



# **AS Avaron Asset Management**

**ANNUAL REPORT  
FOR THE FINANCIAL YEAR ENDED ON  
31<sup>ST</sup> DECEMBER 2015**

**Audited by Deloitte**

## COMPANY FACTS

Beginning of the financial year	01/01/2015
End of the financial year	31/12/2015
Name of the Company	AS Avaron Asset Management
Registration number	11341336
Address	Narva road 7D, Tallinn 10117, Estonia
Phone	+ 372 664 4200
Facsimile	+ 372 664 4201
Web site	<a href="http://www.avaron.com">www.avaron.com</a>
Main activity	Management of investment funds (EMTAK 66301) Portfolio management services (EMTAK 66199)
Sworn auditor	AS Deloitte Audit Eesti
Documents enclosed with the annual report	Sworn Auditor's Report Proposal for Profit Distribution Division of revenues in accordance with EMTAK classification standard

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## MANAGEMENT REPORT FOR THE FINANCIAL YEAR ENDED 31<sup>ST</sup> DEC 2015

AS Avaron Asset Management (hereinafter “Avaron” or “the Company”) is an independent boutique investment management company licenced by the Estonian Financial Supervision Authority. The Company’s core focus is management of Avaron Estonia domiciled investment funds and professional investor managed accounts. On a small scale the Company provides portfolio management services to private clients in Estonia. As at the end of 2015 the Company employed 14 people.

The Company started its business activities in the first half of 2007 as its first investment funds were launched on April 23<sup>rd</sup> 2007. The Company has been operational for nine years by now. Avaron focuses on investing in listed securities in Central and Eastern Europe. Our investment universe includes approximately 250 companies which are closely monitored by our eight-member investment team. We pursue stock-picking and value investing. Since 2011 Avaron follows responsible investment practices and is a signatory of UN Principles for Responsible Investment (PRI).

As of end of 2015, the Company managed three investment funds domiciled in Estonia, including one equity fund (Avaron Emerging Europe Fund), one high yield fund (Avaron Eastern Europe Fixed Income Fund) and one closed-end asset allocation fund (Avaron Flexible Strategies Fund). In addition to Avaron Estonia-domiciled funds, we provide sub-investment management services to third party funds and professional investor accounts, a line of business that has grown rapidly over the past few years.

Financial year 2015 was the best one in Avaron history. Namely,

- All our products managed to provide investors with positive absolute return for full year of 2015 in the midst of a very volatile year in the markets.
- Our flagship fund, Avaron Emerging Europe Fund posted a strong +5% performance vs. -9.6% of the benchmark index MSCI EFM Central and Eastern Europe & CIS (CEEC) ex Russia. On three year basis the fund provides investors with 12% alpha. The fund received Thomson Reuters Lipper Fund Award as the best Equity Emerging Markets Europe Fund for three year performance (2013-2015) in Germany (among 57 funds), in Switzerland (among 39 funds), in Nordics (among 49 funds) and in France (among 40 funds). In addition the Thomson Reuters Lipper Fund Award for the best Equity Emerging Markets Europe Fund five year performance (2011-2015) in France (among 39 funds) was received. The greatest achievement was to receive Thomson Reuters Lipper Fund Award for whole Europe for three year performance among 60 funds.
- The Company’s assets under management (AUM) nearly doubled during the year to €616 million (2014: €323 million).
- Avaron’s financial performance improved significantly. The Company’s fee income increased to €2,937 thousand (2014: €1,707 thousand), while net income increased to €1,439 thousand (2014: €642 thousand).

Remuneration principles of the Management Board, fund managers and risk managers of Avaron investment funds are based on the Remuneration policy of the Company. Avaron fund managers and risk managers are paid a fixed salary. Determination of performance-based salary is based on the Company’s long-term goals, ensuring sustainability of the Company and personal contribution of employees. Performance-based salary is neither based on an absolute nor relative minimum return threshold of managed funds. Avaron has the right to reduce, suspend and require partial or full refund of performance-based salary issued to board members and employees three years from the decision to pay performance-based salary. Management board and employees may be paid severance pay of up to six months wages.

14 April 2016  
Kristel Kivinurm-Priisalm  
Member of the Management Board

## MANAGEMENT BOARD DECLARATION

The Management Board is declaring its responsibility for the preparation of the annual accounts of AS Avaron Asset Management for the financial year ended on 31<sup>st</sup> December 2015.

The annual accounts are prepared according to the Accounting Principles Generally Accepted in Estonia, and present a true and fair view of the financial position, economic performance and cash flows of AS Avaron Asset Management.

Preparation of the annual accounts according to the Accounting Principles Generally Accepted in Estonia assumes the Management Board to make estimates on the assets and liabilities of AS Avaron Asset Management as of the balance sheet date, and on income and expenses for the reporting period. These estimates are based on up-to-date information about the state of AS Avaron Asset Management and consider the plans and risks as of the annual accounts' preparation date. The ultimate outcome of the business transactions recorded may differ from those estimates.

The annual accounts reflect those significant circumstances that have an effect on the valuation of assets and liabilities until the preparation date of the annual accounts, 25<sup>th</sup> April 2016.

The Management Board considers AS Avaron Asset Management to carry its activities as a going concern.

<b>Name</b>	<b>Position</b>	<b>Signature</b>	<b>Date</b>
Kristel Kivinurm-Priisalm	Member of the Management Board	/signed digitally/	25 April 2016
Valdur Jaht	Member of the Management Board	/signed digitally/	25 April 2016

**BALANCE SHEET**

EUR '000	Note	31/12/2015	31/12/2014
<b>ASSETS</b>			
Cash and cash equivalents	2	1,573	1,173
Trade receivables	12	1,420	319
Tax prepayments and receivables		2	-
Other receivables and prepayments	4	72	44
<b>Total receivables and prepayments</b>		<b>1,494</b>	<b>363</b>
Loan receivables	12	1,237	1,358
Bonds		162	-
Units of investment funds	12	264	247
<b>Total financial investments</b>		<b>1,663</b>	<b>1,605</b>
Tangible assets	3	33	47
<b>TOTAL ASSETS</b>		<b>4,763</b>	<b>3,188</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
Payable to employees	6	677	458
Supplier payables and customer prepayments		332	60
Tax payables	5	15	17
<b>Total current payables and prepayments</b>		<b>1,024</b>	<b>535</b>
Dividend payables	12	895	938
Income tax on dividend payables	5	224	234
<b>Total noncurrent payables and prepayments</b>		<b>1,119</b>	<b>1,172</b>
<b>Total liabilities</b>		<b>2,143</b>	<b>1,707</b>
Share capital in nominal value	9	224	224
Statutory reserve capital		22	22
Retained earnings		935	593
Profit for the financial year		1,439	642
<b>Total shareholders' equity</b>		<b>2,620</b>	<b>1,481</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>4,763</b>	<b>3,188</b>

## INCOME STATEMENT

EUR '000	Note	2015	2014
Fee income	10	2,937	1,707
Fee expense		550	141
<b>Net fee income</b>		<b>2,387</b>	<b>1,566</b>
<b>Financial income and expenses</b>			
Interest income		-1	8
Change in value of financial investments		22	25
Other financial income		-	90
<b>Net financial income</b>		<b>21</b>	<b>123</b>
<b>Operating expenses</b>			
Wages and salaries	11	556	469
Social tax and unemployment insurance contribution expenses	11	98	81
Miscellaneous operating expenses		219	222
<b>Total operating expenses</b>		<b>873</b>	<b>772</b>
Depreciation and impairment of tangible assets	3	21	25
Income tax		75	250
<b>Profit for the financial year</b>		<b>1,439</b>	<b>642</b>

## STATEMENT OF CASH FLOW

EUR '000	Note	2015	2014
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
<b>Profit for the financial year</b>		1,439	642
Adjustments:			
Depreciation and impairment of tangible assets	3	21	25
Interest income		1	-8
Change in value of financial investments		-22	-25
Other financial income		-	-90
Income tax		75	250
Change in receivables and prepayments made		-1,131	-145
Change in liabilities and prepayments collected		488	227
<b>Total cash flow from operating activities</b>		<b>871</b>	<b>876</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Acquisition of securities		-179	-65
Sale of securities		22	65
Acquisition of tangible assets	3	-6	-12
Loans given		-100	-277
Repayment of loans given		221	341
Interest received		21	19
<b>Total cash flow from investing activities</b>		<b>-21</b>	<b>71</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Dividends paid		-360	-
Income tax paid		-90	-
<b>Total cash flow from financing activities</b>		<b>-450</b>	<b>-</b>
<b>Total cash flow</b>		<b>400</b>	<b>947</b>
<b>Cash at the beginning of the financial year</b>	2	<b>1,173</b>	<b>226</b>
<b>Cash at the end of the financial year</b>	2	<b>1,573</b>	<b>1,173</b>



## STATEMENT OF CHANGES IN EQUITY

EUR '000	Share capital	Statutory reserve capital	Retained earnings	Profit for the financial year	Total equity
<b>31/12/2013</b>	<b>224</b>	<b>22</b>	<b>1,259</b>	<b>334</b>	<b>1,839</b>
Distribution of profit	-	-	334	-334	-
Distributed dividends	-	-	-1,000	-	-1,000
Profit for the financial year	-	-	-	642	642
<b>31/12/2014</b>	<b>224</b>	<b>22</b>	<b>593</b>	<b>642</b>	<b>1,481</b>
Distribution of profit	-	-	642	-642	-
Distributed dividends	-	-	-300	-	-300
Profit for the financial year	-	-	-	1,439	1,439
<b>31/12/2015</b>	<b>224</b>	<b>22</b>	<b>935</b>	<b>1,439</b>	<b>2,620</b>

Additional information on the share capital has been provided in Note 9.

## NOTES TO THE ANNUAL ACCOUNTS

For the financial year ended on 31<sup>st</sup> December 2015

### NOTE 1. ACCOUNTING POLICIES

The annual accounts of AS Avaron Asset Management for the financial year 2015 have been prepared according to the Investment Funds Act as supplemented by the Regulations by the Minister of Finance, and the Accounting Principles Generally Accepted in Estonia. The requirements of the Accounting Principles Generally Accepted in Estonia comply with the internationally acknowledged accounting and reporting principles, and are stipulated in the Estonian Accounting Act, which is supplemented by the guidelines issued by the Estonian Accounting Standards Board. The Regulation of the Minister of Finance No 73 dated 11 June 2003 "Layout, contents and methods for preparation and presentation of the balance sheet and income statement of a fund management company" was repealed in 2009 and new regulations regarding the reporting of fund management companies were adopted. In accordance with Section 12-13 and 26-27 of Guideline No 2 of the Estonian Accounting Standards Board, the Company has adopted specially modified scheme of Income Statement and Balance Sheet that are better suited for presenting the operations of the Company as a fund management company.

The annual accounts have been prepared in thousands of EUR unless indicated differently. The annual accounts have been prepared on the historical cost basis, except for the revaluation of certain properties and financial instruments that have been accounted for at fair value.

The principal accounting policies adopted are presented below.

#### Foreign currency transactions

Foreign currency transactions are recorded at the rates of exchange quoted by the European Central Bank at the transaction date. Foreign currency monetary items and those non-monetary items that are carried at fair value are retranslated into EUR at the official foreign currency exchange rates prevailing on the balance sheet date. Non-monetary items, which are not carried at fair value (i.e. prepayments and tangible assets), are not retranslated; instead, foreign currency exchange rates prevailing on the transaction date are used. Gains and losses from foreign currency transactions are recorded in the income statement on net basis.

#### Financial assets and financial liabilities

Cash, contractual rights to receive cash or other financial assets (i.e. trade receivables) from third parties, equity instruments of other entities and contractual rights to exchange financial assets with third parties under the conditions that are potentially favourable to the Company, are considered to be financial assets. Contractual obligations to deliver cash or other financial assets to third parties and contractual obligations to exchange financial assets with third parties under the conditions that are potentially unfavourable to the Company are considered to be financial liabilities.

Financial assets and liabilities are initially measured at cost, which is the fair value of consideration given or received to acquire the financial asset or liability. Initial cost of all financial assets and liabilities include direct transaction costs.

A regular purchase or sale of financial assets is recognised on value date. If the balance sheet date is between trade date and value date of a transaction, the change in value between the trade date and the balance sheet date shall be recognised as the accounting period's profit or loss. Depending on their category, financial assets and liabilities are subsequently measured at fair value, cost or amortized cost.

Financial instruments carried at fair value are re-valued on each balance sheet date. Change in fair value of financial assets and liabilities that are acquired for trading, as well as derivatives are recognised in the income statement for the period. Changes in the value of other financial assets accounted for at fair value are recognised directly in equity as a revaluation reserve.

The amortized cost of a financial instrument is the amount at which it is measured at initial recognition, discounted using the effective interest method less principal repayments and any reduction for impairment or uncollectibility.

Financial assets are derecognised when the Company loses the right to the cash flows arising from the financial asset or transfers the cash flows derived from the financial asset and most risks and rewards of ownership of the financial asset to a third party. Financial liabilities are derecognised when the obligation under the liability is discharged, cancelled or expired.

### **Trade receivables**

Current and non-current trade receivables are recorded at amortized cost, i.e. at their net present value, from which doubtful accounts are deducted.

Trade receivables, which partly or fully are not expected to be collected, are expensed and reported in the income statement as “Miscellaneous operating expenses”. Receivables, collection of which is not feasible or economically justified, are considered to be non-collectible and written-off from the balance sheet.

### **Tangible assets**

Assets held for use in the supply of services or for administrative purposes, with useful life of over one year and with a minimum value EUR 639 are considered to be tangible assets. Tangible assets are recorded at cost, which comprises purchase price and other directly attributable expenditures.

Depreciation is calculated on the straight-line method. Depreciation rates are assigned separately to each tangible asset or its separately identifiable component depending on its estimated useful life as follows:

- IT equipment – 30% per annum,
- Office equipment – 30% per annum,
- Furniture – 25% per annum,
- Other equipment – 25% per annum.

Improvements to tangible assets are capitalised if they comply with the definition of a tangible asset and the criteria for recognizing an asset on the balance sheet, including the participation of these costs in generating future economic benefits. Maintenance and repairs are expensed when incurred.

### **Impairment of assets**

At each balance sheet date, it is reviewed whether there is any indication that assets are impaired. If the management board of the Company detects any indication that the value of an asset may have declined below its carrying amount, impairment test is carried out.

### *Financial assets*

Impairment of individually significant financial assets is assessed separately for each asset. Impairment of financial assets that are not individually significant and for which there are no objective evidence of impairment, are assessed in aggregate.

If there is any objective evidence that a financial asset is impaired, financial assets carried at amortized cost are written down to their net present value of the estimated future cash inflows (discounted with the effective interest rate of the financial asset determined at recognition). Impairment of a financial asset is recognized as expense in the income statement for the financial year.

If the value of financial assets carried at amortized cost increases in subsequent periods, the previously recognized impairment loss is reversed up to the amount which is lower from both the following:

- net present value of expected future cash inflows from the financial asset,
- carrying amount measured at amortized cost as if no impairment loss had been recognized.

The amount of the reversal of impairment losses are recognized in the income statement for the financial year on the same expense account as a reverse entry.

### *Tangible assets*

The recoverable amount of a tangible asset recognized at cost is estimated to conduct the impairment test. If it is not possible to estimate the recoverable amount of an individual asset, the recoverable amount of a cash-generating unit to which the asset belongs, is determined.

The recoverable amount is the higher of the asset's net selling price and asset's value in use. In assessing the value in use, the estimated future cash flows from continuous use and subsequent disposal are discounted to their present value using a discount rate that reflects expected return on similar investments.

If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. The impairment loss is recognized in the income statement as "Change in value of tangible assets" when incurred.

The Company assesses at each reporting date whether there are any indications that the recoverable amount of an impaired asset has increased by performing an impairment test. If it appears as a result of the impairment test, that the recoverable amount has increased and the previously recognized impairment loss is no longer justified, the carrying amount is increased. The reversal should not result in a carrying amount exceeding the amortized cost if no impairment had been recognized.

The amount of the reversal of impairment loss is recognized in the income statement as "Change in value of tangible assets" for the financial year on the same expense account as a reverse entry.

### *Liabilities and obligations*

All known liabilities that can be reliably measured and the realisation of which is probable are recognised in the balance sheet as liabilities. All financial liabilities are measured at amortised cost in the balance sheet, except for derivatives with a negative fair value that are measured at fair value.

Other liabilities the realisation of which is dependent on the fulfilment of certain conditions are disclosed in the notes to the annual accounts as contingent liabilities.

Holiday pay has been expensed in the period when the obligation was due, i.e. when an employee becomes entitled to demand paid holiday. Bonuses to employees have been expensed in the period for which the bonuses are payable. The creation of a provision for holiday pay and bonuses together with the applicable social tax and unemployment insurance tax or the relevant change in the provision is recognized as an expense in the income statement and as a liability on the balance sheet.

### **Reserves**

The statutory legal reserve is recorded according to the requirements of the Commercial Code and comprises distributions made out of the net profit. The annual contribution must amount to at least 1/20 of the net profit for the financial year until the statutory legal reserve equals at least 1/10 of the share capital amount.

### **Revenue recognition**

Revenue is measured at the fair value of the consideration received or receivable, i.e. representing the amounts receivable for the services provided. Fee income is recognised in the period when the service was provided, provided that the collection of the relevant receivables is probable, and income and expenses incurred in respect of the transaction can be measured reliably. The revenues have been received for services provided in the Republic of Estonia.

Interest income is recognised on accrual basis.

Fee income includes fund management fees, subscription and redemption fees, fees from managing discretionary securities portfolios, investment advisory fees and fees for providing services in to third-party funds under outsourcing agreements.

Fee expense includes expenses directly related to earning fee income, i.e. rebates of fund management and other service fees, fees payable for the services of credit institutions and registrars, and other fee expense directly related to providing the Company's main services.

### **Leases**

Assets held under operating lease are not reported on the balance sheet. Rentals payable under operating leases are charged to the income statement on a straight-line basis over the term of the relevant lease, irrespectively from disbursements.

### **Cash and cash flows**

Cash in the cash flow statement includes cash at hand, demand deposits and other deposits with credit institutions (with remaining term up to 3 months).

Cash flows from operating activities are reported using the indirect method. Cash flows from investing and financing activities are reported based on gross receipts and disbursements made during the financial year.

**NOTE 2. CASH AND CASH EQUIVALENTS**

EUR '000

	<b>31/12/2015</b>	<b>% of Cash, converted into EUR</b>	<b>31/12/2014</b>	<b>% of Cash, converted into EUR</b>
Current account EUR	1,517	96%	1,160	99%
Current account PLN	101	2%	52	1%
Current account USD	36	2%	1	0%
<b>Total</b>		<b>100%</b>		<b>100%</b>

**NOTE 3. TANGIBLE ASSETS**

<b>EUR '000</b>	<b>IT and office equipment</b>	<b>Furniture and other equipment</b>	<b>Total</b>
<b>Acquisition cost</b>			
<b>31/12/2013</b>	<b>35</b>	<b>55</b>	<b>90</b>
Addition	7	5	12
<b>31/12/2014</b>	<b>42</b>	<b>60</b>	<b>102</b>
Addition	4	2	6
Write off	-5	0	-5
<b>31/12/2015</b>	<b>41</b>	<b>62</b>	<b>103</b>
<b>Accumulated depreciation</b>			
<b>31/12/2013</b>	<b>15</b>	<b>15</b>	<b>29</b>
Depreciation charge and impairment for the year	11	14	25
<b>31/12/2014</b>	<b>26</b>	<b>29</b>	<b>55</b>
Depreciation charge and impairment for the year	9	12	21
Accumulated depreciation of written off tangible assets	-6	0	-6
<b>31/12/2015</b>	<b>29</b>	<b>41</b>	<b>70</b>
<b>Net book value</b>			
<b>31/12/2014</b>	<b>16</b>	<b>31</b>	<b>47</b>
<b>31/12/2015</b>	<b>12</b>	<b>21</b>	<b>33</b>

**NOTE 4. ACCRUED INCOME AND PREPAID EXPENSES**

<b>EUR '000</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
Interest receivables and receivables similar to interest	20	20
Other prepaid expenses	37	24
Other receivables	14	0
<b>Total</b>	<b>72</b>	<b>44</b>

**NOTE 5. TAX PAYABLES**

<b>EUR '000</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
Value added tax	1	-2
Corporate income tax (present value)	224	234
Social tax	8	11
Personal income tax withheld	4	6
Unemployment insurance payables	1	1
Pension payables	0	1
<b>Total</b>	<b>238</b>	<b>251</b>

**NOTE 6. PAYABLE TO EMPLOYEES**

<b>EUR '000</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
Accrued salaries and wages	3	5
Provisions for bonuses	669	446
Vacation reserve	3	6
Other liabilities to employees	2	1
<b>Total</b>	<b>677</b>	<b>458</b>

**NOTE 7. OPERATION LEASE**

The Company is renting an office space on the conditions of an operating lease. Future expenses from operating leases are as follows:

<b>EUR '000</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
Less than 1 year	7	7
<b>Total payments from non-cancellable operating leases</b>	<b>7</b>	<b>7</b>

Operating lease expense amounted to EUR 41 thousand (2014: EUR 48 thousand).

**NOTE 8. CONTINGENT INCOME TAX ON DIVIDENDS AND OTHER DISTRIBUTIONS OF NET PROFIT**

According to the effective Estonian Income Tax Act the accrued profit of a resident legal entity is not subject to corporate income tax, instead the tax is due on dividends and other distribution of profits as well as other payments made out of the equity of the legal entity that exceed the monetary and non-monetary contributions to the entity's share capital. Based on the effective law, resident legal entities are liable to pay income tax on all profit distributions paid out as dividends or in another form, with a tax rate of 20/80 on the actual dividends paid.

The contingent tax liability that may occur if all distributable retained earnings should be paid out or if the share capital would be reduced is not reported in the balance sheet. The income tax due on dividend

distribution is expensed in the income statement when dividends are declared or when other payments reducing the share capital are made. The Company has not executed any bonus issues of shares that would affect the size of income tax in case the Company decided to reduce share capital.

The Company's distributable retained earnings amounted to EUR 2,374 thousand as of 31<sup>st</sup> December 2015 (as of 31<sup>st</sup> December 2014: EUR 1,235 thousand). Consequently, the maximum possible tax liability which would become payable if retained earnings in gross were fully distributed is EUR 475 thousand (2014: EUR 247 thousand).

## NOTE 9. SHARE CAPITAL

The Company's share capital amounted to EUR 223,650 as of 31<sup>st</sup> December 2015 (as of 31<sup>st</sup> December 2014: EUR 223,650), comprising 3,500 shares with nominal value of EUR 63.90 per share.

## NOTE 10. FEE INCOME

EUR '000	2015	2014
Management of investment funds	2,933	1,702
Portfolio management services and investment advisory services	4	5
<b>Total</b>	<b>2,937</b>	<b>1,707</b>

## NOTE 11. WAGES AND SALARIES

The Company employed 14 people based on employment contract as at the end of 2015 (end-2014: 16 people). Total wages and salaries with the applicable social tax and unemployment insurance contributions amounted to EUR 654 thousand in the financial year (2014: EUR 550 thousand). Members of the Management Board did not receive extra remuneration for participating in the work of the managing bodies. Independent member of the Supervisory Board was appointed in June 2015 and was paid in total with applicable social tax EUR 2 thousand in the financial year 2015.

## NOTE 12. TRANSACTIONS WITH RELATED PARTIES

Parties are considered related if one party is controlled by another, or one party has significant influence over another, including the parent company and other group companies, managed investment funds, shareholders, the members of the Supervisory Board and the Management Board, their families and the companies in which they hold majority interest or have significant influence.

As of the end of the report period, the Company is fully owned by OÜ Avaron Partners that owns 100% of the Company's shares. In 2013 Avaron was owned by Avaron Capital OÜ, which merged with OÜ Avaron Partners in 2014 and was deleted from the commercial register on 28<sup>th</sup> August 2014.



The transactions with related parties were as follows:

<b>EUR '000</b>	<b>2015</b>	<b>2014</b>
<b>Parent company</b>		
Interest income	20	20
Fees paid	301	44
Repayment of loans given	-121	-63
Costs paid for other legal entities	47	1
Shares, bonds, units bought	53	-
<b>Beneficiaries, executive and non-executive management and the related legal entities</b>		
	<b>2015</b>	<b>2014</b>
Shares, bonds, units bought	68	-
Shares, bonds, units sold	7	-
Loans given	100	277
Repayment of loans given	-100	-277
Management fees, performance fees, subscription and redemption fees of Avaron Estonia domiciled investment funds	960	946
Rebates to Avaron Flexible Strategies Fund for investment into Avaron Eastern Europe Fixed Income Fund, and other rebates to related parties for investment into Avaron Estonia domiciled funds	52	48
<b>Total</b>	<b>1,387</b>	<b>995</b>

The balances outstanding with related parties were as follows:

<b>EUR '000</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
<b>Parent company</b>		
Loans given*	1,237	1,358
Other receivables and prepayments (accrued interest)	20	20
Accounts receivable	13	-
Supplier payables and customer prepayments	263	-
Dividend payables (present value)	895	938
<b>Beneficiaries, executive and non-executive management and the related legal entities</b>		
Units of Avaron Eastern Europe Fixed Income Fund	264	247
Receivables from Avaron Estonia domiciled investment funds	63	126
Supplier payables and customer prepayments	10	13
<b>Total</b>	<b>2,765</b>	<b>2,703</b>

\* Nominal currency EUR interest rate 1.5% with maturity 5<sup>th</sup> June 2018 and 31<sup>st</sup> December 2018.

**NOTE 13. STATEMENT OF OWN FUNDS****EUR '000**

	<b>Note</b>	<b>31/12/2015</b>	<b>31/12/2014</b>
<b>Own funds section</b>			
Own funds		1,019	839
Tier 1 capital		1,019	839
Common equity Tier 1 capital		1,019	839
Capital instruments eligible as CET 1 capital		224	224
Paid up capital instruments	8	224	224
Retained earnings		935	593
Other reserves		22	22
CET1 instruments of financial sector entities where the institution has no significant investment		-162	-
<b>Minimum net own funds section</b>			
Own funds		1,019	839
Minimum net own funds		199	125
Minimum own funds according to minimum amount of share capital		125	125
Minimum own funds according to fixed overheads		199	117
Excess of own funds		820	714

## **SIGNATURES OF MANAGEMENT BOARD**

### **To the Annual Report for the financial year ended on 31<sup>st</sup> December 2015**

On 25<sup>th</sup> April 2016, the Management Board prepared the management report and the annual accounts of AS Avaron Asset Management together with the Management Board's proposal for profit distribution and the sworn auditor's report for the financial year ended 31<sup>st</sup> December 2015, and has presented them to the sole shareholder for approval.

By signing the annual report, all members of the Management Board validate the fair presentation of the annual report.

<b>Name</b>	<b>Position</b>	<b>Signature</b>	<b>Date</b>
Kristel Kivinurm-Priisalm	Member of the Management Board	/signed digitally/	25 April 2016
Valdur Jaht	Member of the Management Board	/signed digitally/	25 April 2016

[Translation from Estonian original]

## INDEPENDENT CERTIFIED AUDITOR'S REPORT

To the shareholder of AS Avaron Asset Management:

We have audited the accompanying financial statements (pages 6-18) of AS Avaron Asset Management, which comprise the balance sheet as at 31 December 2015, and the income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

### *Management Board's Responsibility for the Financial Statements*

Management Board is responsible for the preparation and fair presentation of these financial statements in accordance with Estonian Accounting Act, the guidelines issued by the Estonian Accounting Standards Board and the Investment Funds Act, and for such internal control as the Management Board determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### *Certified Auditor's 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 (Estonia). 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 from material misstatement.

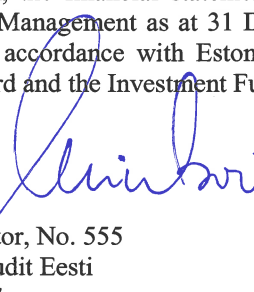
An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the certified auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the certified auditor considers internal control relevant to the entity'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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Management Board, as well as evaluating the overall presentation of the financial statements.

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

### *Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of AS Avaron Asset Management as at 31 December 2015, its financial performance and its cash flows for the year then ended in accordance with Estonian Accounting Act, the guidelines issued by the Estonian Accounting Standards Board and the Investment Funds Act.

25 April 2016

  
Veiko Hintsov  
Certified Auditor, No. 555  
AS Deloitte Audit Eesti  
Licence No. 27

  
Mariel Akkermann  
Certified Auditor, No. 574

## PROPOSAL FOR DISTRIBUTION OF PROFIT

The Management Board of AS Avaron Asset Management proposes to distribute the net profit for the financial year ended on 31<sup>st</sup> December 2015 of EUR 1,439 thousand as follows:

To allocate to retained earnings	EUR 1,439 thousand
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25 April 2016

/signed digitally/

Kristel Kivinurm-Priisalm  
Member of the Management Board

## DIVISION OF REVENUES IN ACCORDANCE WITH EMTAK CLASSIFICATION STANDARD

The revenues (fee income) of AS Avaron Asset Management were divided in accordance with EMTAK classification standard as follows in 2015:

<b>EUR '000</b>	<b>2015</b>	<b>2014</b>
66301 Management of investment funds	2,933	1,702
66199 Portfolio management services and investment advisory services	4	5
<b>Total</b>	<b>2,937</b>	<b>1,707</b>