ANNUAL REPORT

beginning of financial year: 01.01.2020 end of the financial year: 31.12.2020

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Management report

The main activity of the company was and is the activity of an insurance broker.

In 2020, the sales revenue of OÜ Kominsur Kindlustusmaakler was 933769 euros.

Sales revenue accounted for 42.14% of sales to Estonian companies and individuals, 0.11% of sales to Antiqua and Barbuda companies, 0.5% to Cyprus, 30.98% to Germany, 1.34% to Lithuanian companies, and 11.08% to Latvian companies, 0.25% - Russian companies, 2.06% -Great Britain, 0.20% -Finland, 2.44% Singapore, 0.67% Switzerland, 0.42% Belize, 0.08% Poland, 0.06% USA, 0,18% Slovakia,

0.03% Netherlands, 0.04% Denmark, 0.20% UAE, 0.03% Georgia, 0.72% Liberia, 0.73% Greece, 0.12% China, 3.48% Marshall Islands, 2.07% Sweden.

In 2020, the company was operating at a profit of 230,499 euros.

The average number of employees in 2020 was 19 employees + 3 employees in the Riga branch.

The total amount of remuneration calculated for the employees is 453,697 euros + 66,762 euros in the Riga branch

The management board of $O\ddot{U}$ Kominsur Kindlustusmaakler consists of one member.

In 2020, there are no board fees.

No compensation shall be paid to the members of the Management Board upon termination of their contract. Transactions with suppliers and customers take place in euros, US dollars.

The exchange rate changed frequently during the year and therefore the impact of the exchange rate has been relatively high.

OÜ Kominsur Kindlustusmaakler expanded its activities in 2020 and its main goal

in the next financial year, the company will maintain and consolidate its market position.

The annual accounts

Statement of financial position

	31.12.2020	31.12.2019	Note
Assets			
Current assets			
Cash and cash equivalents	965 674	769 661	2
Receivables and prepayments	889 690	933 013	3
Total current assets	1 855 364	1 702 674	
Non-current assets			
Financial investments	130 000	130 000	6
Receivables and prepayments	412 053	48 541	3
Property, plant and equipment	2 822	4 898	8
Total non-current assets	544 875	183 439	
Total assets	2 400 239	1 886 113	
Liabilities and equity			
Liabilities			
Current liabilities			
Payables and prepayments	1 487 292	1 203 665	9
Total current liabilities	1 487 292	1 203 665	
Total liabilities	1 487 292	1 203 665	
Equity			
Issued capital	63 800	63 800	12
Statutory reserve capital	638	638	
Retained earnings (loss)	618 010	661 209	
Annual period profit (loss)	230 499	-43 199	
Total equity	912 947	682 448	
Total liabilities and equity	2 400 239	1 886 113	

Income statement

	2020	2019	Note
Revenue	933 769	798 683	13
Other income	148 213	143 606	
Raw materials and consumables used	-59 627	-95 023	14
Other operating expense	-122 764	-167 682	15
Employee expense	-520 460	-576 086	16
Depreciation and impairment loss (reversal)	-3 204	-3 463	8
Other expense	-158 133	-118 577	17
Operating profit (loss)	217 794	-18 542	
Other financial income and expense	12 705	-24 657	
Profit (loss) before tax	230 499	-43 199	
Annual period profit (loss)	230 499	-43 199	

Notes

Note 1 Accounting policies

General information

OU Kominsur Kindlustusmaakler The financial statements of OU Kominsur Kindlustusmaakler for 2020 have been prepared in accordance with the good accounting practice of the Republic of Estonia, which is based on internationally accepted accounting and reporting principles. The basic requirements of good accounting practice are established in the Accounting Act of the Republic of Estonia, which is supplemented by guidelines issued by the Accounting Standards Board.

According to 01.01.2016. According to the amendments to the Accounting Act that have entered into force, OÜ Kominsur Kindlustusmaakler is classified as a small enterprise.

The financial statements for 2018 have been prepared in accordance with the criteria for small businesses, according to which the financial statements consist of two main financial statements (balance sheet, income statement) and notes.

OU Kominsur Kindlustusmaakler uses the scheme 1 in Annex 2 to the Accounting Act of the Republic of Estonia in preparing the income statement. The financial statements have been prepared in euros.

Cash and cash equivalents

Cash and cash equivalents include cash on hand and at bank, demand deposits, short-term (less than 3 months maturity) bank deposits and money market fund units that do not have a significant risk of changes in market value. An indirect method has been used in the preparation of the cash flow statement.

Foreign currency transactions and assets and liabilities denominated in a foreign currency

Transactions denominated in foreign currencies are recorded at the ECB's exchange rates ruling at the dates of the transactions. Gains and losses on foreign currency transactions are recognized in the income statement as income and expenses for the period.

Receivables and prepayments

Short-term receivables arising in the ordinary course of business are recognized as trade receivables. Trade receivables are stated at amortized cost (I.E. nominal value less any allowance for impairment). Accounts receivable from customers are valued in the balance sheet based on the probable amounts received. In doing so, the uncollected invoices of each customer are assessed separately, taking into account the known information on the customer's solvency. Receivables that are unlikely to be collected are expensed in the reporting period.

Plant, property and equipment and intangible assets

Tangible fixed assets are assets used in the company's own economic activities with a useful life of more than one year and a cost of 640 euros or more. Assets with a lower acquisition cost or shorter useful life are expensed when they are taken into use and are accounted for off-balance sheet. Tangible fixed assets are initially recorded at their acquisition cost, which consists of the purchase price (incl. customs duties and other non-refundable taxes) and costs directly related to the acquisition, which are necessary to bring the asset to its working condition and location. Property, plant and equipment are stated at cost less accumulated depreciation and any accumulated impairment losses. Expenditures on improvements to property, plant and equipment that increase the performance of the fixed assets above the level originally expected and is likely to contribute to future revenue is added to the cost of the property, plant and equipment. Expenses related to current maintenance and repairs are recognized as expenses in the reporting period. The company uses the straight-line method to depreciate property, plant and equipment. The following useful lives are generally assigned to groups of property, plant and equipment: The depreciation rates assigned to property, plant and equipment are reviewed when circumstances have arisen that could significantly change the useful lives of the items of property, plant and equipment. The effect of changes in estimates is reflected in the reporting period and subsequent periods. If the residual value of an asset exceeds its carrying amount, the asset is depreciated; Depreciation is restarted when the residual value of the asset has fallen below its carrying amount. At each balance sheet date, the reasonableness of the depreciation rates, methods and residual values used is assessed. If the recoverable amount of an item of property, plant and equipment is less than its carrying amount, the items of property, plant and equipment are written down to their recoverable amount. Impairment losses on assets are recognized as an expense in the reporting period.

Minimal acquisition cost 640

Useful life by assets group (years)

Assets group name	Useful life
means of transport	5

other fixed assets	5
building and buildings	10

The depreciation rates applied to property, plant and equipment are reviewed if circumstances have arisen that may significantly change the useful life of the property, plant and equipment or group of property, plant and equipment. The effect of changes in estimates is reflected prospectively.

If the residual value of an asset exceeds its carrying amount, the asset is depreciated; Depreciation is restarted when the residual value of the asset has fallen below its carrying amount. At each balance sheet date, the reasonableness of the depreciation rates, methods and residual values used is accessed.

If the recoverable amount of an item of property, plant and equipment is less than its carrying amount, the items of property, plant and equipment are written down to their recoverable amount. Impairment losses on assets are recognized as an expense in the reporting period.

Financial liabilities

All financial liabilities (trade payables, borrowings, accrued liabilities, issued bonds and other current and non-current liabilities) are initially recognized at cost, which includes all costs directly attributable to the acquisition. Subsequent recognition is based on the adjusted cost method. The adjusted acquisition cost of short-term financial liabilities is generally equal to their nominal value, therefore short-term financial liabilities are recognized in the balance sheet in the amount payable. Long-term financial liabilities adjusted the cost is calculated using the effective interest method.

Revenue recognition

The insurance broker's commission is recognized as income from the sale of the service, which consists of the commission fee for concluding an insurance contract between the insurer and the policyholder. The commission is calculated as the difference between the gross income and expenses of the insurance contract issued by the insurance broker each month.

The gross income of the insurance contract arises for the policyholder on the basis of the invoice of the insurance broker, the gross cost of the contract for the insurance broker on the basis of the invoice of the insurer.

Revenue is calculated on the basis of the principle of matching income and expenses: expenses related to the generation of these revenues are deducted from the income of the reporting period.

Expenditure for which the related revenue is incurred in another period is recognized as an expense in the same period as the related revenue. Income is recognized in the month of concluding the insurance contract, if the insurance contract consists of one installment, if several installments, income according to the first installment is recognized in the month of concluding the insurance contract and income of subsequent installments is recognized in the payment period.

The cost of an insurance contract is recognized in the same period in which the income from that insurance contract is recognized.

Interest income is recognized when it is probable that the income will be received and the amount of the income can be measured reliably.

Interest income is recognized using the asset's effective interest rate, unless the receipt of interest is uncertain. In such cases, interest income is calculated on a cash basis.

Note 2 Cash and cash equivalents

	31.12.2020	31.12.2019
bank	25 474	13 431
cash	940 200	756 230
Total cash and cash equivalents	965 674	769 661

Note 3 Receivables and prepayments

	31.12.2020	Allocation by remaining maturity		
		Within 12 months	1 - 5 years	
Accounts receivable	860 034	860 034		
Accounts receivables	941 990	941 990		2
Allowance for doubtful receivables	-81 956	-81 956		4
Tax prepayments and receivables	338	338		
Other receivables	421 407	9 354	412 053	
Loan receivables	421 407	9 354	412 053	-
Prepayments	19 964	19 964		
Deferred expenses	16 256	16 256		
Other paid prepayments	3 708	3 708		
Total receivables and prepayments	1 301 743	889 690	412 053	
	31.12.2019	Allocation by rei	maining maturity	Note
		Within 12 months	1 - 5 years	
Accounts receivable	492 607	492 607		
Accounts receivables	532 290	532 290		4
Allerius f				
Allowance for doubtful receivables	-39 683	-39 683		
doubtful receivables	-39 683 256	-39 683 256		
doubtful receivables Tax prepayments and			48 541	
doubtful receivables Tax prepayments and receivables	256	256	48 541 48 541	
doubtful receivables Tax prepayments and receivables Other receivables Loan	256 454 375	256 405 834		-
doubtful receivables Tax prepayments and receivables Other receivables Loan receivables	256 454 375 454 375	256 405 834 405 834		
doubtful receivables Tax prepayments and receivables Other receivables Loan receivables Prepayments Deferred	256 454 375 454 375 34 316	256 405 834 405 834 34 316		

Note 4 Accounts receivable

(In Euros)

	31.12.2020	31.12.2019	Note
Accounts receivables	941 990	532 290	3
Uncollected debts from buyers	941 990	532 290	
Allowance for doubtful receivables	-81 956	-39 683	
Total accounts receivable	860 034	492 607	

Note 5 Tax prepayments and liabilities

(In Euros)

	31.12.2020		31.12.2019	
	Tax prepayments	Tax liabilities	Tax prepayments	Tax liabilities
Corporate income tax				109
Personal income tax		5 709		6 815
Social tax		10 357		12 259
Contributions to mandatory funded pension		606		706
Unemployment insurance tax		740		862
Prepayment account balance	338		256	
Total tax prepayments and liabilities	338	17 412	256	20 751

Note 6 Long-term financial investments

		Total
	Shares	
31.12.2018	130 000	130 000
31.12.2019	130 000	130 000
		Total
	Shares	
31.12.2019	130 000	130 000
31.12.2020	130 000	130 000

Note 7 Other receivables

	31.12.2020 Allocation by remaining maturity Inte		Interest rate	Base currency	Due date	
		Within 12 months	1 - 5 years			
Loan receivables	421 407	9 354	412 053			
	334	334		2	eur	2021
	3 645		3 645	2	eur	2023
	19 124		19 124	2	eur	2025
	720	720		2	eur	2021
	210 000		210 000	2	eur	2022
	179 284		179 284	2	usd	2022
	8 300	8 300		2	eur	2021
Total other receivables	421 407	9 354	412 053			
	31.12.2019	Allocation by re	maining maturity	Interest rate	Base currency	Due date
		Within 12 months	1 - 5 years			
Loan receivables	454 375	405 834	48 541			
	43 047		43 047	2	eur	2025
	737		737	2	eur	2021
	4 757		4 757	2	eur	2023
	195 834	195 834		2	usd	2020
	210 000	210 000		2	eur	2020
Total other receivables	454 375	405 834	48 541			

Note 8 Property, plant and equipment

					Total
	Buildings		Machinery and		
	a	Computers and computer systems	Other machinery and equipment	equipment	
31.12.2018					
Carried at cost	6 046	28 656	37 984	66 640	72 686
Accumulated depreciation	-6 046	-24 213	-34 066	-58 279	-64 325
Residual cost	0	4 443	3 918	8 361	8 361
Depreciation		-1 412	-2 051	-3 463	-3 463
31.12.2019					
Carried at cost	6 046	28 656	37 984	66 640	72 686
Accumulated depreciation	-6 046	-25 625	-36 117	-61 742	-67 788
Residual cost	0	3 031	1 867	4 898	4 898
Acquisitions and additions		1 128		1 128	1 128
Other acquistions and additions		1 128		1 128	1 128
Depreciation		-1 811	-1 393	-3 204	-3 204
31.12.2020					
Carried at cost	6 046	29 784	37 120	66 904	72 950
Accumulated depreciation	-6 046	-27 436	-36 646	-64 082	-70 128
Residual cost	0	2 348	474	2 822	2 822

Note 9 Payables and prepayments

(In Euros)

	31.12.2020	Within 12 months
Trade payables	805 071	805 071
Employee payables	21 543	21 543
Tax payables	17 412	17 412
Prepayments received	523 223	523 223
Deferred income	520 912	520 912
Other received prepayments	2 311	2 311
other short-term receivables	120 043	120 043
Total payables and prepayments	1 487 292	1 487 292

	31.12.2019	Within 12 months
Trade payables	531 362	531 362
Employee payables	43 001	43 001
Tax payables	20 751	20 751
Prepayments received	491 859	491 859
Deferred income	437 901	437 901
Other received prepayments	53 958	53 958
other short-term receivables	116 692	116 692
Total payables and prepayments	1 203 665	1 203 665

Note 10 Trade payables

(In Euros)

	31.12.2020	31.12.2019	Note
Debts to suppliers	805 071	531 362	7,8,9
Total trade payables	805 071	531 362	

Note 11 Employee payables

(In Euros)

	31.12.2020	31.12.2019
Vacation pay liability	21 542	43 001
Total employee payables	21 542	43 001

Note 12 Share capital

	31.12.2020	31.12.2019
Share capital	63 800	63 800
Number of shares (pcs)	3	3

Note 13 Net sales

	2020	2019
Net sales by geographical location		
Net sales in European Union		
Estonia	393 463	393 351
Latvia	103 479	103 919
Lithuania	12 516	20 404
Germany	289 326	80 449
United Kingdom	19 720	79 783
Sweden	19 347	8 688
Cyprus	4 671	5 993
Malta	0	-55
Ireland	274	-467
Finland	1 827	3 725
Slovakia	1 650	8 376
Poland	703	8 771
Denmark	365	468
Spain	0	1 794
Greece	6 796	37 465
Bulgaria	0	302
Czech Republic	317	(
Total net sales in European Union	854 454	752 966
Net sales outside of European Union		
Belize	3 920	1 671
Russian Federation	2 288	2 825
Antigua and Barbuda	1 024	7 336
Panama	0	8
United Arab Emirates	1 885	7 775
Seychelles	0	1 855
Switzerland	6 235	19 227
Virgin Islands (British)	0	-274
Ukraine	0	97
Liberia	6 699	2 982
Singapore	22 806	1 642
United States of America	514	387
Marshall Islands	32 495	186
Georgia	319	(
China	1 130	C
Solomon Islands		
Total net sales outside of European Union	79 315	45 717
Total net sales	933 769	798 683
Net sales by operating activities		
Insurance broker activities	933 769	798 683

Total net sales	933 769	798 683	

Note 14 Goods, raw materials and services

(In Euros)

	2020	2019
Services purchased for resale	59 627	95 023
Total goods, raw materials and services	59 627	95 023

Note 15 Miscellaneous operating expenses

(In Euros)

	2020	2019
Leases	70 302	54 734
Labor supply expense	0	300
Miscellaneous office expenses	10 889	27 810
Travel expense	1 058	33 969
Training expense	511	716
accounting and auditing services	4 124	2 474
Other	35 880	47 679
Total miscellaneous operating expenses	122 764	167 682

Note 16 Labor expense

(In Euros)

	2020	2019
Wage and salary expense	412 126	426 802
Social security taxes	127 084	136 306
Pension expense	2 708	1 246
holiday reserve	-21 458	11 732
Total labor expense	520 460	576 086
Average number of employees in full time equivalent units	21	23

Note 17 Other operating expenses

	2020	2019
Loss from exchange rate differences	97 631	87 162
Fines, penalties and compensations	51 597	6 582
representation expenses	4 207	10 833
Other	4 698	14 000
Total other operating expenses	158 133	118 577

Note 18 Related parties

(In Euros)

Balances with related parties by categories

Loans

2020	Loans given	Interest rate	Base currency	Due date
Close family members of the management, higher supervisory body and individuals with material ownership interest and the entities under the control or significant influence of close family members				
SENTOR INVEST OÜ	179 285	2	usd	2023
Merames OU	210 000	2	eur	2023

2019	Loans given	Interest rate	Base currency	Due date
Close family members of the management, higher supervisory body and individuals with material ownership interest and the entities under the control or significant influence of close family members				
SENTOR INVEST OÜ	195 834	2	usd	2020
Merames OU	210 000	2	eur	2020

Purchases and sales of goods and services

	2020		2019		
	Purchases of goods and services	Sales of goods and services	Purchases of goods and services	Sales of goods and services	
Close family members of the management, higher supervisory body and individuals with material ownership interest and the entities under the control or significant influence of close family members	54 290	4 204	62 310	4 660	

Note 19 Events after the reporting date

The COVID-19 outbreak of the coronavirus, which began in early 2020, has now spread around the world, disrupting business and economic activity. An outbreak of coronavirus is considered a non-corrective event after the reporting date.

As the situation is uncertain and rapidly changing also in 2021, the Management Board does not consider it possible to make a quantitative assessment of the possible impact of the outbreak on the company's financial indicators for the next period when preparing the financial statements.

There have been no other significant events between the preparation of the report and the balance sheet date that would need to be reflected in the annual report or its notes.