEAR ENDED 30 JUNE 2013				
At 1 July 2012	7,430,457	847,101	(332,178)	7,945,380
Loss for the year	-	-	(34,824)	(34,824)
Other comprehensive income	_	-	-	
Total comprehensive expense	-	-	(34,824)	(34,824)
At 30 June 2013	7,430,457	847,101	(367,002)	7,910,556

## Annual Financial Statements for the year ended 30 June 2013

# STATEMENT OF CASH FLOWS - Company for the year ended 30 June 2013

	Notes	2013 EUR	2012 EUR
Operating activities Loss before tax Non-cash adjustment to reconcile loss before tax to net cash flows:		(34,824)	(70,359)
Finance cost Finance income Working capital adjustments:		88,778 (89,752)	78,648 (79,827)
Movement in trade and other receivables  Movement in trade and other payables		381 (64,166)	2,062 (31,887)
		(99,583)	(101,363)
Interest received		974	1,184
Net cash flows used in operating activities		(98,609)	(100,179)
Investing activities Proceeds from maturity of long-term deposit		58,234	_
Net cash flows generated from investing activities		58,234	-
Financing activities  Proceeds from amounts received from related parties			120,000
Proceeds from amounts received from related parties Repayment of amounts due to related parties		(18,366)	120,000 (19,478)
Net cash flows (used in)/ generated from financing activities		(18,366)	100,522
Net movement in cash and cash equivalents		(58,741)	343
Cash and cash equivalents at beginning of year		58,809	58,466
Cash and cash equivalents at end of year	19	68	58,809

### NOTES TO THE FINANCIAL STATEMENTS

#### 1. CORPORATE INFORMATION

Loqus Holdings p.l.c (the "Company") is a public liability company, incorporated in Malta on 23 October 2000. The consolidated financial statements of the Company for the year ended 30 June 2013 comprise the Company and its subsidiaries (together referred to as the "Group") and the Group's interest in an associated company. The Group is primarily involved in the provision of fleet management, back-office processing and ICT solutions.

#### 2.1 BASIS OF PREPARATION

The consolidated and separate financial statements (the "financial statements") have been prepared on a historical cost basis.

The financial statements have been prepared in accordance with the requirements of the Companies Act, Cap. 386 of the Laws of Malta and in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union.

Going Concern

On the basis of the progress made by the Group, the Directors are of the opinion that cash flows are sufficient to meet present and future commitments and liabilities of the Company and the Group as and when they fall due.

These financial statements have been prepared on a going concern basis which assumes that the Group will continue in existence for the foreseeable future. The Directors have a reasonable expectation that the Group has adequate resources to improve its liquidity and to take the necessary decisions to continue in operational existence for the foreseeable future.

### 2.2 BASIS OF CONSOLIDATION

Basis of consolidation from 1 July 2009

The consolidated financial statements comprise the financial statements of the Group and its subsidiaries as at 30 June 2013.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases. The financial statements of the subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies. All intra-group balances, income and expenses, unrealised gains and losses and dividends resulting from intra-group transactions are eliminated in full. A change in the ownership interest of a subsidiary, without a change of control, is accounted for as an equity transaction.

Losses are attributed to the non-controlling interest even if that results in a deficit balance.

If the Group loses control over a subsidiary, it:

- Derecognises the assets (including goodwill) and liabilities of the subsidiary
- Derecognises the carrying amount of any non-controlling interest
- Derecognises the cumulative translation differences, recorded in equity
- Recognises the fair value of the consideration received
- Recognises the fair value of any investment retained
- Recognises any surplus or deficit in profit or loss
- Reclassifies the parent's share of components previously recognised in other comprehensive income to profit or loss.

### 2.3 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES

The accounting policies adopted are consistent with those of the previous financial period except as follows:

The Company has adopted the following new and amended IFRS and IFRIC interpretations as of 1 July 2012:

• IAS 1 Amendments – Presentation of Items of Other Comprehensive Income (*effective for annual periods beginning on or after 1 July 2012*)

The adoption of the above new and amended standards and IFRIC interpretations did not have an impact on the financial position or performance of the Group/Company.

Standards, interpretations and amendments to published standards as adopted by the EU that are not yet effective up to 30 June 2013

Up to the financial position date, certain new standards, amendments and interpretations to existing standards have been published but are not yet effective for the current reporting period and which the Group has not yet adopted. None of the below mentioned standards will have an effect on the Group's financial position and performance. These are as follows:

- IAS 10 (Revised) Employee Benefits (effective for annual periods beginning on or after 1 January 2013)
- IFRIC 19: (Amendments arising from IFRS9) Extinguishing Financial Liabilities with Equity Instruments (effective on adoption of IFRS 9)
- IFRIC 19: IFRS13 Extinguishing Financial Liabilities with Equity Instruments (*effective for annual periods beginning on or after 1 January 2013*)
- IFRS 1 Amendments Government Loans (effective for annual periods beginning on or after 1 January 2013)
- IFRS 1 Amendments Severe Hyperinflation and Removal of Fixed Dates for First-Time Adopters (effective, at the latest, for annual periods beginning on or after 1 January 2013)
- IFRS 7 Amendments Disclosures Offsetting Financial Assets and Financial Liabilities (effective for annual periods beginning on or after 1 January 2013)
- IFRS 10 Consolidated Financial Statements (effective, at the latest, for annual periods beginning on or after 1 January 2014)
- IFRS 11 Joint Arrangements (effective, at the latest, for annual periods beginning on or after 1 January 2014)
- IFRS 12 Disclosures of Interests in Other Entities (effective, at the latest, for annual periods beginning on or after 1 January 2014)
- Transitional Guidance (Amendments to IFRS 10, IFRS 11 and IFRS 12) (effective on adoption of IFRS 10, IFRS 11 and IFRS 12)
- IFRS 13 Fair Value Measurement (effective for annual periods beginning on or after 1 January 2013)
- IAS 12 Amendments Deferred Tax: Recovery of Underlying Assets (effective, at the latest, for annual periods beginning on or after 1 January 2013)
- IAS 27 Separate Financial Statements (effective, at the latest, for annual periods beginning on or after 1 January 2014)

#### 2.3 CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES - continued

Standards, interpretations and amendments to published standards as adopted by the EU that are not yet effective up to 30 June 2013 – continued

- IAS 28 Investments in Associates and Joint Ventures (effective, at the latest, for annual periods beginning on or after 1 January 2014)
- IAS 32 Amendments Offsetting Financial Assets and Financial Liabilities (effective for annual periods beginning on or after 1 January 2013)
- IFRIC 20 Stripping Costs in the Production Phase of a Surface Mine (effective for annual periods beginning on or after 1 January 2013)
- Improvements to IFRSs issued on May 2012 (effective for annual periods beginning on or after 1 January 2013)

Standards, interpretations and amendments issued by the International Accounting Standards Board (IASB) but not yet adopted by the European Union:

- IFRS 9 Financial Instruments
- Investment Entities (Amendments to IFRS 10, IFRS 12 and IAS 27)
- IAS 36 Amendments Recoverable Amount Disclosures for Non-Financial Assets
- IAS 39 Amendments Novation of Derivatives and Constitution of Hedge Accounting
- IFRIC 21 Levies

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting polices set out below have been applied consistently to all years presented in these financial statements and have been applied consistently by the Group/Company.

### Foreign currency translation

The separate and consolidated financial statements are presented in Euro, which is the Group/Company's functional and presentation currency. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using the functional currency. Transactions in foreign currencies are initially recorded in the functional currency rate ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency spot rate of exchange ruling at the reporting date, whereas non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Gains and losses arising from such foreign exchange translations are taken to the statement of comprehensive income.

### Revenue recognition

In general, revenue is measured at the fair value of the consideration received or receivable and is recognised to the extent that it is probable that the economic benefits will flow to the Group/Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised:

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

### **Revenue recognition** - continued

### Sale of goods

Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discounts and volume rebates. Revenue is recognised when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, and there is no continuing management involvement with the goods.

### Revenue from services rendered

Revenue from services rendered is recognised in the statement of comprehensive income in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is assessed by reference to the proportion of contract costs incurred for work performed to date as a percentage to the estimated total costs. The excess of revenue measured at a percentage completion over the revenue recognised in prior periods is the revenue for the period.

### Interest income

For all financial instruments measured at amortised cost and interest-bearing financial assets classified as available-for-sale, interest income/expense is recorded using the effective interest rate (EIR). Interest income is included with finance income in the statement of comprehensive income.

### Dividend income

Revenue is recognised when the right to receive the payment is established.

### **Taxes**

### Current tax

Current tax assets and liabilities for the current year and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted by the reporting date.

### Deferred income tax

Deferred income tax is provided using the liability method on temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred income tax assets are recognised for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilised.

The carrying amount of deferred income tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilised. Unrecognised deferred income tax assets are reassessed at each reporting date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

### Taxes - continued

Deferred income tax - continued

Deferred income tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.

Deferred income tax assets and deferred income tax liabilities are offset, if a legally enforceable right exists to set off current tax assets against current income tax liabilities and the deferred income taxes relate to the same taxable entity and the same taxation authority.

VAT

Revenues, expenses and assets are recognised net of the amount of sales tax/value added tax except:

- where the sales tax/value added tax incurred on a purchase of assets or services is not recoverable
  from the taxation authority, in which case the sales tax/value added tax is recognised as part of the
  asset or as part of the expense item as applicable; and
- receivables and payables that are stated with the amount of sales tax/value added tax included.

The net amount of sales tax/value added tax recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the statement of financial position.

### **Government grants**

Government grants are recognised where there is reasonable assurance that the grant will be received and all attached conditions will be complied with. When the grant relates to an expense item, it is recognised as income over the years necessary to match the grants on a systematic basis to the costs that are intended to compensate.

### **Employee benefits**

The Group/Company contributes towards the State pension defined contribution plan in accordance with local legislation and to which it has no commitment beyond the payment of fixed contributions. Related costs are recognised as an expense in the statement of comprehensive income during the year these are incurred.

### **Borrowing costs**

Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset are capitalised. All other borrowing costs are recognised as an expense when incurred.

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

### Property, plant and equipment

Items of property, plant and equipment are measured at cost less accumulated depreciation and impairment losses if any.

Cost includes expenditures that are directly attributable to the acquisition of the asset. When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the statement of comprehensive income in the year the asset is derecognised.

The cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Group and its cost can be measured reliably. The costs of the day-to-day servicing of property, plant and equipment are recognised in the statement of comprehensive income as incurred.

Depreciation is calculated on a straight line basis over the useful life of each part of an item of property, plant and equipment. A depreciation charge equivalent to a half year's depreciation is charged for the year in which the asset is first brought into use and a half year's depreciation is charged during the year in which the asset is disposed of or scrapped.

The estimated lives for the current and comparative periods are as follows:

System infrastructure
 Heavy plant and machinery
 Furniture, fittings and equipment
 Motor vehicles
 5 - 15 years
 10 years
 5 years

Factory improvements over the remaining period of the lease

The assets' residual values, useful lives and methods of depreciation are reviewed, and adjusted if appropriate, at each reporting date.

### **Leased assets**

The determination of whether an arrangement is, or contains a lease, is based on the substance of the arrangement at inception date whether the fulfilment of the arrangement is dependent on the use of a specific asset or assets, or the arrangement conveys a right to use the asset even if that right is not explicitly specified in an arrangement.

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

### Group as a lessee

Finance leases, which transfer to the Group substantially all the risks and benefits incidental to ownership of the leased item, are capitalised at the commencement of the lease at the fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are recognised in the statement of comprehensive income. Leased assets are depreciated over the useful life of the asset. However, if there is no reasonable certainty that the Group/Company will obtain ownership by the end of the lease term, the asset is depreciated over the shorter of the estimated useful life of the asset and the lease term.

Operating lease payments are recognised as an expense in the statement of comprehensive income on a straight line basis over the lease term.

### Group as a lessor

Leases where the Group does not transfer substantially all the risks and benefits of ownership of the asset are classified as operating leases. Initial direct costs incurred in negotiating and operating lease are added to the carrying amount of the leased asset and recognised over the lease term on the same bases as income.

### Intangible assets

Intangible assets acquired separately are measured on initial recognition at cost. Following initial recognition, development expenditure are carried out at cost less any accumulated amortisation and accumulated impairment losses.

Intangible assets with finite lives are amortised over the useful economic life. The amortisation period and the amortisation method for an intangible asset with a finite useful life is reviewed at least at each financial year end. Changes in the expected useful life or the expected pattern of future consumption of future economic benefits embodied in the asset is accounted for by changing the amortisation period or method, as appropriate, and are treated as changes in the accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the statement of comprehensive income in the expense category consistent with the function of the intangible asset. The amortisation period for the intangibles category is as follows:

Capitalised development costs

5 years

Acquired computer software

4 years

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is recognised in the statement of comprehensive income when incurred.

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

### Goodwill

The definition of an intangible asset requires an intangible asset to be identifiable to distinguish it from goodwill. Goodwill recognised in a business combination is an asset representing the future economic benefits arising from other assets acquired in a business combination that are not individually identified and separately recognised. The future economic benefits may result from synergy between the identifiable assets acquired or from assets that, individually, do not qualify for recognition in the financial statements.

Goodwill is measured at cost less accumulated impairment losses. In respect of associates, the carrying amount of goodwill is included in the carrying amount of the investment.

### Research and development

Research costs, undertaken with the prospect of gaining new scientific or technical knowledge and understanding, are expensed as incurred.

Development expenditure on an individual project is recognised as an intangible asset when the Company can demonstrate:

- the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- its intention to complete and its ability to use or sell the asset;
- how the asset will generate future economic benefits;
- the availability of resources to complete the asset; and
- the ability to measure reliably the expenditure during development.

A summary of the policies applied to the Company's intangible assets is as follows:

	Development cost	Acquired computer software
Useful lives	Finite	Finite
Amortisation method used	Amortised on a straight line method	Amortised on a straight line method
Internally generated or acquired	Internally generated	Acquired

### **Inventories**

Inventories are measured at the lower of cost and net realisable value. The cost of inventories is based on the first-in-first-out principle, and includes expenditure incurred in acquiring the inventories and bringing them to their existing location and condition. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

### Impairment of assets

### Financial assets

The Group/Company assesses at each reporting date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred 'loss event') and that loss event has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the receivables or a group of receivables is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and when observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

For financial assets carried at amortised cost, the Group/Company first assesses individually whether objective evidence of impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group/Company determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the statement of comprehensive income.

If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a future write-off is later recovered, the recovery is recognised in the statement of comprehensive income.

### Non-financial assets

The Group/Company assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Group/Company estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's (CGU) fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded subsidiaries or other available fair value indicators.

#### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – continued

#### Impairment of assets - continued

Non-financial assets- continued

Impairment losses of continuing operations are recognised in the statement of comprehensive income in those expense categories consistent with the function of the impaired asset, except for property previously revalued where the revaluation was taken to equity. In this case the impairment is also recognised in equity up to the amount of any previous revaluation.

For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the Group/Company estimates the asset's or cash-generating unit's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the asset in prior periods. Such reversal is recognised in the statement of comprehensive income unless the asset is carried at revalued amount, in which case the reversal is treated as a revaluation increase.

The following criteria are also applied in assessing impairment of specific assets:

#### Goodwill

Goodwill is tested for impairment annually as at year end and when circumstances indicate that the carrying value may be impaired. Impairment is determined for goodwill by assessing the recoverable amount of each cash-generating unit (or group of cash-generating units) to which the goodwill relates. Where the recoverable amount of the cash-generating unit is less than its carrying amount an impairment loss is recognised. Impairment losses relating to goodwill cannot be reversed in future periods.

## Intangible assets

Intangible assets with finite useful lives are tested for impairment whenever there is an indication that the intangible asset may be impaired.

#### Investment in associate

The Group's investment in its associate is accounted for using the equity method of accounting. An associate is an entity in which the Group has significant influence.

Under the equity method, the investment in the associate is carried in the statement of financial position at cost plus post acquisition changes in the Group's share of net assets of the associate. Goodwill relating to the associate is included in the carrying amount of the investment and is not amortised nor separately tested for impairment. The statement of comprehensive income reflects the share of the results of operations of the associate. When there has been a change recognised directly in the equity of the associate, the Group recognises its share of any changes and discloses this, when applicable, in the statement of changes in equity. Unrealised gains and losses resulting from transactions between the Group and the associate are eliminated to the extent of the interest in the associate.

The share of profit of associates is shown on the face of the statement of comprehensive income. This is the profit attributable to equity holders of the associate and therefore is profit after tax and non-controlling interests in the subsidiaries of the associates.

#### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

#### Investment in associate - continued

The financial statements of the associate are prepared for the same reporting year as the parent company. Where necessary, adjustments are made to bring the accounting policies in line with those of the Group.

After application of the equity method, the Group determines whether it is necessary to recognise an additional impairment loss on the Group's investment in its associates. The Group determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the amount in the statement of comprehensive income.

#### Investment in subsidiaries

The investment in subsidiary companies, which are unlisted, are stated at cost. Provision is made, where in the opinion of the directors, there is a permanent diminution in value. Income from the investment is recognised only to the extent of the distributions received by the Company.

#### Trade and other receivables

Receivables are recognised and carried at original invoice amount less an allowance for any uncollectible amounts. An estimate for doubtful debts is made when collection of the full amount is no longer probable. Bad debts are written off as incurred. Receivables from related parties are recognised and carried at cost.

## Cash and cash equivalents

Cash in hand and at banks in the statement of financial position comprise cash at banks and in hand.

Cash and cash equivalents are defined as cash in hand, demand deposits and short-term, highly liquid investments readily convertible to known amounts of cash and subject to insignificant risk of changes in value.

For the purposes of the statement of cash flows, cash and cash equivalents consist of cash and cash equivalents as defined above, net of any outstanding bank overdrafts.

## Trade and other payables

Liabilities for amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for goods and services received, whether or not billed to the Group/Company. Payables to related parties are carried at cost.

#### Interest-bearing loans and borrowings

All loans and borrowings are initially recognised at the fair value of the consideration received less direct attributable transaction costs.

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method.

Gains and losses are recognised in the statement of comprehensive income when the liabilities are derecognised as well as through the amortisation process.

#### 2.4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued

## Derecognition of financial assets and financial liabilities

#### Financial assets

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is derecognised where:

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

When the Group/Company has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Group's/Company's continuing involvement in the asset.

#### Financial liabilities

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

## **Unrealised profits**

Part II of the Third Schedule to the Companies Act, Cap. 386 of the Laws of Malta, requires that only profits/losses realised at the reporting date may be included in retained earnings available for distribution. Any unrealised profits/losses at this date, taken to the statement of comprehensive income, are transferred to a non-distributable reserve.

#### Earnings per share

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

Diluted earnings per share amounts are calculated by dividing the net profit attributable to ordinary equity holders of the parent (after adjusting for interest on the convertible preference shares) by the weighted average number of ordinary shares outstanding during the year plus the weighted average number of ordinary shares that would be issued on conversion of all the dilutive potential ordinary shares into ordinary shares.

#### 2.5 SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS

In preparing the financial statements, management is required to make judgements, estimates and assumptions that affect reported income, expenses, assets, liabilities and disclosure of contingent assets and liabilities. Use of available information and application of judgement are inherent in the formation of estimates. Actual results in the future could differ from such estimates and the differences may be material to the financial statements. These estimates are reviewed on a regular basis and if a change is needed, it is accounted in the year the changes become known. The most significant judgements and estimates are as follows:

#### Impairment of non-financial assets

The Group's impairment for goodwill is based on value in use calculations that use a discounted cash flow model. The cash flows are derived from the budget for the next three years as approved by management. Cash flow projections beyond this period are extrapolated for the next eight years using a steady growth rate, after which the terminal value is calculated. These budgets do not include restructuring activities that the Group is not yet committed to or significant future investments that will enhance the asset base of the Group. The recoverable amount is most sensitive to the growth rate used as well as the expected future net cash-inflows and discount rate used for the discounted cash flow model. The key assumptions used to determine the recoverable amount, including a sensitivity analysis, are further explained in note 10.1.

#### Going concern

Management has made an assessment of the company's ability to continue as a going concern and is satisfied that the company has the resources to continue in business for the foreseeable future. Note 2.1 to the financial statements details the going concern assessment.

#### **Development costs**

Development costs are capitalised in accordance with the accounting policy in note 2.4. Initial capitalisation of costs is based on management's judgement that technological and economical feasibility is confirmed, usually when a product development project has reached a defined milestone according to an established project management model. In determining the amounts to be capitalised management makes assumptions regarding the expected future cash generation of the project, discount rates to be applied and the expected year of benefits. At 30 June 2013, the carrying amount of capitalised development costs was EUR619,039 (2011: EUR849,006).

In the opinion of management, except for the above, the accounting estimates, assumptions and judgements made in the course of preparing these financial statements are not difficult, subjective or complex to a degree which would warrant their description as critical in terms of the requirements of IAS 1 (revised) 'Presentation of financial statements'.

#### 3. SEGMENT INFORMATION

For management purposes, the Group is organised into business units based on their products and services as follows:

- Fleet management Vehicle and Marine Tracking Systems and On the Move Logistics Solutions including tailor-made solutions as well as off-the-shelf packages.
- Back-office processing variety of high level, off site services to support entities.
- Projects assist clients in selecting appropriate ICT solutions and in implementing them.
- Consulting services work with governments and entities, assisting them to plan and manage institutional reform.

Management monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on operating profit or loss and is measured consistently with operating profit and loss in the consolidated financial statements. Corporate expenses are allocated based on the segmental revenues. However, the Group assets and liabilities are managed on a Group basis and are not allocated to operating segments.

#### Group

2013	Fleet management	Back-office processing	Projects	Consulting Services	Consolidated
	EUR	EUR	EUR	EUR	EUR
Revenue	1,702,049	1,222,526	475,091	-	3,399,666
Other income Purchases and other directly	125,295	-	-	-	125,295
attributable costs	(428,079)	(186,248)	(96,041)	-	(710,368)
Personnel expenses	(918,159)	(659,564)	(454,850)	-	(2,032,573)
Other expenses	(283,875)	(203,898)	(79,236)	-	(567,009)
Operating profit/(loss) before depreciation and amortisation	197,231	172,816	(155,036)	-	215,011
Depreciation and amortisation	(365,401)	(92,555)	(12,441)	-	(470,397)
Finance income	488	350	136	-	974
Finance cost	(161,658)	(116,114)	(45,124)	-	(322,896)
Loss before tax	(329,340)	(35,503)	(212,465)	-	(577,308)

## 3. SEGMENT INFORMATION - continued

2012	Fleet management	Back-office processing	Projects	Consulting Services	Consolidated
	EUR	EUR	EUR	EUR	EUR
Revenue	1,654,893	1,225,964	870,099	29,785	3,780,741
Other income Purchases and other directly	112,193	-	-	-	112,193
attributable costs	(311,439)	(134,972)	(667,726)	-	(1,114,137)
Personnel expenses	(842,553)	(726,969)	(550,820)	(47,561)	(2,167,903)
Other expenses	(273,407)	(202,543)	(143,750)	(4,921)	(624,621)
Operating profit/(loss) before depreciation and amortisation	339,687	161,480	(492,197)	(22,697)	(13,727)
Depreciation and amortisation	(489,100)	(87,128)	(17,723)	(127)	(594,078)
Finance income	721	534	379	12	1,646
Finance cost	(102,684)	(76,069)	(53,988)	(1,848)	(234,589)
Loss before tax	(251,376)	(1,183)	(563,529)	(24,660)	(840,748)

There is no inter-segment revenue and all revenue was generated from external customers.

Revenue by geographical markets	Local	Europe	Middle East & South Africa	Total
	EUR	EUR	EUR	EUR
2013	2,212,356	1,123,736	63,574	3,399,666
2012	2,654,445	1,121,816	4,480	3,780,741

#### 4. OTHER INCOME

Other income includes government grants amounting to EUR125,295 (2012: EUR112,193). These are receivable for research being carried out by Loqus Solutions Limited under the ERDF Scheme. Management is confident that all conditions will be fulfilled by the time the request for payment is processed.

#### 5. PERSONNEL EXPENSES

Personnel expenses incurred by the Group/Company during the year are analysed as follows:

	Group		Company	
	2013	<b>2013</b> 2012 <b>2013</b>		2012
	EUR	EUR	EUR	EUR
Directors' emoluments	66,000	66,000	42,000	42,000
Wages and salaries	1,985,337	2,204,432	4,667	5,000
Social security defined contribution costs	90,131	105,786	<b>-</b>	<del>-</del>
	2,141,468	2,376,218	46,667	47,000
Capitalised labour costs	(108,895)	(208,315)	-	_
Total personnel expenses	2,032,573	2,167,903	46,667	47,000

Social security defined contribution costs relating to Directors amount to EUR5,643 (2012: EUR1,791).

Directors' emoluments relate to Directors fees. Directors' remuneration and other key management personnel costs are disclosed in more detail in Note 21.

The average number of persons employed by the Group/Company during the years ended 30 June 2013 and 2012, was as follows:

	Gro	Group		Company	
	2013	2012	2013	2012	
	No.	No.	No.	No.	
Operating	60	68	-	-	
Administration	16	22	-	-	
	76	90	-	-	

## 6. OTHER ADMINISTRATIVE EXPENSES

	Group		Company	
	2013	2012	2013	2012
	EUR	EUR	EUR	EUR
Auditor's remuneration	18,156	19,890	2,655	4,141
Water and electricity	43,239	53,809	-	-
Printing expenses	17,944	20,095	5,205	6,000
Insurances	29,470	33,918	-	-
Listing and registration fees	22,948	15,193	10,345	10,837
Bank charges	6,845	8,518	35	18
Receivables written off	52,747	22,173	-	-
Movement in provision for impairment				
of receivables (note 16)	(76,249)	(34,517)	-	-
Movement in unrealised foreign exchange	(5,996)	16,291	-	-
Rent	49,015	53,434	-	-
Telecommunications	35,845	57,996	-	-
Fuel and Oil	24,585	28,393	-	-
Loss on sale of property, plant and equipment	35,017	20,470	-	-
Relocation expenses	24,837	-	-	-
Other expenses	89,695	80,732	-	1,688
	368,098	396,395	18,240	22,684

## Group

Professional and Consultancy fees included remuneration payable to the company's auditor for tax compliance services of EUR1,683 (2012: EUR2,520).

## Company

Professional and Consultancy fees included remuneration payable to the company's auditor for tax compliance services of EUR413 (2012: EUR437).

## 7. INCOME TAX

The taxation charge/(credit) for the year is comprised of the following:

	Group		Company	
	2013	2012	2013	2012
	EUR	EUR	EUR	EUR
Current tax charge				
- current year	310	40	-	-
- over provision in prior period	-	-	-	-
	310	40	-	-

## 7. INCOME TAX - continued

The taxation on profit/(loss) before tax differs from the theoretical taxation expense that could apply on the Company's profit on ordinary activities before taxation using the applicable taxation in Malta of 35% as follows:

	Group		Company	
	2013	2012	2013	2012
	EUR	EUR	EUR	EUR
Loss before tax	(577,308)	(840,748)	(34,824)	(70,359)
Theoretical taxation expense/(credit) at domestic income tax rate 35%	(202,058)	(294,262)	(12,188)	(24,626)
Tax effect of: - Income not subject to tax - Non-deductible expenses - Deferred tax not recognised - Interest income taxed at 15%	(43,853) 30,718 215,698 (195)	(34,761) 25,568 303,548 (53)	- 12,188 - -	25,038 (412)
Tax charge/(credit)	310	40	-	-

## 8. (LOSS)/EARNINGS PER SHARE

## 8.1 Basic (loss)/earnings per share

The calculation of basic (loss)/earnings per share is based on the consolidated loss for the year attributable to the ordinary equity holders and the Company's loss divided by the average number of equity shares outstanding during the year.

	Group		Co	Company	
	2013 EUR	2012 EUR	2013 EUR	2012 EUR	
Loss attributable to the ordinary equity holders/Company's loss	(577,618)	(835,849)	(34,824)	(70,359)	
Average number of equity shares outstanding during the year	31,899,000	31,899,000	31,899,000	31,899,000	
Basic loss per share attributable to the ordinary equity holders/Company's basic loss per share	(1c8)	(2c6)	(0c1)	(0c2)	

## 8.2 Diluted earnings per share

As at the reporting date there are no instruments that could dilute ordinary shares.

## 9. PROPERTY, PLANT AND EQUIPMENT

	Equipment furniture & fittings EUR	Motor Vehicles EUR	Factory Improvements EUR	Total EUR
Cost At 1 July 2011(restated) Additions Disposal	1,891,678 5,333 (7,121)	71,307 - -	332,442 334 -	2,295,427 5,667 (7,121)
At 30 June 2012 Additions Disposals	1,889,890 26,534 -	71,307 - -	332,776 347 (332,776)	2,293,973 26,881 (332,776)
At 30 June 2013	1,916,424	71,307	347	1,988,078
Depreciation and impairment At 1 July 2011(restated) Depreciation charge Release on disposal  At 30 June 2012 Depreciation charge Release on disposal	1,660,319 81,095 (3,558) 1,737,856 72,149	36,179 14,289 - 50,468 11,286	255,061 21,343 - 276,404 21,373 (297,759)	1,951,559 116,727 (3,558) 2,064,728 104,808 (297,759)
At 30 June 2013	1,810,005	61,754	18	1,871,777
Net Book Value At 30 June 2013	106,419	9,553	329	116,301
At 30 June 2012	152,034	20,839	56,372	229,245
At 30 June 2011	231,359	35,128	77,381	343,868

The carrying value of assets held under finance lease at 30 June 2013 stood at EUR7,210 (2012: EUR8,249).

As at 30 June 2013, assets amounting to EUR978,620 (2012: EUR958,728) were fully depreciated.

#### 10. INTANGIBLE ASSETS

	Goodwill EUR	Software Development EUR	Acquired Software EUR	Total EUR
Cost At 1 July 2011 Additions	5,888,592 -	4,480,249 208,315	513,221 5,571	10,882,062 213,886
At 30 June 2012 Additions	5,888,592	4,688,564 108,895	518,792 768	11,095,948 109,663
At 30 June 2013	5,888,592	4,797,459	519,560	11,205,611
Amortisation and Impairment At 1 July 2011 Amortisation charge	1,460,670 -	3,381,089 458,469	434,258 18,882	5,276,017 477,351
At 30 June 2012 Amortisation charge	1,460,670	3,839,558 338,862	453,140 26,727	5,753,368 365,589
At 30 June 2013	1,460,670	4,178,420	479,867	6,118,957
Net Book Value At 30 June 2013	4,427,922	619,039	39,693	5,086,654
At 30 June 2012	4,427,922	849,006	65,652	5,342,580
At 30 June 2011	4,427,922	1,099,160	78,963	5,606,045

Intangible assets are made up of goodwill, software development and acquired software. Software development includes capitalised labour cost incurred in the enhancement and development of software.

As at year end, EUR197,737 (2012: EUR195,858), relating to the development of one of the subsidiary's software products, was not in the condition necessary for it to be capable of operating in the manner intended by management.

As at 30 June 2013, assets amounting to EUR1,589,324 (2012: EUR552,744) were fully amortised.

#### 10. INTANGIBLE ASSETS – continued

## 10.1 Impairment test for the cash-generating units containing goodwill - current period

The Group performed its annual impairment test as at 30 June 2013. Since management only monitors revenue and directly attributable costs of its business units separately and the decision making process was managed on a group basis, the Group was considered to be a single cash generating unit.

The recoverable amount of the cash-generating unit has been determined based on a value in use calculation using cash flow projections from financial budgets approved by senior management covering a three year period. The cash flows beyond the budget period are extrapolated using a 6% (2012: 6%) growth rate for years four to eleven and 3% (2012: 3%) thereafter into perpetuity.

The key assumptions used in the value in use calculation are most sensitive to the following assumptions:

- Revenue growth rate (10% average) during the budgeted period;
- Growth rates (6% and 3%) beyond the budget period; and
- Pre-tax discount rate (10%).

The Directors believe that any reasonably possible change in the key assumptions on which the recoverable amount of the cash-generating unit is based, would not cause its carrying amount to exceed its recoverable amount. Further details are provided in note 22 – Liquidity.

## 11. INVESTMENT IN SUBSIDIARIES

## Company

	Capital subscribed EUR	Shareholders' contribution EUR	Total EUR
At 30 June 2012	2,429,388	7,225,948	9,655,336
At 30 June 2013	2,429,388	7,225,948	9,655,336

#### 11. INVESTMENT IN SUBSIDIARIES - continued

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Own	erch	in l	Intel	rest

Ownership interest				
Significant Subsidiaries	Registered office	2013 %	2012 %	Nature of Business
Logus Services Limited (note iii)	SUB008A, Industrial Estate, San Gwann, SGN 3000	99.9	99.9	Fleet management in Malta and back-office processing
Loqus Solutions Limited (note iii)	SUB008A, Industrial Estate, San Gwann SGN 3000 Malta	94.04	94.04	Software solutions
Loqus Consulting Limited	SUB008A, Industrial Estate, San Gwann, SGN 3000, Malta	75.0	75.0	Consulting services
Loqus UK Ltd. (note i)	The Meridian 4, Copthall House Station Square, Coventry CV1 2FL, UK	100	100	Fleet Management in the UK
Datatrak IT Services Limited (note ii)	SUB008A Industrial Estate San Gwann, SGN 3000, Malta	50.2	50.2	Software development and related services
Loqus Italia S.r.l. (note iii)	Viale Vittorio Veneto, 221 41058, Vignola (MO), Italia	100	100	Fleet management in Italy
Premiere Post Limited (note iii)	SUB008A, Industrial Estate San Gwann, SGN 3000, Malta	99.9	99.9	Postal Service

- i. Loqus UK Ltd is a limited company registered on 2 July 2010 in the UK with an authorised share capital of 1,000 shares of GBP 1 each and an issued share capital of 1 share, fully paid up.
- ii. Datatrak IT Services Limited has been dormant since 1 January 2008 and did not carry out any trading activity during the current year.
- iii. The Company indirectly controls Loqus Italia S.r.l.(formerly Datatrak Italia S.r.l.) through Loqus Solutions Limited.
  - Furthermore, the Company indirectly controls Premiere Post Limited through Loqus Services Limited.
- iv. Datatrak IT Algerie Sarl is in the process of liquidation and the investment was fully provided for in previous periods. Such subsidiary was not consolidated due to the fact that amounts are immaterial for the Group and no transactions were entered into during the year under review.

#### 12. **INVESTMENT IN ASSOCIATE**

#### Group

The Group's investment in associate is analysed as follows: 2013 2012 **EUR EUR** *Investment in associated company:* 

At 30 June

The investment in the associated company is held through Logus Solutions Limited.

Significant subsidiary	Registered office	Ownership 2013 %	interest 2012 %	Nature of business
Datatrak Nigeria Limited	Nigeria	30	30	Data network provider

The issued share capital of Datatrak Nigeria Limited is 85,000,000 shares of 1 Nigerian Naira each, fully paid up. All ordinary shares in the associate carry equal voting rights.

The Group has limited the recognition of losses of the associated company up to the extent of the value of the Group's interest in the enterprise. The Group does not have any exposure beyond its equity interest therein.

#### 13. **DEFERRED TAX**

## Group

As of 30 June 2013, the Group had deferred tax assets amounting to EUR5,610,091 (2012: EUR5,394,393). These deferred tax assets have not been recognised in these financial statements and will be recognised when utilised against future taxable profits.

These deferred tax assets are in respect of the tax effect of tax losses, capital allowances, investment tax credits and other temporary differences. These deductible temporary differences do not expire under current tax legislation.

Deferred tax assets relating to investment tax credits amount to EUR2,020,379 (2012: EUR2,009,467).

#### Company

As of 30 June 2013, the Company had a deferred tax asset of EUR47,753 (2012: EUR47,753). These deferred tax assets have not been recognised in these financial statements and will be recognised when utilised against future taxable profits.

This deferred tax asset is in respect of the tax effect of tax losses and does not expire under current tax legislation.

## 14. INVENTORIES

	Group		Company	
	2013	2012	2013	2012
	EUR	EUR	EUR	EUR
Raw materials and consumables	1,246	8,580	-	-

Raw materials and consumables of the Group are stated net of a provision for slow moving inventories amounting to EUR13,834 (2012: EUR9,063).

## 15. TRADE AND OTHER RECEIVABLES

	G	Group		oany
	2013	2012	2013	2012
	EUR	EUR	EUR	EUR
Trade receivables (note i)	1,112,273	1,382,291	-	-
Other receivables (note i)	58,674	49,052	6,909	6,909
Amounts owed by related parties (note ii)	492,141	282,801	-	-
Prepayments and accrued income	399,292	311,197	1,537	1,309
	2,062,380	2,025,341	8,446	8,218

i. Trade receivables and other receivables are stated net of impairment allowance, changes in which are presented below:

	Individually impaired			
	Trade Other receivables		Total	
	EUR	EUR	EUR	
At 30 June 2012 Movement for the year Utilised	377,192 (23,480) (52,769)	78,248 - -	455,440 (23,480) (52,769)	
At 30 June 2013	300,943	78,248	379,191	
At 30 June 2011 Movement for the year Utilised	411,709 (22,788) (11,729)	78,248 -	489,957 (22,788) (11,729)	
At 30 June 2012	377,192	78,248	455,440	

#### 15. TRADE AND OTHER RECEIVABLES - continued

As at 30 June 2013, the ageing analysis of trade receivables was as follows:

		Neither past due nor	Past due but not impaired		
	Total EUR	impaired EUR	<30 days EUR	30-60 days EUR	>60 days EUR
30 June 2013	1,112,273	242,458	74,894	118,690	676,231
30 June 2012	1,382,291	713,978	240,581	124,258	303,474

Trade receivables are non-interest bearing and are generally on a 30 day term.

ii. Amounts due by related parties are interest free and repayable on demand. Amount due from associate of EUR227,728 (2012: EUR227,728) has been fully impaired.

## 16. CAPITAL AND RESERVES

## 16.1 Issued capital

	2013 EUR	2012 EUR
Authorised		
50,000,000 ordinary shares of EUR0.232937 each	11,646,850	11,646,850
Issued and fully paid 31,899,000 ordinary shares of EUR0.232937 each,	7 420 457	7 420 457
fully paid up	7,430,457	7,430,457

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Company. All shares rank equally with regard to the Company's residual assets.

## 16.2 Share premium

	2013 EUR	2012 EUR
1 July Write-off of share premium	847,101 -	847,101 -
At 30 June	847,101	847,101

#### 16. CAPITAL AND RESERVES - continued

## 16.3 Capital redemption reserve

In terms of Section 115 (1) of the Companies Act, Cap. 386 of the Laws of Malta there is a capital maintenance requirement upon redemption of preference shares. Where preference shares are redeemed otherwise than out of proceeds of a fresh issue, an amount equivalent to the nominal amount of the preference shares being redeemed is to be transferred from distributable profits to a capital redemption reserve.

This reserve is non-distributable by way of dividends. It may be applied by the Company in paying up unissued shares of the Company as fully paid bonus shares to the shareholders of the Company.

## 17. INTEREST BEARING LOANS AND BORROWINGS

Bank borrowings comprise bank loans analysed as follows:

G	ro	u	p

	2013	2012
	EUR	EUR
Non-current liabilities		
- Other borrowings (note ii)	19,462	50,662
<ul> <li>Obligation under finance lease (note iii)</li> </ul>	-	3,126
- Amounts owed to related parties (note iv)	461,159	531,061
	480,621	584,849
Current liabilities		
- Bank loans (note i)	84,714	221,973
- Bank overdrafts (note 21)	128,898	330,500
- Other borrowings (note ii)	31,200	31,200
- Obligation under finance lease (note iii)	3,126	3,873
- Amounts owed to related parties (note iv)	505,477	365,165
	753,415	952,711
	1,234,036	1,537,560
Company		
Company	2013	2012
	EUR	EUR
Non-current liabilities		
- Amounts owed to related parties (note iv)	461,159	531,061
Current liabilities		
- Amounts owed to related parties (note iv)	505,477	365,165
	966,636	896,226

## 17. INTEREST BEARING LOANS AND BORROWINGS - continued

- i. The Group has a total banking facility of EUR465,352 which includes guarantee facilities of EUR250,000. Bank loans and overdraft bear interest ranging from 4.25% to 7% p.a. and are payable by 2013-2014. The banking facilities are secured by general hypothec over the assets of subsidiaries, guarantees provided by Group companies, pledging of cash balances and by general hypothec over the assets, pledging of insurance policies and guarantees of the major shareholder.
- ii. Other borrowings, which bear interest ranging from 0.75% to 2% p.a., are payable by 2015 and are secured by general hypothec over assets of a subsidiary and pledge of insurance policy.
- iii. Obligations under finance lease, which bear interest at 8% p.a., are payable by 2014.
- iv. Amounts payables to related parties are unsecured and bear interest at 8%.

The table below shows the bank loans and other borrowings according to when they are expected to be repaid based on their contractual maturity. For the Group's exposure to liquidity, interest rates and foreign currency risks, see note 22.

	Group		Company	
	2013	2012	2013	2012
	EUR	EUR	EUR	EUR
Between 1 and 2 years	19,462	34,326	-	-
Between 2 and 5 years	461,159	550,523	461,159	531,061
	480,621	584,849	461,159	531,061

#### 18. TRADE AND OTHER PAYABLES

Current	(	Group	Company		
	2013	2012	2013	2012	
	EUR	EUR	EUR	EUR	
Trade payables (note i)	1,057,680	1,319,459	23,470	41,501	
Trade payables to related parties (note ii)	62,995	65,678	-	_	
Other payables	726,363	469,961	-	-	
Amounts payable to subsidiaries (note ii)	-	-	759,482	823,957	
Other taxes and social security					
contributions	2,114,488	1,672,286	-	-	
Accruals and deferred income	844,290	727,476	3,706	15,299	
	4,805,816	4,254,860	786,658	880,757	

- i. Amounts due to trade payables are unsecured, interest free and are generally on 30-90 days term.
- ii. Trade payables to related parties are unsecured and bear no interest.

## 19. CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of cash in hand and balances with banks. Cash and cash equivalents included in the statement of cash flows reconcile to the amounts in the statement of financial position as follows:

	G	Group		pany
	<b>2013</b> 2012		2013	2012
	EUR	EUR	EUR	EUR
Bank balances (note i)	54,291	60,455	68	58,809
Bank overdraft (note 18)	(128,898)	(330,500)	-	
Cash and cash equivalents	(74,607)	(270,045)	68	58,809

i. Bank balances are pledged as detailed in note 17.

## 20. COMMITMENTS

## 20.1 Operating lease commitments - Group as lessee

The Group leases factory facilities under cancellable operating lease agreements. On the 21 February 2013, the Group signed a new lease agreement with affect from 21 April 2013 and which will terminate on 8 June 2024. This replaces the old lease agreement which started on 28 May 1998 with an initial term of 16 years.

During the year ended 30 June 2013, operating leases amounted to EUR49,015 were recognised as an expense in the statement of comprehensive income (2012: EUR53,434).

## 20.2 Operating lease commitments - Group as lessor

A subsidiary company leases equipment to customers under operating leases equipment amounting to EUR130,208 (2012: EUR130,208). Accumulated depreciation on these assets at year end amounted to EUR118,495 (2012: EUR68,401).

During the year ended 30 June 2013, EUR 103,980 was recognised as rental income in the statement of comprehensive income (2012: EUR161,952) and EUR26,041 charged to the statement of comprehensive income in respect of depreciation relating to equipment under operating leases to customers (2012: EUR28,812).

The future minimum lease receivables under non-cancellable leases are as follows:

	2013 EUR	2012 EUR
Within one year After one year but not more than five years	27,121 -	119,360 39,269
	27,121	158,629

#### 20. COMMITMENTS - continued

## 20.3 Finance lease commitments - Group as lessee

The subsidiary has a finance lease for computer tablets. Obligations arising from the finance lease are disclosed in note 17.

## 20.4 Guarantees

## The Company

The Company is a guarantor for EUR1,694,518 (2012: EUR1,694,518) and has cash balances pledged in respect to banking facilities provided to two group companies as detailed in note 17.

## 21. RELATED PARTY DISCLOSURES

## Group

The related parties with which the Group had balances outstanding or transactions were as follows:

GO plc (shareholder of the Company)
JFC Trading Limited (other related party)

GDL Trading Limited (other related party)
E-tail Limited (other related party)
METIS Consultancy and Services Limited (other related party)

Transactions with related parties

During the year, the Group entered into various transactions with related parties, as follows:

	2013 EUR	2012 EUR
Revenue		
Sales	55,259	46,636
Expenses		
Purchases and other directly attributable costs	17,514	-
Telecommunication Expenses	18,058	21,592
Professional Fees	51,213	51,213
Finance Expenses	88,778	78,648
Other Expenses		594

Balances with related parties

Balances with related parties are disclosed in notes 15, 17 and 18.

## 21. RELATED PARTY DISCLOSURES - continued

#### Group - continued

Key management personnel

Wages and salaries include an amount of EUR759,081 (2012: EUR726,532) paid as salaries to key management personnel. Total salaries paid to Executive and Non-Executive Directors amounted to EUR516,941 (2012: EUR444,391). The Board of Directors are considered to be key management personnel and total Directors' emoluments are included in note 5 – Personnel Expenses.

## Company

Transactions with related parties

During the year, the Company entered into various transactions with related parties, as follows:

	2013	2012
	EUR	EUR
Finance Expenses	88,778	78,648

Balances with related parties

Balances with related parties are disclosed in notes 15, 17 and 18.

Key management personnel

Total Directors' emoluments are included in note 5 – Personnel Expenses.

## 22. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

## Overview

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

- Credit risk
- Liquidity risk
- Market risk

This note presents information about the Group's exposure to each of the above risks, the Group's objectives, policies and processes for measuring and managing risk, and the Group's management of capital. Further quantitative disclosures are included throughout these consolidated financial statements.

The Board of Directors has overall responsibility for the establishment and oversight of the Group's risk management framework.

The Group's risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

#### 22. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES - continued

The Group Audit Committee oversees how the management monitors compliance with the Group's risk management policies and procedures and reviews the adequacy of the risk management framework in relation to the risks faced by the Group.

#### Credit risk

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

#### Trade and other receivables

Aged receivables are regularly monitored in order to highlight potential credit risks and also to assist in cash flow planning. The Group's invoicing system contains specific payment terms which are enforced accordingly. Customers that are found to be in substantial arrears on settlement are contacted and should they not regulate their position, the service provided is terminated after giving sufficient notice. The monitoring is carried out by both the accounts and sales departments in order to ensure that the credit limits and terms are adjusted accordingly. Customers that are considered to be a credit risk are referred to the Chief Financial Officer for appropriate action.

The Group does not require collateral in respect of trade and other receivables.

The Group establishes an allowance for impairment that represents its estimate of incurred losses in respect of trade and other receivables. The main component of this allowance is a specific loss component that relates to individually significant exposures.

## Exposure to credit risk

Management has a credit policy in place and the exposure to credit risk is monitored on an ongoing

The Group's exposure to concentration of risk arises from activity exceeding 25% of its revenues. At year end the Group had EUR490,417 (2012: EUR796,616) owed by a major customer representing 44% (2012: 57%) of the Group's total trade receivables. This customer generated EUR1,895,827 (2012: EUR2,292,615) of the Group's total revenue, representing 56% (2012: 61%) of the Group's total revenue.

The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the statement of financial position.

#### Liquidity risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall due. The Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

The Directors have a reasonable expectation that the Group has adequate resources to improve its liquidity including the cash flows from the realisation of the assets held for sale. Furthermore, the Group maintains lines of credit as disclosed in note 17 to these financial statements.

#### 22. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES - continued

#### Liquidity risk - continued

Contractual maturities

The following are the undiscounted contractual maturities of financial liabilities:

## Group

## Year ended 30 June 2013

	Carrying amount EUR	Contractual Cash flows EUR	Less than 6 months EUR	6 to 12 months EUR	1 to 2 years EUR	2 to 5 years EUR	More than 5 years EUR
Bank loans	84,714	86,552	68,437	18,115	-	-	-
Other borrowings	50,662	51,544	15,818	15,744	19,982	-	-
Trade and other payables	4,805,816	4,805,816	4,805,816	-	-	-	-
Bank overdraft	128,898	128,898	128,898	-	-	-	-
Obligations under finance leas	se <b>3,126</b>	3,126	1,938	1,188	-	-	-
Amounts owed to related par	ties <b>966,636</b>	1,183,071	-	505,477	-	677,594	-
	6,039,852	6,259,007	5,020,907	540,524	19,982	677,594	-

## Year ended 30 June 2012

	Carrying amount EUR	Contractual Cash flows EUR	Less than 6 months EUR	6 to 12 months EUR	1 to 2 years EUR	2 to 5 years EUR	More than 5 years EUR
Bank loans	221,973	234,696	74,315	74,124	86,257	-	_
Other borrowings	81,862	83,224	16,350	16,201	31,917	18,756	-
Trade and other payables	4,254,860	4,254,860	4,254,860	-	-	-	-
Bank overdraft	330,500	330,500	330,500	-	-	-	-
Obligations under finance leas	se 6,999	6,999	1,938	1,935	3,126	-	-
Amounts owed to related part	ties 896,226	1,145,469	-	365,164	-	780,305	-
	5,792,420	6,055,748	4,677,963	457,424	121,300	799,061	-

## Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates and interest rates will affect the Group's income and equity. The Group had limited exposure to foreign exchange risk, while interest on borrowings is denominated in Euro which matches the cash flows, generated by the underlying operations of the Group. The Group's interest bearing loans and borrowings are priced at a margin over the bank's base rate, which reflects local market rates. Bank borrowings are hence repriceable when the Company's bankers amend their base rate.

#### 22. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES - continued

#### **Currency risk**

Exposure to currency risk

All the Group's assets and liabilities are denominated in the functional currency except the following trade receivables and trade payables (based on notional amounts):

		2013			2012		
	GBP	USD	ZAR	GBP	USD		
Trade receivables Trade payables	24,240 (27,571)	- (65,828)	674 -	99,196 (27,571)	- (66,190)		
	(3,331)	(65,828)	674	71,625	(66,190)		

The following significant exchange rates applied during the year:

	Ave	Average rate		Reporting date spot rate	
	2013	2012	2013	2012	
GBP1	0.8247	0.8100	0.8572	0.8068	
USD1	1.2930	1.2814	1.3080	1.2590	
ZAR1	11.4493	10.3978	13.0704	10.2766	

The Group's exposure to currency risk is therefore limited, as shown in the table above.

#### Interest rate risk

The Group's income and operating cash flows are substantially independent of changes in market interest rates. Notes 15, 17 and 18 incorporate information with respect to the Group/Company's assets and liabilities exposure to interest rates. Up to the reporting date the Group/Company did not have any hedging policy with respect to interest rate risk as exposure to such risks was not deemed to be significant by the Directors.

The interest rate risk and terms of repayment of interest-bearing instruments at reporting date are set out in note 17 to the financial statements.

Interest rates in bank borrowings are established at a margin over the banker's base rate, whilst other borrowings are established at a margin below the ECB's base rate. Borrowings are hence repriceable when base rates are amended.

#### 22. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES - continued

#### Interest rate risk - continued

The following table demonstrates the sensitivity of the Group/Company's profit before tax to a reasonably possible change in interest rates, with all other variables held constant, based on the balances at year end.

	Increase/ decrease in basis points	Effect on (loss)/profit before tax EUR000
2013	+100/-100	(3)/3
2012	+100/-100	(6)/6

#### Fair values

The fair values of the financial assets which are measured at amortised cost are not materially different from their carrying amount.

#### **Capital management**

Capital includes equity attributable to equity holders of the parent. The primary objective of the Group and the Company's capital management is to improve its capital ratios in order to support its business and maximise shareholder value. The Group and the Company manage their capital structure and make adjustments to it, in light of changes in economic conditions. To maintain or adjust capital structure, the Group and the Company may adjust dividend payments to shareholders, return capital to shareholders or issue new shares. No changes were made in the objectives, policies or processes during the year.

# LOQUS HOLDINGS P.L.C.

# Annual Financial Statements for the year ended 30 June 2013

## **SUMMARISED RESULTS FOR THE PAST FIVE YEARS**

As at 30 June	2013 EUR	2012 EUR	2011 EUR	2010 EUR	2009* EUR
FINANCIAL			2011	20.1	
Revenue	3,399,666	3,780,741	4,106,455	4,446,488	4,760,995
Operating profit	782,020	610,894	768,659	1,718,512	1,702,986
EBITDA	215,011	(13,727)	(353,508)	1,021,311	384,183
(Loss)/Profit for the year/period	(577,308)	(840,748)	(1,396,516)	47,701	(850,189)
LIQUIDITY					
Cash generated from operations	449,047	280,387	211,708	833,472	277,922
Net cash	(74,607)	(270,045)	(280,004)	222,155	118,799
NUMBER OF EMPLOYEES	76	90	90	80	109

<sup>\*</sup> The figures for 2009 represent 18 months since the Group changed its accounting reference period starting from 1 January 2008 to 31 December 2008 to read 01 January 2008 to 30 June 2009. Each subsequent accounting reference period comes to an end on 30 June.

#### OTHER DISCLOSURES IN TERMS OF THE LISTING RULES

## **Share Capital Structure**

In the year under review, the Company's authorised share capital was eleven million six hundred and forty six thousand eight hundred and fifty Euro (EUR11,646,850) divided into fifty million (50,000,000) ordinary shares of EUR0.232937 per share. The Company's issued share capital was seven million four hundred and thirty thousand four hundred fifty seven Euro (EUR7,430,457) divided into thirty-one million eight hundred and ninety-nine thousand (31,899,000) ordinary shares having a nominal value EUR0.232937 per share.

All of the issued shares of the Company form part of one class of ordinary shares in the Company, which shares are listed on the Malta Stock Exchange. All shares in the Company have the same rights and entitlements and rank *paripassu* between themselves.

**Dividends:** The shares carry the right to participate in any distribution of dividend

declared by the Company in general meeting on the recommendation of

the Directors.

**Voting Rights:** Each share entitles its holder to one vote per share at meetings of

shareholders.

**Pre-emption rights:** None.

**Transferability:** All the shares are freely transferable in accordance with the rules and

regulations of the Malta Stock Exchange, applicable from time to time.

There are no agreements between shareholders which are known to the Company and may result in restrictions on the transfer of securities

and/or voting rights.

Mandatory takeover bids: Chapter 11 of the Listing Rules, implementing the relevant Squeeze-Out

and Sell-Out Rules provisions of Directive 2004/25/EC of the European Parliament and of the Council of 21 April 2004, regulates the acquisition by a person or persons acting in concert of the control of a company and provides specific rules on takeover bids, squeeze-out rules and sell-out rules. The shareholders of the Company may be protected by the said Listing Rules in the event that the Company is subject to a Takeover Bid (as defined therein). The Listing Rules may be viewed on the official

website (www.mfsa.com.mt) of the Listing Authority.

#### Holdings in excess of 5% of the share capital

On the basis of the information available to the Company, the direct and indirect shareholders as at the 30 June 2013 and 16 October 2013 in excess of 5% of the share capital of the Company are the following:

		30 June 2013	1	6 October 2013
	Number of	Holding	Number of	Holding
	Shares	%	Shares	%
JFC Holdings Ltd	15,949,500	50.00	15,949,500	50.00
Go plc	4,784,850	15.00	4,784,850	15.00

#### OTHER DISCLOSURES IN TERMS OF THE LISTING RULES - continued

Appointment and replacement of Directors (in terms of articles 54 to 60 of the Company's Articles of Association)

The Directors of the Company must be individuals.

- 1. The Directors shall be appointed as follows:
  - a. A Member holding not less than ten per cent of the equity securities having voting rights or a number of Members who between them hold not less than ten per cent of the equity securities are entitled to appoint one Director for every ten per cent holding, by letter to the Company. In the event that any such appointment is intended to fill a vacancy resulting from the retirement of a Director at an Annual General Meeting, any such letter may be sent in advance of the Annual General Meeting in question and the appointment thereby has effect immediately at the end thereof;
  - b. Any Member who (i) does not qualify to appoint Directors in terms of the provisions abovementioned (1a) and (ii) any Member who, although qualified as aforesaid has not voted all his equity securities having voting rights (or some of them) for the purposes of appointing a Director(s) pursuant thereto, shall be entitled to vote such of his equity securities as shall not have been so voted on any resolution or resolutions to fill vacancies in the Board of Directors.

An election pursuant to point 1(b) above shall be held every year, if there are vacancies on Board which are not filled by the appointment of Directors pursuant to point 1(a) above.

Unless they resign or are removed, Directors shall hold office up until the end of the Annual General Meeting next following their appointment. Directors whose term of office expires or who resign or are removed are eligible for re-appointment.

In the event that there are, or are to be, vacancies in the Board of Directors which will not be filled by appointments made pursuant to point 1(a) above, the Company shall grant a period of at least 14 days to Members to nominate candidates for appointment as Directors. Such notice may be given by the publication of an advertisement in at least two daily newspapers. All such nominations shall on pain of disqualification be made on the form to be prescribed by the Directors from time to time and shall reach the office not later than 14 days after the publication of the said notice.

In respect of the appointment of Directors pursuant to point 1(b) above every Member or group of Members holding alone or between them at least EUR232,937 in nominal value of equity securities entitled to vote in terms of that point 1(b) above shall be entitled to nominate one person to stand for appointment as Director.

Unless a Member demands that a vote be taken in respect of all or any one or more of the nominees, in the event that there are as many nominations as there are vacancies or less, no voting will take place and the nominees will be deemed appointed Directors.

- 2. The Directors shall be replaced as follows:
  - a. Any Director may be removed at any time by the Member or Members by whom he was appointed. The removal may be made in the same manner as the appointment.
  - b. Any Director may be removed at any time by the Company in general meeting pursuant to the provisions of section 140 of the Companies Act, Cap. 386 of Malta.

#### OTHER DISCLOSURES IN TERMS OF THE LISTING RULES - continued

Without prejudice to the provisions of the Companies Act, Cap. 386 of the Laws of Malta, the office of a Director shall 'ipso facto' be vacated:-

- a. If, by notice in writing to the Company, he resigns from the office of Director; or
- b. If he absents himself from the meetings of the Directors for a continuous period of 3 calendar months without leave of absence from the Directors and the Directors pass a resolution that he has, by reason of such absence, vacated office; or
- c. If he violates the declaration of secrecy required of him under the Articles and the Directors pass a resolution that he has so violated the declaration of secrecy; or
- d. If he is prohibited by or under any law from being a Director; or
- e. If he is removed from office pursuant to the Articles of Association or the Companies Act, Cap. 386 of the Laws of Malta; or
- f. If he becomes of unsound mind, or is convicted of any crime involving public trust, or declared bankrupt during his term of office and the Directors pass a resolution that he has for such reasons vacated office.

A resolution of the Directors declaring a Director to have vacated office as aforesaid shall be conclusive as to the fact and the grounds of vacation stated in the resolution.

Any vacancy among the Directors may be filled by the co-option of another person to fill such vacancy.

Such co-option shall be made by the Board of Directors. Any vacancy among the Directors filled as aforesaid, shall be valid until the conclusion of the next Annual General Meeting.

In the event that at any time and for any reason the number of Directors falls below the minimum number established by the Memorandum of Association of the Company then, notwithstanding the provisions regulating the quorum for meetings of the Directors, the remaining Directors may continue to act notwithstanding any vacancy in their body, provided they shall, with all convenient speed, and under no circumstances later than 3 months from the date upon which the number of Directors has fallen below the minimum, convene a general meeting for the sole purpose of appointing/electing the Directors.

## Amendment of the Memorandum and Articles of Association

In terms of the Companies Act, Cap. 386 of Malta, the Company may by extraordinary resolution at a general meeting alter or add to its Memorandum or Articles of Association. An extraordinary resolution is one where:

- a. it has been taken at a general meeting of which notice specifying the intention to propose the text of the resolution as an extraordinary resolution and the principle purpose thereof has been duly given.
- b. it has been passed by a shareholder or shareholders having the right to attend and vote at the meeting holding in the aggregate not less than seventy five per cent (75%) in nominal value of the shares issued by the Company represented and entitled to vote at the meeting and at least fifty one per cent (51%) in nominal value of all the shares issued by the Company and entitled to vote at the meeting.

#### OTHER DISCLOSURES IN TERMS OF THE LISTING RULES - continued

#### Amendment of the Memorandum and Articles of Association - continued

Provided that, if one of the aforesaid majorities is obtained but not both, another meeting shall be convened within thirty (30) days in accordance with the provisions for the calling of meetings to take a fresh vote on the proposed resolution. At the second meeting the resolution may be passed by a shareholder or shareholders having the right to attend and vote at the meeting holding in the aggregate not less than seventy five per cent (75%) in nominal value of the shares issued by the Company represented and entitled to vote at the meeting. However, if more than half in nominal value of all the shares issued by the Company having the right to vote at the meeting is represented at that meeting, a simple majority in nominal value of such shares so represented shall suffice.

Provided further that in respect of a resolution for a change in the public limited company status of the Company the requisite majority shall be not less than ninety five per cent (95%) of the nominal value of the shares entitled to attend and vote at the general meeting.

#### **Board Member Powers**

The Directors are vested with the management of the Company, and their powers of management and administration emanate directly from the Memorandum and Articles of Association and the law. The Directors are empowered to act on behalf of the Company and in this respect have the authority to enter into contracts, sue and be sued in representation of the Company. In terms of the Memorandum and Articles of Association they may do all such things that are not by the Memorandum and Articles of Association reserved for the Company in general meeting or by any provision contained in any law in force at the time.

Subject to regulatory requirements, the Company may in accordance with Article 10 of its Articles of Association, acquire its own shares.

#### Other

There are no special control rights.

There are no significant agreements to which the Company is a party and which take effect, alter or terminate upon a change of control of the Company following a take-over bid.

There are no agreements between the Company and its Board Members or employees by providing for compensation if they resign or are made redundant without valid reason or if their employment ceases because of a takeover bid.

# STATEMENT BY THE DIRECTORS ON THE FINANCIAL STATEMENTS AND OTHER INFORMATION INCLUDED IN THE ANNUAL REPORT

Pursuant to Listing Rule 5.55.2, we, the undersigned, declare that to the best of our knowledge, the financial statements included in the Annual Report and prepared in accordance with the requirements of International Financial Reporting Standards as adopted by the European Union give a true and fair view of the assets, liabilities, financial position and profit of the Group and that this report includes a fair review of the development and performance of the business and position of the Company, together with a description of the principal risks and uncertainties that it faces.

Signed on behalf of the Board of Directors by:

**WALTER BONNICI** 

Chairman

29 October 2013

JOSEPH FENECH CONTI

Director

#### SHAREHOLDER REGISTER INFORMATION

Directors' interests in the Company as at 30 June 2013 and as at 16 October 2013.

Shareholder Range	Ordinary shares	Ordinary shares	Movement in
	held as at	held as at	Shares held by
	30.06.13	16.10.13	Directors
Chev. Anthony Demaio	1.350.750	1.350.750	-

Mr. Joseph Fenech Conti has a beneficial interest of 15,949,500 shares currently registered in the name of JFC Holdings Limited. Mr. Walter Bonnici has a beneficial interest of 1,434,030 shares currently registered in the name of GDL Trading and Services Limited. There have been no changes after year-end up to 16 October 2013.

Holders holding 5% or more of the Share Capital at 30 June 2013 and at 16 October 2013.

## Ordinary Shares of EUR0.2329374 each at:

	30.06.13		16.10.13	
	Number	Holding	Number	Holding
	of shares	(%)	of shares	(%)
JFC Holdings Limited	15,949,500	50.00	15,949,500	50.00
GO P.L.C.	4,784,850	15.00	4,784,850	15.00

#### **Number of holders**

The total number of shareholders at year end was 1,553. As at 16 October 2013, 1,549 shareholders held the Company's issued share capital consisting of 31,899,000 shares. All shares are of equal class and carry equal voting rights.

Shareholder Range	Number of holders at 30.06.13	Number of Holders at 16.10.13	Movement in holders increase /(decrease)
1 - 500 shares	388	387	(1)
501 - 1,000 shares	427	427	-
1,001 - 5,000 shares	621	617	(4)
5,001 and over	117	118	1
	1,553	1,549	(4)

## **Company Secretary and Registered Address**

Dr. Adrian Mallia SUB008A, Industrial Estate San Gwann SGN 3000 Malta