### LIMITED LIABILI PARTNERSHIP MARSH (INSURANCE BROKERS)

Separate Financial Statements and Independent Auditors' Report For the year ended 31 December 2018

# LIMITED LIABILITY PARTNERSHIP MARSH (INSURANCE BROKERS)

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Statement of Management's Responsibilities For the Preparation and Approval of the Separate Financial Statements For the year ended 31 December 2018

Management is responsible for the preparation of the separate financial statements that present fairly the separate financial position of Limited Liability Partnership Marsh (Insurance Brokers) ("the Company") as at 31 December 2018, and the results of its operations, cash flows and changes in partner's equity for the year then ended, in compliance with International Financial Reporting Standards ("IFRS").

In preparing the separate financial statements, management is responsible for:

- Properly selecting and applying accounting policies;
- Presenting information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information;
- Providing additional disclosures when compliance with the specific requirements in IFRS are insufficient to enable users to understand the impact of particular transactions, other events and conditions on the Company's separate financial position and financial performance; and
- Making an assessment of the Company's ability to continue as a going concern.

Management is also responsible for:

- Designing, implementing and maintaining an effective and sound system of internal controls, throughout the Company;
- Maintaining adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company, and which enable them to ensure that the separate financial statements of the Company comply with IFRS;
- Maintaining statutory accounting records in compliance with legislation of the Republic of Kazakhstan;
- Taking such steps as are reasonably available to them to safeguard the assets of the Company; and
- Preventing and detecting fraud and other irregularities.

The separate financial statements of the Company for the year ended 31 December 2018 were approved by Management on 12 April 2019.

On behalt of the Management of the Company:

Almaty city

Andrey Komarkovsky General Manager

12 April 2019 Almaty, Kazakhstan

Olga Voitenko Chief Accountant

12 April 2019 Almaty, Kazakhstan

# Deloitte

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#### INDEPENDENT AUDITORS' REPORT

To the Partner and Management of Limited Liability Partnership Marsh (Insurance Brokers):

#### Opinion

We have audited the separate financial statements of Limited Liability Partnership Marsh (Insurance Brokers) ("the Company"), which comprise the separate statement of financial position as at 31 December 2018, the separate statement of profit or loss and other comprehensive income, the separate statement of changes in partner's equity and the separate statement of cash flows for the year then ended, and notes to the separate financial statements, including a summary of the significant accounting policies.

In our opinion, the accompanying separate financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2018, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRSs").

#### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing ("ISAs"). Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* ("the IESBA Code") together with the ethical requirements that are relevant to our audit of the financial statements in the Republic of Kazakhstan, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Emphasis of Matter**

As described in Note 2 to the separate financial statements, the Company also prepares consolidated financial statements. These separate financial statements should be read in conjunction with the consolidated financial statements, which were authorized for issue by the Management on 12 April 2019.

#### Responsibilities of Management and Those Charged with Governance for the Separate Financial Statements

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

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

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

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### Auditors' Responsibilities for the Audit of the Separate Financial Statements

Dur objectives are to obtain reasonable assurance about whether the separate financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these separate financial statements.

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

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

Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the separate financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.

Evaluate the overall presentation, structure and content of the separate financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

#### Separate Statement of Profit or Loss and Other Comprehensive Income For the year ended 31 December 2018

(in thousands of Kazakhstani Tenge)

	Notes	Year ended 31 December 2018	Year ended 31 December 2017
Commission income from brokerage services	13	1,075,646	841,990
Total income		1,075,646	841,990
General and administrative expenses, including: Payroll and business trip expenses Management fees for services from Parent Company Professional fees Rent expenses Depreciation and amortization Taxes, other than income tax	4, 13 4, 13 4, 13 4 4 4, 8 4	(449,772) (281,103) (66,415) (34,336) (16,651) (6,036) (483)	(431,786) (296,421) (57,335) (21,973) (16,651) (7,326) (453)
Provision for expected credit losses (2017: Provision for impairment losses) Net gain/(loss) on foreign exchange operations	7	(1,584) 43,452	(96) (939)
Total expenses		(407,904)	(432,821)
PROFIT BEFORE INCOME TAX EXPENSE		667,742	409,169
Income tax expense	5	(147,023)	(102,314)
NET PROFIT		520,719	306,855
TOTAL COMPREHENSIVE INCOME		520,719	306,855

AIMATH KANACS товарищеста Almaty City On behalf of the Management of the Company: Va Andrey Komarkovsky General Manager

Olga Voitenko Chiel Accountant

12 April 2019 Almaty, Kazakhstan 12 April 2019 Almaty, Kazakhstan

The notes to the separate financial statements on pages 9-26 form an integral part of these separate financial statements.

#### Separate Statement of Financial Position As at 31 December 2018

(in thousands of Kazakhstani Tenge)

	Notes	31 December 2018	31 December 2017
ASSETS			
CURRENT ASSETS:			
Cash and cash equivalents	6	369,613	733,946
Accounts receivable	7, 13	423,233	294,222
Prepaid expenses		3,950	3,193
Current income tax assets		10,453	2,973
Deferred income tax assets	5	16,181	15,696
Other tax assets		92	94
Other assets		7,709	5,140
Total current assets		831,231	1,055,264
NON-CURRENT ASSETS:			
Property and equipment	8	22,935	17,721
Intangible assets	8	1,762	1,982
Investments in subsidiary		117	117
Total non-current assets		24,814	19,820
TOTAL ASSETS		856,045	1,075,084
LIABILITIES AND PARTNER'S EQUITY			
CURRENT LIABILITIES:			
Accounts payable	9, 13	2,181	41,130
Other liabilities	10	84,519	80,788
Total current liabilities		86,700	121,918
PARTNER'S EQUITY:			
Charter capital	11	10,000	10,000
Retained earnings		759,345	943,166
Total partner's equity		769,345	953,166
TOTAL LIABILITIES AND PARTNER'S EQUITY		856,045	1,075,084

On behalf of the Management of the Company:

640 Andrey Komarkovsky General Manager

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12 April 2019 diusiaulu Almaty, Kazakhstan

Olga Voitenko Chief Accountant

12 April 2019 Almaty, Kazakhstan

The notes to the separate financial statements on pages 9-26 form an integral part of these separate financial statements.

Separate Statement of Changes in Partner's Equity For the year ended 31 December 2018 (in thousands of Kazakhstani Tenge)

	Notes	Charter capital	Retained earnings	Total
As at 31 December 2016		10,000	980,226	990,226
Total comprehensive income Dividends paid		-	306,855 (343,915)	306,855 (343,915)
As at 31 December 2017		10,000	943,166	953,166
Impact of adopting IFRS 9	3		(40)	(40)
Restated opening balance under IFRS 9		10,000	943,126	953,126
Total comprehensive income Dividends paid	11		520,719 (704,500)	520,719 (704,500)
As at 31 December 2018		10,000	759,345	769,345

On behalf of the Management of the Company:

PX 7 Andrey Komarkovsky General Manager

Almaty City

m Olga Voitenko Chief Accountant

12 April 2019 Almaty, Kazakhstan

12 April 2019 Almaty, Kazakhstan

The notes to the separate financial statements on pages 9-26 form an integral part of these separate financial statements.

### Separate Statement of Cash Flows

For the year Ended 31 December 2018

(in thousands of Kazakhstani Tenge)

	Notes	Year ended 31 December 2018	Year ended 31 December 2017
CASH FLOWS FROM OPERATING ACTIVITIES:			
Profit before income tax expense		667,742	409,169
Adjustments for: Depreciation and amortization	4, 8	6,036	7 226
Provision for expected credit losses (2017: provision for	4,0	0,030	7,326
impairment losses)	7	1,584	96
Cash inflow from operating activities before changes in operating assets and liabilities		675,362	416,591
Changes in operating assets and liabilities:			
(Increase)/decrease in operating assets:			
Accounts receivable		(130,595)	(207,668)
Prepaid expenses		(757)	(404)
Other tax assets		(2 560)	53
Other assets (Decrease)/increase in operating liabilities:		(2,569)	(3,589)
Deferred income		_	(127)
Accounts payable		(38,949)	9,950
Other liabilities	- 1995 - S	3,731	51,636
Cash inflow from operating activities before taxation		506,225	266,442
Income tax paid		(154,786)	(154,796)
Net cash inflow from operating activities after taxation		351,439	111,646
CASH FLOWS FROM INVESTING ACTIVITIES:			
Purchase of property, equipment and intangible assets	8	(11,030)	(172)
Net cash outflow from investing activities		(11,030)	(172)
CASH FLOWS FROM FINANCING ACTIVITIES:			
Dividends paid	11	(704,500)	(343,915)
Net cash outflow from financing activities		(704,500)	(343,915)
NET DECREASE IN CASH AND CASH EQUIVALENTS		(364,091)	(232,441)
Effect of changes in foreign exchange rate on cash and cash equivalents		(242)	(939)
CASH AND CASH EQUIVALENTS, beginning of the year	6	733,946	967,326
CASH AND CASH EQUIVALENTS, end of the year	6	369,613	733,946
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On behalt of the Management of the Company:

Andrey Komarkovsky General Manager

Almaty c

12 April 2019 Almaty, Kazakhstan

Olga Voitenko Chief Accountant

12 April 2019 Almaty, Kazakhstan

The notes to the separate financial statements on pages 9-26 form an integral part of these separate financial statements.

Notes to the Separate Financial Statements For the year ended 31 December 2018 (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### 1. Organization

LLP Marsh (Insurance Brokers) ("the Company") is a Limited Liability Partnership, which was incorporated in the Republic of Kazakhstan in March 2000. In May 2001, the Company was re-registered and changed its name from LLP Marsh to LLP Marsh (Insurance Brokers). The Company is regulated by the National Bank of the Republic of Kazakhstan. The Company conducts its business under the license #3 dated 26 December 2001 and the certificate of re-registration #31698-1910-TOO issued by the Ministry of Justice of the Republic of Kazakhstan on 3 May 2001. The Company's main activities are to provide Kazakhstan and international companies with insurance and reinsurance brokerage services.

The Company is a parent company of LLP Marsh (Risk Consulting), which is not included in the separate financial statements:

		Proportion or o interest/vot	ownership ting rights (%)	
Name	Country of operation	2018	2017	Type of operation
LLP Marsh (Risk Consulting)	Kazakhstan	99.9%	99.9%	Consulting services on risk management

As at 31 December 2018 and 2017, 0.1% of the charter capital of LLP Marsh (Risk Consulting) was contributed by Marsh & McLennan Companies Services B.V. (Netherlands).

LLP Marsh (Risk Consulting) was formed as a Limited Liability Partnership under the laws of the Republic of Kazakhstan on 9 June 2008. The main activity of LLP Marsh (Risk Consulting) is to provide expertise and consulting services on risk management.

As at 31 December 2018 and 2017, the Company was solely owned by Marsh & McLennan Companies Services B.V. registered in the Netherlands. On 19 February 2015, the previous partner Marsh (Insurance Services) Limited transferred its share in the Company, and as a result Marsh & McLennan Companies Services B.V. ("the Parent Company") became the sole owner of the Company.

In the normal course of business, the Company enters into transactions with the companies of Marsh Group. The transactions include, but are not limited to brokerage services, management services from the Parent Company and consulting services. As at 31 December 2018 and 2017, accounts receivable from companies of Marsh Group amounted to 93.6% and 91.8% of the total amount of the Company's accounts receivable, respectively. For the years ended 31 December 2018 and 2017, commission income from brokerage services earned from the Marsh Group amounted to 69.5% and 63.4% of total commission income from brokerage services and commission income from brokerage services, respectively. Therefore, there is a concentration of the Company's assets and commission income from brokerage services in respect of Marsh Group. The information on operations with related parties is disclosed in Note 13.

The registered office of the Company is located at 17 Mitin Str., 050020, Almaty, Republic of Kazakhstan.

As at 31 December 2018 and 2017, the number of employees of the Company was 16.

These separate financial statements were authorized for issue by the Management on 12 April 2019.

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### Significant accounting policies 2.

#### Statement of compliance

These separate financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS").

These separate financial statements are the separate financial statements of the parent LLP Marsh (Insurance Brokers). The subsidiary is not consolidated in these separate financial statements. Investment in subsidiary is accounted for at cost. These separate financial statements should be read in conjunction with the consolidated financial statements which were authorized for the issue by the Management of the Company on 12 April 2019.

The consolidated financial statements that comply with IFRS have been produced for public use by LLP Marsh (Insurance Brokers), the entity incorporated under the laws of the Republic of Kazakhstan. The consolidated financial statements are available at the LLP Marsh (Insurance Brokers), registered at the following address: 17 Mitin Str., 050020, Almaty, Republic of Kazakhstan.

These separate financial statements are presented in thousands of Kazakhstan tenge ("KZT" or "Tenge"), unless otherwise indicated. These separate financial statements have been prepared under the historical cost convention.

Historical cost is generally based on the fair value of the consideration given in exchange for goods and services.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Company takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and/or disclosure purposes in these separate financial statements is determined on such a basis, except for sharebased payment transactions that are within the scope of IFRS 2 Share-based Payments, leasing transactions that are within the scope of IAS 17 Leases, and measurements that have some similarities to fair value but are not fair value, such as net realisable value in IAS 2 Inventories or value in use in IAS 36 Impairment of Assets.

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability.

### Functional currency

The functional currency of these separate financial statements is Kazakhstani tenge ("KZT").

### Going concern

These separate financial statements have been prepared on the assumption that the Company is a going concern and will continue in operation for the foreseeable future.

The principal accounting policies are set out below.

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### Investments in subsidiary

A subsidiary is an entity, including an uncorporated entity such as a partnership that is controlled by the Company. Investments in subsidiaries are recorded in these separate financial statements at cost less impairment loss, if any.

#### **Financial instruments**

The Company recognizes financial assets and liabilities on its separate statement of financial position when it becomes a party to the contractual obligations of the instrument. Regular way purchases and sales of financial assets and liabilities are recognised using settlement date accounting. Regular way purchases of financial instruments that will be subsequently measured at fair value between trade date and settlement date are accounted for in the same way as for acquired instruments.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in the separate statement of profit or loss and other comprehensive income.

#### Financial assets

The Company's financial assets are represented by cash equivalents and accounts receivable only. These financial assets are measured at amortized cost because they are held under the business model to collect contractual cash flows and contractual cash flows are represented by solely payments of principal and interest only.

The Company derecognizes a financial asset only when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another party. If the Company neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Company recognizes its retained interest in the asset and an associated liability for amounts it may have to pay. If the Company retains substantially all the risks and rewards of ownership of a transferred financial asset, the Company continues to recognize the financial asset and recognizes a collateralized borrowing for the proceeds received.

On derecognition of a financial asset in its entirety, the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognised in other comprehensive income and accumulated in equity is recognised in profit or loss.

On derecognition of a financial asset other than in its entirety (e.g. when the Company retains an option to repurchase part of a transferred asset), the Company allocates the previous carrying amount of the financial asset between the part it continues to recognize under continuing involvement, and the part it no longer recognizes on the basis of the relative fair values of those parts on the date of the transfer. The difference between the carrying amount allocated to the part that is no longer recognised and the sum of the consideration received for the part no longer recognised and any cumulative gain or loss allocated to it that had been recognised in other comprehensive income is recognised in profit or loss. A cumulative gain or loss that had been recognised and the part that is no longer recognised on the basis of the relative fair values to be recognised and the part that is no longer recognised on the basis of loss of the relative fair values of the recognised and the part that is no longer recognised on the basis of the relative fair values of the part comprehensive income is allocated between the part that continues to be recognised and the part that is no longer recognised on the basis of the relative fair values of those parts.

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### Financial liabilities

The Company derecognizes financial liabilities when, and only when, the Company's obligations are discharged, cancelled or they expire. 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. The difference between the carrying amount of the financial liability derecognised and the consideration paid and payable is recognised in profit and loss.

#### Cash and cash equivalents

Cash and cash equivalents include unrestricted balances on correspondent accounts with original maturity of three months or less.

#### Accounts receivable

Accounts receivable are stated at their nominal value, reduced by any allowance for expected credit losses. The Company records accounts receivable when the right to consideration is unconditional, subject only to the passage of time.

#### Impairment of financial assets

The Company recognises a loss allowance for expected credit losses on cash equivalents and accounts receivable that are measured at amortised cost. The amount of expected credit losses is updated at each reporting date to reflect changes in credit risk since initial recognition of the respective financial instrument. The Company always recognises lifetime ECL for accounts receivable.

The expected credit losses on these financial assets are estimated using a provision matrix based on the Company's historical credit loss experience, adjusted for factors that are specific to the debtors and general economic conditions and an assessment of both the current as well as the forecast direction of conditions at the reporting date, including time value of money where appropriate. The Company recognises an impairment gain or loss in profit or loss for all financial instruments with a corresponding adjustment to their carrying amount through a loss allowance account.

The Company considers the following as constituting an event of credit impairment:

- information developed internally or obtained from external sources indicates that the debtor is unlikely to pay its creditors, including the Company in full;
- when the debtor announces default to its creditors, including the Company on any of its financial liabilities or
- it is probable that debtor will enter bankruptcy or other financial reorganisation.

Irrespective of the above analysis, the Company considers that default has occurred when a financial asset is more than 90 days past due.

### Property, equipment and intangible assets

Property, equipment and intangible assets are carried at historical cost less accumulated depreciation and amortization.

Depreciation and amortization are charged on the cost of property, equipment and intangible assets in order to write off assets over their useful economic lives. Depreciation and amortization are calculated on a straight line basis at the following annual prescribed rates:

Computer equipment	25-33%
Furniture and other fixed assets	7-33%
Vehicles	20%
Intangible assets	10%

#### Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

Expenses related to repairs and renewals are charged when incurred and included in the separate statement of profit or loss and other comprehensive income as part of operating expenses unless they qualify for capitalization.

The carrying amounts of property, equipment and intangible assets are reviewed at each reporting date to assess whether they are recorded in excess of their recoverable amounts. The recoverable amount is the higher of fair value less costs to sell and value in use. Where carrying values exceed the estimated recoverable amount, assets are written down to their recoverable amount, an impairment is recognised in the respective period and is included in operating expenses. After the recognition of an impairment loss the depreciation and amortization charge for property, equipment and intangible assets is adjusted in future periods to allocate the assets' revised carrying value, less its residual value (if any), on a systematic basis over its remaining useful life.

#### Taxation

Income tax expense represents the sum of the tax currently payable and deferred tax.

#### **Current** tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the separate statement of profit or loss and other comprehensive income because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

#### **Deferred** tax

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the separate financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

#### **Deferred** income

The consideration received prior to the brokerage services being rendered is recognised as contract liability (deferred income) in the separate statement of financial position of the Company, which is transferred to profit or loss on a systematic and rational basis as services are provided in accordance with the terms of the insurance contract.

#### Provisions

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that the Company will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation. When a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows (where the effect of the time value of money is material).

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, a receivable is recognised as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

#### **Contingent liabilities and assets**

Contingent liabilities are not recognised in the separate statement of financial position but are disclosed in the separate financial statements unless the possibility of any outflow in settlement is remote.

A contingent asset is not recognised in the separate statement of financial position but disclosed in the separate financial statements when an inflow of economic benefits is probable.

#### **Charter capital**

Contributions to charter capital are recognised at cost.

Distributions are recognised in equity as a reduction in the period in which they are declared. Distributions that are declared after the reporting date are treated as a subsequent event under International Accounting Standard 10 "Events after the Reporting Period" ("IAS 10") and disclosed accordingly.

#### Retirement and other benefit obligations

In accordance with the requirements of the legislation of the Republic of Kazakhstan certain percentages of pension payments are withheld from total disbursements to employee to be transferred to pension funds, such that a portion of salary expense is withheld from the employee and instead paid to a pension fund on behalf of the employee. This expense is charged in the period in which the related salaries are earned. Upon retirement, all retirement benefit payments are made by the pension funds as selected by employees. The Company does not have any pension arrangements separate from the pension system of the Republic of Kazakhstan. In addition, the Company has no post-retirement benefits or other significant compensated benefits requiring accrual.

#### **Revenue** recognition

Commission income from brokerage services is recognised on an accrual basis. Other income is credited to the separate statement of profit or loss and other comprehensive income when the related transactions are completed or as the services are provided. Expenses are recognised on an accrual basis.

### Commission income from brokerage services.

Commission income from brokerage services reflect compensation for brokerage through commission and fees. Commission rates vary in amount and can depend upon a number of factors, including the type of insurance or reinsurance coverage provided, the particular insurer or reinsurer selected, and the capacity in which the broker acts and negotiates with clients. For majority of brokerage arrangements, services provided which culminate in the placement of an effective policy are considered a single performance obligation.

Consideration related to "bundled arrangements" is allocated to the individual performance obligations based on their relative fair values. Revenue for policy placement is generally recognised on the policy effective date, at which point control over the services provided by the Company has transferred to the client and the client has accepted the services.

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### Foreign currency translation

The separate financial statements of the Company are presented in the currency of the primary economic environment in which the Company operates. In preparing the separate financial statements, monetary assets and liabilities denominated in currencies other than the Company's functional currency (foreign currencies) are translated at the appropriate spot rates of exchange prevailing at the reporting date. Transactions in currencies other than the functional currency are accounted for at the exchange rates prevailing at the date of the transaction. Profits and losses arising from these translations are included in net gain/(loss) on foreign exchange operations.

#### Rates of exchange

The exchange rates at reporting date used by the Company in the preparation of the separate financial statements are as follows:

	31 December 2018	31 December 2017
KZT/USD	384.20	332.33
KZT/EUR	439.37	398.23
KZT/GBP	488.13	448.61

# 3. Application of new and revised international financial reporting standards (IFRSs)

### Amendments to IFRSs affecting amounts reported in the separate financial statements

In the current year, the following new and revised Standards and Interpretations have been adopted and have affected the amounts reported in these separate financial statements:

- IFRS 9 Financial Instruments;
- IFRS 15 Revenue from Contracts with Customers (and the related Clarifications);
- IFRIC 22 Foreign Currency Transactions and Advance Consideration;
- Annual Improvements to IFRSs 2014-2016 Cycle.

#### **IFRS 9 Financial Instruments**

From 1 January 2018, the Company started applying IFRS 9 Financial Instruments. This standard suggests changes in classification principles of financial instruments and replacement of "incurred losses" model applied by IAS 39 with "expected losses" model. The expected credit losses model requires the Company to account for expected credit losses and changes in those expected credit losses at each reporting date to reflect changes in credit risk since initial recognition as disclosed in the Note 2.

### Summary of impact upon adoption of IFRS 9 – Classification and measurement

The following table set out the classification and measurement impact of adopting IFRS 9 on the separate statement of financial position and retained earnings including the effect of replacing IAS 39 incurred credit loss calculations with IFRS 9 expected credit loss calculations. There were no reclassifications between fair value and amortised categories on transition date to IFRS 9. Remeasurement represents changes in the carrying amount of the financial assets and liabilities due to changes in their measurement. A reconciliation between the carrying amounts under IAS 39 to the balances reported under IFRS 9 as at 1 January 2018 is as follows:

	IAS 39 Measurement category	As at 31 December 2017, IAS 39 Carrying Amount	Remeasu- rement	As at 1 January 2018, IFRS 9 Carrying Amount	IFRS 9 Measurement
Accounts receivable	Loans and receivables	423,273	(40)	423,233	Amortized cost

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### IFRS 15 Revenue from Contracts with Customers

IFRS 15 establishes a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers. IFRS 15 will supersede the current revenue recognition guidance including IAS 18 *Revenue*, IAS 11 *Construction Contracts* and the related Interpretations when it becomes effective.

The core principle of IFRS 15 is that an entity should recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

Specifically, the Standard introduces a 5-step approach to revenue recognition:

- Identify the contract with the customer;
- Identify the performance obligations in the contract;
- Determine the transaction price;
- Allocate the transaction price to the performance obligations in the contracts;
- Recognise revenue when (or as) the entity satisfies a performance obligation.

Under IFRS 15, an entity recognises revenue when or as a performance obligation is satisfied, i.e. when 'control' of the goods or services underlying the particular performance obligation is transferred to the customer. Far more prescriptive guidance has been added in IFRS 15 to deal with specific scenarios. The Company adopted the new guidance effective 1 January 2018, using the modified retrospective method, with the cumulative effect of IFRS 15 initial application recognised as an adjustment to retained earnings at 1 January 2018. The comparative financial information included herein has not been restated. The application of IFRS 15 has had no material impact on the Company's separate financial statements, apart from new accounting policies as disclosed in Note 2.

#### Other amendments to IFRSs

The application of IFRIC 22 and annual improvements to IFRSs 2014-2016 Cycle has had no material impact on the Company's separate financial statements.

### New and revised IFRSs and amendments in issue but not yet effective

The Company has not applied the following new and revised IFRSs and amendments that have been issued but are not yet effective:

- IFRIC 23 Uncertainty Over Income Tax Treatments<sup>1</sup>;
- Amendments to IFRS 9 Prepayment Features With Negative Compensation<sup>1</sup>;
- Annual Improvements to IFRSs 2015-2017 Cycle<sup>1</sup>.

\* Effective for annual periods beginning on or after 1 January 2019, with earlier application permitted.

All amendments are effective for annual periods beginning on or after 1 January 2019.

The management does not anticipate that the application of these IFRSs and amendments will have a material impact on the Company's separate financial statements.

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

### 4. General and administrative expenses

	Year ended 31 December 2018	Year ended 31 December 2017
Payroll expenses Management fees for services from Parent Cc., peny Professional services Rent expenses	269,208 66,415 34,336	288,447 7 2 285 57,335 21,973
Business trips Transport services Depreciation and amortization	16,651 11,895 6,180	16,651 7,974 6,100
Property and responsibility insurance Trainings and conferences Communication services	6,036 5,894 3,954	7,326 4,947 1,153
Utilities Bank commission Mail and courier expenses	2,960 2,249 1,508	4,905 2,333 1,268
Representation services Taxes, other than income tax Other	1,331 853 483 19,819	1,369 1,050 453
	449,772	<u> </u>

#### 5. Income taxes

The Company provides for taxes based on the tax accounts maintained and prepared in accordance with the tax regulations of the Republic of Kazakhstan where the Company operates, which may differ from IFRS.

The Company is subject to certain permanent tax differences due to the non-tax deductibility of certain expenses and a tax free regime for certain income.

Deferred taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for tax purposes. Temporary differences as at 31 December 2018 and 2017, relate mostly to different methods of income and expense recognition as well as to recorded values of certain assets.

Deferred taxes as at 31 December 2018 and 2017 are presented as follows:

Accrued expenses	31 December 2018	31 December 2017
Allowance for impairment losses Property, equipment and intangible assets	16,815	16,158 70
Net deferred tax assets	(634) <b>16,181</b>	(532) <b>15,696</b>

Relationships between tax expenses and accounting profit for the years ended 31 December 2018 and 2017 are explained as follows:

Profit before income tax expense	Year ended 31 December 2018	Year ended 31 December 2017
The tay at the	667,742	409,169
Non-deductible expenses	133,548 13,475	81,834 20,480
	147,023	102,314

#### Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued)

(in thousands of Kazakhstani Tenge, unless otherwise stated)

	Year ended 31 December 2018	Year ended 31 December 2017 113,151 (10,837)	
Current income tax expense Deferred income tax benefit	147,508 (485)		
Income tax expense	147,023	102,314	

Movements in deferred income tax assets:

Net deferred income tax assets at the end of the year	16,181	15,696
Net deferred income tax assets at the beginning of the year Deferred income tax benefit	15,696 485	4,859 10,837
	2018	2017

#### 6. Cash and cash equivalents

	31 December 2018	31 December 2017
Bank current account in tenge Bank current account in foreign currency	369,613	667,187 66,759
	369,613	733,946

### 7. Accounts receivable

	31 December 2018	31 December 2017
Accounts receivable Less allowance for expected credit losses (2017: allowance	425,208	294,573
for impairment losses)	(1,975)	(351)
	423,233	294,222

The loss allowance is measured at an amount equal to lifetime ECL, taking into account historical default experience and the future prospects of the economic conditions. There has been no change in the estimation techniques during the current year. As historical experience does not show significantly different loss patterns for different customer segments, the loss allowance based on past due status is not further distinguished between different customer base. As at 31 December 2018, the gross carrying amount of 90 days past due accounts receivable and related loss allowance for expected credit losses amounted to KZT 35,610 thousand and KZT 1,609 thousand, respectively.

As at 31 December 2018, the gross carrying amount of receivable from Marsh Group entities with 90 days past due and above, amounted to KZT 27,455 thousand. The Management believes this amount is fully recoverable as historically such invoices are paid in 6 to 12 months period.

#### Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued)

(in thousands of Kazakhstani Tenge, unless otherwise stated)

Movements in allowance for impairment losses and allowance for expected credit losses on accounts receivable are presented as follows:

	Allowance for impairment losses on accounts receivable
1 January 2017	255
Additional provision recognised	96
1 December 2017	351
	Allowance for expected credit losses on accounts receivable
1 January 2018	351
Impact of adopting IFRS 9 Restated opening balance under IFRS 9 Additional provision recognized	40 <b>391</b>
Additional provision recognised	1,584
31 December 2018	1,975

### 8. Property, equipment and intangible assets

	Office and Computer equipment	Vehicles	Intangible assets	Total
At initial cost				
31 December 2016	32,947	22,103	2,202	57,252
Additions	172	1		172
Write-off at disposal	(171)	-		(171)
31 December 2017	32,948	22,103	2,202	57,253
Additions	11,030	_		11,030
Write-off at disposal	(8,025)			(8,025)
31 December 2018	35,953	22,103	2,202	60,258
Accumulated depreciation and amortization			2/202	00,238
31 December 2016	20,961	9,417	17	30,395
Charge for the year	4,642	2,481	203	7,326
Write-off at disposal	(171)	-	-	(171)
31 December 2017	25,432	11,898	220	37,550
Charge for the year	3,335	2,481	220	6,036
Write-off at disposal	(8,025)	2,101	220	
31 December 2018		14.270		(8,025)
Net book value	20,742	14,379	440	35,561
31 December 2017	7,516	10,205	1,982	19,703
31 December 2018	15,211	7,724	1,762	24,697

#### Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### 9. Accounts payable

	31 December 2018	31 December 2017
Marsh Group	2,082	41,033
Marsh Group Others	99	97
	2,181	41,130

### 10. Other liabilities

	31 December 2018	31 December 2017
Other financial liabilities:		
Bonus accrued	68,836	59,302
Payables for audit services	11,312	10,647
Payables for tax consulting services	3,340	4,179
Vacation reserve	589	6,660
Advances received	442	-
Total other financial liabilities	84,519	80,788

#### 11. Charter capital

As at 31 December 2018 and 2017, the charter capital of the Company was approved and paid-in in the amount of KZT 10,000 thousand. The sole owner of the Company is Marsh & McLennan Companies Services B.V., incorporated in the Netherlands.

During the years ended 31 December 2018 and 2017, dividends in the amount of KZT 704,500 thousand and KZT 343,915 thousand were declared and paid.

#### 12. Commitments and contingencies

#### **Capital commitments**

As at 31 December 2018 and 2017, the Company had no significant capital commitments.

#### **Operating lease commitments**

As at 31 December 2018 and 2017, no significant commitments on non-cancellable operating leases were outstanding.

### Legal proceedings

During the years ended 31 December 2018 and 2017, no claims against the Company were identified. Management is of the opinion that there are no material unaccrued losses as at these dates and accordingly, no provision has been made in these separate financial statements.

#### **Tax legislation**

**Commercial** legislation of the Republic of Kazakhstan where the Company operates, including tax legislation, may allow more than one interpretation. In addition, there is a risk of tax authorities management's judgments of business activities. If a particular treatment, based on management's judgment of the Company's business activities, was to be challenged by the tax authorities, the Company may be assessed additional taxes, penalties and interest.

The Management of the Company believes that it has accrued all tax amounts due and therefore no allowance has been made in the separate financial statements.

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

The tax authorities have the right to check the accuracy of tax charges within five years after the end of the tax period.

In December 2018, the Company registered as a VAT payer on non-residents, as in 2018 the turnover limit for non-residents was exceeded.

#### **Operating** environment

Emerging markets such as Kazakhstan are subject to different risks than more developed markets, including economic, political and social, and legal and legislative risks. Laws and regulations affecting businesses in Kazakhstan continue to change rapidly, tax and regulatory frameworks are subject to varying interpretations. The future economic direction of Kazakhstan is heavily influenced by the fiscal and monetary policies adopted by the government, together with developments in the legal, regulatory, and political environment.

Because Kazakhstan produces and exports large volumes of oil and gas, its economy is particularly sensitive to the price of oil and gas on the world market. During the last quarter of 2018 the oil price decreased significantly, which led to a significant decrease in national export revenue and depreciation of tenge against major foreign currencies.

Management of the Company is monitoring developments in the current environment and taking measures it considered necessary in order to support the sustainability and development of the Company's business in the foreseeable future. However, the impact of further economic developments on future operations and financial position of the Company is at this stage difficult to determine.

#### 13. Transactions with related parties

Related parties or transactions with related parties, as defined by IAS 24 "Related party disclosures" include the following:

The remuneration of directors and other members of key management were as follows:

	Year ended 31 December 2018		Year ended 31	December 2017
	Related party transactions	Total category as per financial statements caption	Related party transactions	Total category as per financial statements caption
Key management personnel compensation:	73,069	269,208	75,855	288,447
- salaries and other short- term employee benefits	73,069		75,855	

The Company had the following balances outstanding as at 31 December 2018 and 2017, with related parties:

	31	31 December 2018		December 2017
	Related party balances	Total category as per financial statements caption	Related party balances	Total category as per financial statements caption
Accounts receivable - entities under common control	396,161	423,233	270,136	294,222
	396,161		270,136	
Accounts payable entities under common	2,082	2,181	41,033	41,130
	2,082		41,033	

#### Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

Included in the separate statement of profit or loss and other comprehensive income for the years ended 31 December 2018 and 2017, are the following amounts which arose due to transactions with related parties:

Year ended 31		Year ended 31	December 2017
Related party transactions	Total category as per financial statements caption	Related party transactions	Total category as per financial statements caption
747,715	1,075,646	533,624	841,990
747,715		533,624	
66,415 66,415	180,564	57,335 57,335	143,339
	<b>Related party</b> <b>transactions</b> 747,715 747,715 66,415	Related party transactionsfinancial statements caption747,7151,075,646747,7151,075,646747,715180,564	Total category as per financialRelated party transactionsStatements captionRelated party transactions747,7151,075,646533,624747,715533,624533,62466,415180,56457,335

#### 14. Fair value of financial instruments

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Management believes that the fair value of financial assets and financial liabilities of the Company approximates their carrying value due to the short-term nature of these assets and liabilities. The Company does not hold any financial assets or liabilities at fair value and as such fair value hierarchy is not presented.

#### 15. Capital risk management

The Company manages its capital to ensure that it will be able to continue as a going concern while maximizing the return to partner through the optimization of the equity balance.

The capital structure of the Company consists of capital attributable to partner, comprising invested capital and retained earnings as disclosed in the separate statement of changes in partner's equity.

The Management reviews the capital structure on a semi-annual basis. As a part of this review, the Management considers the cost of capital and the risks associated with each class of capital. Based on recommendations of the Management, the Company balances its overall capital structure through the payment of distributions, increase of charter capital as well as the issue of new debt or the redemption of existing debt.

### 16. Risk management policies

Management of risk is fundamental to the Company's business. The main risks inherent to the Company's operations are those related to:

- Operational risk;
- Credit exposures;
- Liquidity risk; and
- Market risk.

To enable efficient and effective risk management, the Company has established a risk management framework, whose main purpose is to protect the Company from risk and allow it to achieve its performance objectives. Through the risk management framework, the Company manages the following risks:

#### Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued)

(in thousands of Kazakhstani Tenge, unless otherwise stated)

#### **Operational risk**

The Company is exposed to operational risk which is the risk of losses that can be a result of any system inefficiencies or breaks of internal process, systems, presence of human error or effect of any external negative factor.

The Company's risk management policies are designed to identify and analyse this risk to set appropriate risk limits and controls.

#### **Credit risk**

The Company is not significantly exposed to the credit risk as it does not hold financial assets, except for cash and cash equivalents and accounts receivable.

The following table details credit ratings of financial assets held by the Company as at 31 December 2018 and 2017, which were rated using either internationally recognised rating agency or internal rating:

			31 December		
			Not	2018	
	BBB	BBB-	Rated	Total	
Cash and cash equivalents		369,613	See Section - 19	369,613	
Accounts receivable	398,136	12,523	12,574	423,233	
			31	December	
			Not	2017	
	BBB	BBB-	Rated	Total	
Cash and cash equivalents		733,946		733,946	
Accounts receivable	280,050	14,172	-	294,222	

The Company's industry is generally exposed to credit risk through its financial assets. Credit risk exposure of the Company is concentrated within the Republic of Kazakhstan.

The following table details the carrying value of assets that are impaired and the ageing of those that are past due but not impaired before any expected credit losses:

	_	Collect	ively assessed financial assets				31 December 2018	
	Current assets	Up to 3 months		6 months to 1 year	Greater than one year	Financial assets that have been impaired	Allowance for expected credit losses	Total
Cash and cash equivalents	369,613	_	_	_	_			369,613
Accounts receivable	295,671	93,269	15,653	778	19,179	658	(1,975)	423,233

	Neither past due nor impaired	Fir	nancial as	sets past d	ue but not impaired		31 December 2017	
		Up to 3 months	3-6 months	6 months to 1 year	Greater than one year	Financial assets that have been impaired	Allowanc e for impair- ment losses	Total
Cash and cash equivalents	733,946	-	-	-	-	1	-	733,946
Accounts receivable	294,222	-	-	-	-	351	(351)	294,222

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#### Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### Geographical concentration

The Company exercises control over the risk in the legislation and regulatory arena and assesses its influence on the Company's activity. This approach allows the Company to minimize potential losses from the investment climate fluctuations in the Republic of Kazakhstan.

As at 31 December 2018 and 2017, concentration of accounts receivable of the Company outside of Kazakhstan amounted to 93.6% and 91.8%, respectively.

As at 31 December 2018 and 2017, concentration of accounts payable of the Company outside of Kazakhstan amounted to 95.5% and 99.8%, respectively.

Except for the accounts receivable and accounts payable, all other financial assets and liabilities are located in Kazakhstan.

#### Liquidity risk

Liquidity risk refers to the availability of sufficient funds to meet financial commitments associated with financial instruments as they actually fall due.

As at 31 December 2018 and 2017, the Company did not have any interest bearing assets and liabilities.

As at 31 December 2018 and 2017, the Company had no significant financial commitments which may result in a liquidity risk.

#### Market risk

Market risk covers interest rate risk, currency risk and other pricing risks to which the Company is exposed. There have been no changes as to the way the Company measures risk or to the risk it is exposed in 2018 since 2017.

The Company is not exposed to interest rate risks as the Company does not borrow funds and holds no interest bearing loans.

The Company's Management does not consider itself exposed to significant interest rate risk or consequential cash flow risk. The Management conducts monitoring of the Company's current financial performance, estimates the Company's sensitivity to changes in fair value interest rates and its influence on the Company's profitability.

#### **Currency** risk

Currency risk is defined as the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Company is exposed to the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows.

The Company controls currency risk by management of its open currency position through regular monitoring of fluctuations in currency rates and other macroeconomic indicators.

### Notes to the Separate Financial Statements

For the year ended 31 December 2018 (Continued)

(in thousands of Kazakhstani Tenge, unless otherwise stated)

The Company's exposure to foreign currency exchange rate risk is presented in the table below:

	KZT	USD USD 1 = 384.20 KZT	EUR EUR 1 = 439.37 KZT	GBP GBP 1 = 488.13 KZT	31 December 2018 Total
FINANCIAL ASSETS:					Total
Cash and cash equivalents Accounts receivable	369,613 24,597	- 381,342	- 15,633	1 661	369,613
TOTAL FINANCIAL ASSETS	394,210	381,342	15,633	1,661 <b>1,661</b>	423,233
FINANCIAL LIABILITIES:				1,001	792,846
Accounts payable Other liabilities	99 84,519	2,082	-	- 10	2,181
TOTAL FINANCIAL LIABILITIES	84,618	2,082		-	84,519
OPEN BALANCE SHEET					86,700
POSITION	309,592	379,260	15,633	1,661	706,146

	КΖТ	USD USD 1 = 332.33 KZT	EUR EUR 1 = 398.23 KZT	GBP GBP 1 = 448.61 KZT	31 December 2017 Total
FINANCIAL ASSETS: Cash and cash equivalents Accounts receivable	667,187 24,086	66,759 265,102	3,845	1,189	733,946
TOTAL FINANCIAL ASSETS	691,273	331,861	3,845	1,189	1,028,168
FINANCIAL LIABILITIES: Accounts payable Other liabilities	243 80,788	-	1,693	39,194	41,130 80,788
TOTAL FINANCIAL LIABILITIES	81,031	_	1,693	39,194	121,918
OPEN BALANCE SHEET POSITION	610,242	331,861	2,152	(38,005)	906,250

#### **Currency risk sensitivity**

The following table details the Company's sensitivity to increase and decrease in the USD and EUR against the KZT. The sensitivity rate disclosed is used by the Company when reporting foreign currency risk internally to key management personnel of the Company and represents management's assessment of the possible change in foreign currency exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation

at 31 December 2018 and 2017, for +20%/-20% change in foreign currency rates, respectively.

	31 December 2018		December 2017	
	KZT/USD +20%	KZT/USD -20%	KZT/USD +20%	KZT/USD -20%
Impact on profit or loss and partner's equity	75,852	(75,852)	66,372	(66,372)
	31 Dec	ember 2018	31 December 2017	
	KZT/EUR +20%	KZT/EUR -20%	KZT/EUR +20%	KZT/EUR -20%
Impact on profit or loss and partner's equity	3,127	(3,127)	430	(430)

Notes to the Separate Financial Statements For the year ended 31 December 2018 (Continued) (in thousands of Kazakhstani Tenge, unless otherwise stated)

#### Price risks

The Company is not exposed to equity price risks arising from equity investments, because the Company does not trade in such investments.

### 17. Events after the reporting period

In accordance with Resolution #270 of the National Bank of the Republic of Kazakhstan dated 29 October 2018, effective from 1 January 2019, the Company must monitor the amount of its equity capital, which is established by the new requirements and should not be less than 100 thousand MCI. As at issue date of separate financial statements, the Company complies with these requirements.