



## **Etherstack plc** AND CONTROLLED ENTITIES

COMPANY REGISTRATION NUMBER 7951056

ARBN 156 640 532

### FINANCIAL REPORT

FOR THE YEAR ENDED 31 DECEMBER 2018

*Etherstack is a wireless technology company specialising in developing, manufacturing and licensing mission critical radio technologies.*

*With a particular focus in the public safety, defence, utilities, transportation and resource sectors, Etherstack's technology and solutions can be found in radio communications equipment used in the most demanding situations.*

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## **Strategic Report**

(all amounts are in USD \$000 unless otherwise stated)

### **2018 Highlights**

- **Revenue of \$5,366 which is an increase of \$1,127 from 2017 revenues of \$4,239 and represents an increase of 26.6%**
- **Return to profitability: Net profit after tax of \$53 is an improvement over 2017 Net loss after tax of \$1,546**
- **EBITDA<sup>1</sup> of US \$1,863 which is a \$1,771 increase from the 2017 EBITDA of \$92**
- **Successful delivery of:**
  - **AUD \$1 million order announced in November 2017 for the Australian Government**
  - **Stage 2 of the Canadian Utility project completed in January 2018**
  - **Two new defence sector wins totalling \$2,100 were substantially completed in 2018**
- **11.5% increase in recurring revenues driven by cumulative long term support contracts**
- **First sales of the in vehicle repeater product, IVX, and a healthy pipeline of opportunities for this new product**
- **Operating cash inflow of \$1,528 during the year compared to an outflow of \$599 in 2017**
- **Significantly increased R&D investment and expenditure particularly in the areas of defence and satellite communications; and**
- **Reduction in long term debt through loan repayments**

### **Etherstack Activities and Differentiation**

The principal activities of the Group are design, development and deployment of wireless communications software and products.

Etherstack specialises in wireless technology. Specifically, Etherstack develops software for use in transceivers which enable the transceiver to communicate with a radio network and other transceivers.

Etherstack licenses its software and designs to companies who manufacture telecommunication equipment primarily for government public safety agencies and utilities.

Etherstack derives revenues from:

- **Mission critical radio network products; these products may carry Etherstack brands or be sold as “white labelled” equipment (where customer puts its own brand on and sells under its own brand)**
- **Specialised communications equipment**
- **Technology licences and royalties**
- **System solution sales, where Etherstack sells its products and software and then provides ongoing support systems**
- **Customisation and Integration services; and**
- **Ongoing Support services provided to the customer.**

Etherstack has invested almost \$20 million into our suite of intellectual property assets over an extended period and has developed a substantial intellectual property portfolio that generates a diverse range of revenue streams from multiple technology areas, clients and regions, and from a mix of mature, new and emerging product lines.

<sup>1</sup> EBITDA is a non-IFRS performance measure used by management of the Group to assess the operating performance of the business. EBITDA is reconciled to statutory profit/(loss) after tax on page 6.

## **Strategic Report**

Etherstack seeks to differentiate our Network offerings by:

- Focussing on specific industry sectors where our technology has a track record of uninterrupted performance
- Providing local support in North America, Asia and Europe with global back up
- Ongoing investment in developing new capabilities

Etherstack seeks to differentiate our Specialised Radio Product offerings by:

- Identifying and supplying market “gaps” where our products offer a competitive edge in terms of features, functions or price
- Leveraging small company agility to be first to market with innovative products

## **CEO Review**

### **Revenue increase of 26.6%**

Etherstack achieved significant revenue growth of 26.6% in 2018 primarily due to:

- Continued growth of recurring revenue streams. Each additional network deployment contributes to revenue in the year of deployment and crucially also adds to the recurring revenue base for several years following deployment:
- Project activity on major contracts producing:
  - AUD \$1 million order announced in November 2017 for the Australian Government was delivered in 2018
  - Two new defence sector wins totalling \$2,100 were substantially completed in 2018 and hence contributed to 2018 revenue

Etherstack project related revenues are volatile due to the inherent nature of the projects and customers, where delays on a small number of individually large projects/contracts, frequently for government funded customers, can lead to revenues in a financial period being volatile.

In 2018 Etherstack achieved important contract wins and repeat business in the government radio communications and electric utility sectors in Australia, USA and Canada. Etherstack’s global reach proved its ability to win and deploy complex communications networks forming part of the essential services of all communities.

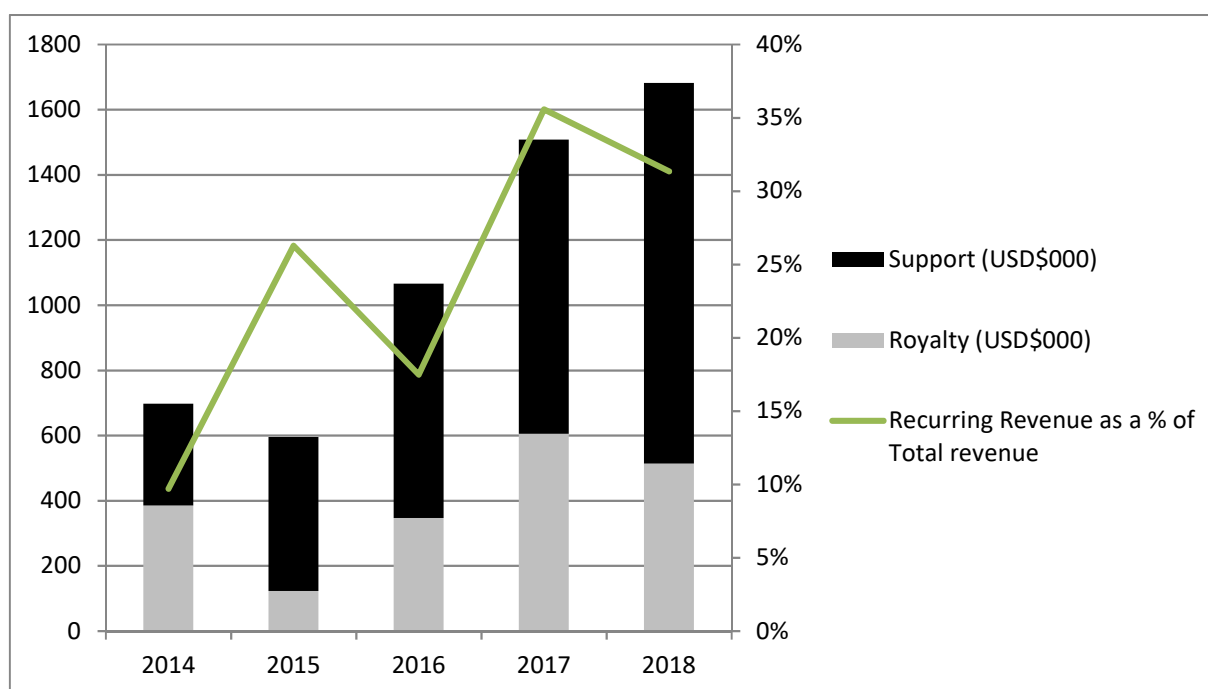
### **Recurring revenues**

Aggregate recurring revenues comprising Royalties and Support revenue streams are \$1,682 for 2018 compared to \$1,508 in 2017. The increase in 2018 represents an 11.5% increase over 2017 and, as outlined below, this KPI has increased 141% over the 4 year period from \$697 in 2014 to \$1,682 in 2018.

These recurring revenues contributed 31% of total revenue in 2018. This contribution can fluctuate depending on volatility in the royalty component however, over the medium term, the recurring revenues have grown in both \$ terms, \$697 in 2014 through to \$1,682 in 2018 and, as a percentage of total revenue, 10% in 2014 through to 31% in 2018.

Recurring revenue streams reduce volatility of revenue and cash flow and reduce dependence upon periodic large scale contracts where the scale of the projects and nature of the end users means timing of revenue recognition is difficult to accurately predict.

## Strategic Report



Graph 1 - Recurring revenues from Support contracts and Royalty agreements 2014 to 2018 shown in USD and as a percentage of Total revenue

### Royalties

Royalties are generated from licence agreements whereby equipment manufacturers pay Etherstack a licence fee per item manufactured, for the use of Etherstack technology in their products, such as base stations and handsets.

Royalty revenues declined in 2018 from \$605 to \$514 following a substantial increase (74.4 %) in 2017. The royalties earned by Etherstack follow the increase or decrease in sales achieved by manufacturers whose products include Etherstack technology. The general increase over the recent 4 year period is due to the maturity of these products, in particular sales of an emerging digital radio standard known as DMR however there remains some volatility which has caused a revenue decrease in 2018.

### Support revenues

Support revenues increased in 2018 to \$1,168 from \$903 in 2017 following the rollout of digital radio networks in 2017 and 2018, as well as incremental growth to other supported networks. The Group currently supports four large digital radio networks in the North American electric utility market. The Group also supports a major utility network in Queensland, Australia and an Australian Government network commissioned in 2018. There are currently network deployments in progress with further deployments expected in 2019 which will provide revenue directly connected to the expansion plus additional support revenues for several years thereafter.

### Result for 2018

Net profit after tax of \$53 is a \$1,599 improvement over 2017 Net loss after tax of \$1,546.

This result has been achieved due to:

- Increased revenues, as noted above
- Changed in revenue mix and project mix leading to improved gross margin. Gross margins can vary significantly depending upon the nature of the projects which may differ markedly between periods. In addition, the gross margin can vary dependent upon the mix of Etherstack products, where relatively high margins reflect the value of our intellectual property, compared to third party products where the margin earned is much lower. For example, margin recognised on royalties is 100% which can be compared to project and product margins which are lower and in some cases as low as

## Strategic Report

10-15% where the Group resells third party products. The changed mix in 2018 has led to an increase in gross margin percentage.

- Reduced administrative expenses of \$574 relative to 2017. Included in this reduction is a reduced amortisation charge on the Group's intellectual property assets. The 2018 charge is \$1,489 compared to \$2,042 in 2017 representing an 27.1% decrease. A number of the Group's intellectual property assets have become fully amortised and the amortisation charge for 2019 is expected to show a further reduction from the 2018 charge.
- The group has operations in Australia, United States, United Kingdom and Japan and as a consequence is exposed to gains and losses from foreign currency fluctuations between the reporting currency USD and the other currencies in which transactions are undertaken; Australian dollar, Yen, Euro and GBP. In 2018 there was a currency translation benefit of \$321 compared to a loss of \$100 in 2017.
- Revaluation of the embedded derivative net of amortisation has led to a profit and loss account charge of \$214 compared to a credit in 2017 of \$262. The revaluation is based on a Black Scholes model and uses inputs including the prevailing share price, interest rates and the remaining life of the option embedded within the convertible note.
- The net tax credit has decreased from \$354 to \$127 predominantly as a result of a reduction in the UK Research and Development incentive claim.

### EBITDA

EBITDA has significantly improved to \$1,863 from \$92 in 2017 as set out below. The major reason for the increase is the improved gross profit performance. The reasons underlying the improved gross profit result have been outlined above.

As in prior years the add back of the amortisation charge of \$1,489 (2017 \$2,042) is the major difference between Statutory profit/(loss) after tax and EBITDA.

	<b>2018</b>	<b>2017</b>
<b>Statutory profit/(loss) after tax</b>	53	(1,546)
After tax effect of:		
Depreciation	29	17
Amortisation	1,489	2,042
Interest and embedded derivatives revaluation and amortisation	419	(67)
Income tax	(127)	(354)
<b>EBITDA</b>	<b>1,863</b>	<b>92</b>

The Directors consider EBITDA to be a useful measure of performance as it excludes the significant non-cash amortisation expense.

### Intellectual property development

The Group remains committed to developing new technology and intellectual property assets as well as refreshing, maintaining and enhancing its existing suite of intellectual property assets. Accordingly, the Group continues to invest in intellectual property development and has invested \$1,255 in the current year compared to \$757 in 2017.

The 2018 investment is significant and represents 23% of revenue (2017 18%). The average investment in intellectual property over the last 4 years is \$1,221 demonstrating the sustained and significant commitment to developing new intellectual property assets as well as refreshing, maintaining and enhancing its existing suite of intellectual property assets.

The Group maintains the engineering skillsets and capacities to complete the developments in progress and to develop new technology to respond to opportunities in the future.

## **Strategic Report**

### **IVX product launched**

The Group has completed development of an exciting new In Vehicle repeater product, known as the IVX and has completed the first deliveries in 2018 and has a healthy opportunity pipeline for the product.

This is an example of a Specialised Radio Product offering where our product addresses a market “gap” with a competitive edge in terms of features and capability and the company utilises “small company agility” to be first to market with an innovative product.

### **Key Performance indicators**

The primary performance indicator for the Group continues to be revenue. Current period consolidated revenue totalled \$5,366 compared to \$4,329 in 2017. The major reasons for the increase in revenues have been outlined above.

The second key performance indicator is recurring revenues representing royalty revenues and revenues from support and maintenance contracts. These revenues are important as they reduce reliance on project based revenues which, although significant, can be volatile in nature. Combined royalty revenue and support for 2018 was \$1,682 compared to \$1,508 in 2017 representing an increase of \$174 or 12%.

The Groups’ expectation is that royalty and support/maintenance income will continue to increase as a result of the commercial maturity of a number of our products and a growing installed base of supported customer networks.

Another key performance indicator for the Group is the investment in the development of intellectual property assets. As noted above, Etherstack invested \$1,255 (2017 \$757) representing 23% (2017:18%) of its revenue into intellectual property assets in 2018. Over the last 4 years, investment in intellectual property assets totals \$4,882 which represents 27% of revenue for the same 4 year period.

### **2018 Overall and Future prospects**

2018 has been a strong year for the Group. Our key financial metrics are showing positive trends:

- 26.6% Revenue growth including 11.5 % increase in recurring revenues driven by cumulative long term support contracts
- Return to profitability: small net profit after tax of \$53 is a significant improvement on 2017 net loss after tax of \$1,546
- EBITDA of US \$1,863 which is a \$1,771 increase from the 2017 EBITDA of \$92
- Operating cash inflow of \$1,528 during the year compared to an outflow of \$599 in 2017

Etherstack has entered 2019 with a strong order book and new leads from State and Federal public safety agencies in North America and Australia with further awards expected in the near term. The Group is expecting a significantly stronger 2019 based on orders in hand and negotiations currently underway.

### **Principal Risks and uncertainties**

The management of the business and the execution of the Group’s strategy expose it to a number of risks. These risks are formally reviewed by the Board and appropriate processes are put in place to monitor and mitigate them.

Key business risks affecting the Group are set out below.

- ***Dependence on key contracts***

Etherstack is dependent on a number of key contracts. Growing the total revenue of the Group will reduce the significance of individual contracts or projects relative to the Groups total revenue. In addition, growth of royalty revenue streams stemming from products reaching commercial maturity and growth of support revenue streams reduces dependence on individually significant contracts. The 2018 increase in



## **Strategic Report**

royalty and support revenues is 12% following a 41% increase in 2017. However, the impact of individually significant contracts remains in existence at the balance sheet date.

- **Ability to continue as a going concern**

Connected with the dependence on key contracts is the need for the Group to achieve revenue targets to generate the cash flows set out in the business plan. The adoption of the going concern basis of accounting, the consequences on cash reserves in the event that revenue targets were not met and potential mitigating actions are outlined in the Directors report.

- **Technology risk**

Etherstack relies on its ability to develop and further commercialise the technologies and products of the Company. Etherstack's operations include the design and delivery of products for secure communication, homeland security, defence and aerospace related markets. This is a fast moving industry and there can be no assurance that future products and systems introduced into the market by the Group will be profitable and cash generative.

To manage this risk, Etherstack closely monitors the markets for our products and is a member of industry associations and Standards Committees. Successfully managing this technology risk and identifying product innovations is a key part of Etherstack operations and receives the appropriate resources to manage the risks.

- **Intellectual property and know-how risk**

Securing rights to the intellectual property and the know-how behind the technologies is an integral part of the value of Etherstack's products. Etherstack ensures legal protection of our intellectual property is included in all customer and employee contracts and ensures that IT controls are in place to control access to sensitive intellectual property and associated documentation and information.

- **Economic and exchange rate risk**

The Group operates in four different countries/regions each using their own currency. The Group's presentational currency is US\$, as a result, Etherstack is subject to currency and foreign exchange pricing swings, which may have a positive or negative effect on the performance of the Group. General economic conditions, movements in interest and inflation rates may have an adverse effect on the Group's activities, as well as on its ability to fund those activities. The Group has natural hedges which reduce the exposure to currency fluctuations and from time to time enters forward rate agreements in the event that additional currency protection is considered necessary. Further information on these risks is set out in Note 16 to the financial statements.

- **Product liability**

The Group is exposed to potential product liability risks which are inherent in the research and development, manufacturing, marketing and use of its products and technologies. The Group has secured insurance to help manage such risks.

- **Liquidity risk**

The Group aims to mitigate liquidity risk by managing cash generation by its operations. Investment is carefully controlled, with authorisation limits operating up to board level and cash payback periods applied as part of the investment appraisal process. In this way the Group aims to maintain a good credit rating to facilitate appropriate levels of working capital and when necessary to facilitate fund raising activities.



**David Deacon**  
**Chief Executive Officer**



## **Report of the Directors**

### **Directors and Key Management**

#### **Peter Stephens – Non-Executive Chairman**

Peter is currently Chairman of Etherstack, a director of various private companies and also runs a venture capital practice. He was Chairman of Getech on flotation on AIM in 2005 until 2013 and remains a director. Peter has recently become Chairman of True Luxury Travel, a long haul holiday specialist currently focused on Africa having been Chairman and initial investor in Scott Dunn which was sold in 2014 for £77m. He is also Chairman of Boisdale Canary Wharf, a Scottish themed restaurant. He raised the initial funding for Tristel plc in 2003 and remained a director of Tristel plc from flotation on London Stock Exchange's AIM market in 2005 until 2013. He was previously Head of European Equities Sales at Salomon Brothers and Credit Lyonnais. He has an MA in Jurisprudence from Oxford University and qualified as a Barrister in 1978.

Peter has been on the board of Etherstack London Limited since September 2007 and was appointed to the Board of Etherstack plc in 2012 as Chairman.

#### **Paul Barnes, FCCA MCSI – Non-Executive Director**

Paul has wide experience in venture development, financial strategy and management, corporate finance and M&A disciplines.

Paul started his career with the City of London accounting firm Melman Pryke & Co (now part of Grant Thornton). Following qualification, he then worked in both accountancy practice and commerce, specialising in developing businesses in a wide range of activities from software development and commercial property to regulated commodities brokers, taking senior management positions with a successful freight importer and a full service executive jet aviation company.

Paul co-founded and raised funds for various successful “start-up” businesses in property and telecommunication sectors including UK Telecom plc and subsequently in the securities industry and healthcare and biomass renewable sectors.

Paul has been a key member of the teams in the development and admission to the London Stock Exchange's AIM market of both Tristel plc and Oxford Catalysts plc raising substantial funds for both companies, where he served as the Executive Finance Director and in the establishment of Amersham Investment Management Limited an FCA regulated investment management firm.

Paul is a Fellow of the Association of Chartered Certified Accountants, a registered auditor in the UK and a member of the UK's Chartered Institute for Securities and Investment.

Paul joined Etherstack in 2002 as Finance Director and CFO, and held these positions throughout the development and expansion of Etherstack until December 2011. Paul was appointed a Director of Etherstack plc in February 2012.

#### **Scott Minehane – Non-Executive Director**

Scott is an international regulatory and strategy expert in the telecommunications sector and has been involved in advising investors, operators, Governments and regulators in Australia, Asia, the Pacific and Africa. His expertise extends to spectrum management and new generation fixed and mobile technologies including optical fibre and 4G/LTE and 5G services.

Scott has a separate consultancy practice, through which he has advised a range of leading corporates and organisations including the Commonwealth, South Australian and Victorian Governments, APEC Business Advisory Council, NBNCo, Macquarie Group, World Bank, International Telecommunications Union (ITU), GSMA, Australian Competitive Carriers Coalition ('Compete'), SDPPI (Indonesia's spectrum regulator) ARCI, Macquarie Telecommunications, Malaysian Communications and Multimedia Commission (MCMC), National Broadcasting and Telecommunications Commission (Thailand), Myanmar Government, TRA (UAE), KPMG, Telekom Malaysia, Axiata Group, edotco Group, and Telkom South Africa. In the past 12 months, he was the principal author of an GSMA report entitled *Securing the digital dividend across the entire ASEAN: A report on the status of the implementation of the APT700 band for*

## **Report of the Directors**

*ATRC, August 2018 and a WPC Report entitled Powered Evolution to 5G: The compelling case to adopt LTE Band 41 in the 2.6 GHz spectrum band in Asia and globally, October 2018.*

Scott has a Bachelor of Economics and a Bachelor of Laws from the University of Queensland and holds a Master of Laws specialising in Communications and Asian Law from the University of Melbourne.

Scott joined the Board as an Independent Non-Executive Director in 2012 and became chairman of the Audit & Risk Management Committee in 2012. In 2016, Scott became chairman of the Remuneration and Nomination committees.

### **David Deacon – Chief Executive Officer, Executive Director**

David has over 20 years' experience in the wireless communications industry. Prior to Etherstack, David founded and ran an Australian wireless technology company, Indian Pacific Communications Pty Ltd, for six years until it was sold to a public company in April 2000. Before this, David led software development teams involved in wireless research and development in Perth and Sydney.

David founded Etherstack in 2002 and has been Chief Executive Officer since that date. In this time, David has overseen Etherstack's growth into a global operation and the development of industry leading wireless communications technology assets.

## **Senior management**

### **David Carter – Chief Financial Officer and Company Secretary**

David worked within the audit and assurance practice of Coopers & Lybrand and PricewaterhouseCoopers for 12 years in Australia and The Netherlands.

David has held senior finance roles in IT companies including Dimension Data and Computer Science Corporation and was CFO and company secretary of a software reseller and engineering services provider before joining Etherstack as CFO in September 2011.

David has a Bachelor of Commerce degree from University of New South Wales, is a member of the Institute of Chartered Accountants in Australia, and holds an Executive MBA from the Australian Graduate School of Management.

### **Report of the Directors**

#### **Company Directory**

**Company Registration No. 7951056**

**ARBN 156 640 532**

#### **Directors**

Peter Stephens (Non-Executive Chairman)

David Deacon (Executive Director and Chief Executive Officer)

Paul Barnes FCCA (Non-Executive Director)

Scott W. Minehane (Non-Executive Director)

#### **Company Secretaries**

Paul Barnes FCCA (United Kingdom)

David Carter (Australia)

#### **United Kingdom Registered Office**

3rd Floor South,

30-31 Friar Street,

Reading, Berkshire,

RG1 1DX

United Kingdom

#### **Australian Office**

93A Shepherd St

Chippendale, NSW, 2008

Australia

#### **Auditor**

Grant Thornton UK LLP

Statutory Auditor

Cambridge, United Kingdom

#### **Stock Exchange Listing**

Australian Securities Exchange

(Code: ESK)

#### **Share Registrars**

##### **Computershare Investor Services Pty Limited**

452 Johnston Street

Abbotsford, VIC, 3067

Australia

##### **Computershare Investor Services plc**

The Pavilions, Bridgwater Road

Bristol BS99 6ZY

United Kingdom

#### **Website**

[www.etherstack.com](http://www.etherstack.com)

## **Report of the Directors**

### **Directors Report**

The Directors present their annual report with the statutory financial statements of the Group for the year ended 31 December 2018. All amounts are in USD \$000 unless otherwise indicated.

This report should be read in conjunction with the Strategic Report on pages 3 to 8.

#### **1. Board of Directors and Officers of the company**

The names of the Directors who held office during the 2018 year and to the date of this report are:

<b>Director Name</b>	<b>Position</b>	<b>Appointed</b>
Peter Stephens	Non-Executive Chairman	22 May 2012
Paul Barnes, FCCA	Non-Executive Director	15 February 2012
David Deacon	Executive Director and CEO	15 February 2012
Scott Minehane	Non-Executive Director	22 May 2012

The joint company secretaries are Paul Barnes and David Carter.

#### **2. Results**

The Group realised a profit after tax for the year of \$53 (2017 loss of \$1,546).

##### ***Earnings/(Loss) per share***

Basic earnings per share from continuing operations of 0.05 US cents in 2018 is a significant improvement on 2017 Basic loss per share of (1.40) US cents.

#### **3. Going Concern**

The financial statements have been prepared on a going concern basis which assumes the Group and the Company will continue in operational existence for the foreseeable future. During the year, the Group reported a profit after tax of \$53 (2017 loss of \$1,546), net operating cash inflow of \$1,528 (2017 outflow \$599) and is in a net current liability position as at 31 December 2018. As highlighted in the Strategic Report, Group revenues increased in 2018 in particular recurring revenues from royalties and support contracts, the Group generated a positive EBITDA result, a positive Net profit after tax result and positive cash inflows from operating activities.

The financial statements have been prepared on a going concern basis, the validity of which depends on the achievement of revenue targets to generate the cash flows set out in the business plan.

The Directors have considered the financial performance of 2018, the strength of the sales pipeline, contracts in progress, royalty and support revenue streams and cash within the Group at the date of the approval of the financial statements, and are satisfied these are sufficient to continue operations for at least 12 months from that date. In the event revenue targets were not met or the expected revenues were delayed, then this would place a short term strain on working capital. The directors are experienced in managing working capital in this environment and will continue to do so, should this be necessary. In addition, two shareholders have provided letters of support indicating they will provide financial assistance should it be required for the Group to manage its working capital requirements and fund investments required to deliver its current business plan. The Directors also note the Company has a record of successful fund raising, if required, to support ongoing operations via capital raising, loan instruments and the continuing support of its major shareholders.

The Directors acknowledge there can be no certainty these revenue targets will be met or the timing of such revenues and inflows will be in line with the cash flow forecast and these material uncertainties may

**Report of the Directors**

cast significant doubt over the ability of the Group and the Company to continue as a going concern. However, after considering these uncertainties, the Directors have a reasonable expectation that sufficient revenues and cash flows will be generated such that the Group and Company have adequate resources to continue in operational existence for the foreseeable future. Consequently, the Directors believe that it is appropriate to prepare the financial statements on a going concern basis. The financial statements do not include the adjustments that would result if the Group and Company was unable to continue as a going concern.

**4. Dividend**

The Directors do not recommend the payment of a final dividend for the year ended 31 December 2018 (2017: \$nil).

**5. Directors' indemnity insurance**

The Company has arranged appropriate Directors' and Officers' insurance to indemnify the Directors against liability in respect of proceedings brought about by third parties. Such provisions remain in place at the date of this report.

**6. Auditor**

Grant Thornton UK LLP were appointed as auditors of Etherstack plc at the Annual General Meeting in June 2018 and Grant Thornton UK LLP will be proposed for re- appointment at the next Annual General Meeting.

**7. Financial risk management objectives**

The Group's financial risk management objectives and policies and exposures to risk are outlined in Note 16 to the financial statements.

**8. Rounding of amounts and presentational Currency**

Amounts in the Directors Report and the accompanying financial report have been rounded to the nearest thousand dollars, or in certain cases to the nearest dollar, unless otherwise expressly stated. The Group financial statements are presented in US Dollars ("\$") which is the Group's presentational currency.

On behalf of the Board



**Paul Barnes FCCA**

**Director**

28 March 2019

## **Report of the Directors**

### **Corporate Governance Report**

The Board of Directors is responsible for the overall strategy, governance and performance of the Etherstack plc Group of companies (the Group). Etherstack plc (the Company) is a wireless communications technology provider whose strategy is to add substantial shareholder value through the design, development and deployment of products for radio communication networks used by governments, such as those used by defence and police forces, public safety departments, such as ambulance and fire, and radio networks used by utilities, such as electricity companies. The Board has adopted a corporate governance framework, based upon ASX Corporate Governance Principles, which it considers to be suitable given the size, history and strategy of the Company.

Further details relating to the Company's corporate governance practices can be found on the Company's website at [www.etherstack.com](http://www.etherstack.com) in the "Investor" section under "Corporate Governance".

#### ***Principle 1: Lay solid foundations for management and oversight***

The Board of Directors is responsible for the overall strategy, governance and performance of the Company.

##### ***Board Charter***

The Board has adopted a formal Board Charter which clearly details its functions and responsibilities and delineates the role of the Board from that of the senior executives. The Board's function and responsibilities include strategy and planning, corporate governance, appointment of the Chief Executive Officer (CEO), remuneration, capital expenditure and financial reporting, performance monitoring, risk management, audit and compliance, developing and monitoring diversity policies and objectives.

Executive Directors are provided with executive contracts of employment and Non-Executive Directors are provided with service agreements setting out the key terms and conditions relative to that appointment.

The Board Charter is available on the website in the "Investor" section under "Corporate Governance".

The Company Secretary is responsible for supporting the effectiveness of the Board and is directly accountable to the Board, through the Chairman, on all matters to do with the proper functioning of the Board.

#### ***Principle 2: Structure the board to add value***

##### ***Structure of the Board***

The Board currently consists of four directors comprising, Non-executive Chairman, two Independent Non-Executive Directors and one Executive Director:

**Mr Peter Stephens, Chair** – Non-Executive Director

**Mr Paul Barnes** – Independent, Non-Executive Director

**Mr Scott Minehane** – Independent, Non-Executive Director

**Mr David Deacon** – Chief Executive Officer and Executive Director

The term of office held by each Director is set out in the Directors Report.

The skills, experience and expertise of each Director are set out on pages 9 and 10. At all times, the Board is to have a complementary mix of financial, industry and technical skills. The Board believes the current members have the necessary knowledge and experience to direct the Group. A summary of Board members skills is set out below.

## Report of the Directors

Experience and skills	Number of directors
International business	4
Strategy and innovation	4
Management and leadership	4
Accounting, finance and banking	2
Equity, capital markets, mergers and acquisitions	4
Corporate governance	2
Regulatory and compliance	2
IT/Technology	4
Legal	2
Chief Executive Officer, Chief Financial Officer or Chief Operating Officer experience	4

### ***Chairman's responsibilities and independence***

The Board Charter provides that the Chairman of the Board is responsible for the leadership of the Board, ensuring the Board is effective, setting the agenda of the Board, conducting Board meetings and conducting shareholder meetings.

The Chairman of the Board, Peter Stephens, is a Non-Executive Director.

In 2016, following participation in the Entitlement issue and shortfall offer in which Peter Stephens increased his shareholding, Peter Stephens is no longer considered an independent director. Peter Stephens was an independent director from the date of his appointment in 2012 through to 2016. Peter Stephens remains as Chairman of the Board of Directors of Etherstack plc.

### ***Board independence***

An independent Director, in the opinion of the Board, must be independent of management and have no business or other relationship that could materially interfere with – or could reasonably be perceived materially to interfere with – the independent exercise of that director's judgement. Any independent Director will meet the definition of what constitutes independence as set out in the ASX Recommendations. The materiality thresholds are assessed on a case-by-case basis, taking into account the relevant Director's specific circumstances, rather than referring to a general materiality threshold.

At this time, there are two Directors the Board has classified as independent - Paul Barnes and Scott Minehane. Accordingly, the Board does not have a majority of independent Directors however the Board composition is considered appropriate for the Company in its current circumstances.

Paul Barnes is a significant shareholder holding 6.1% of the issued capital of Etherstack plc however the Board is of the opinion this shareholding does not compromise Paul Barnes' independence. The Board has formed this view on the basis of Paul Barnes ability to demonstrate the judgements required of an independent director from his appointment as a director of Etherstack plc in 2012 up to 2016 when participation in Entitlement issue and shortfall offer led to Paul Barnes' shareholding exceeding 5%.

The Board Charter states that the Board aims to have at all times a Board of directors with at least two independent Non-Executive Directors and having the appropriate mix of skills, experience, expertise and diversity relevant to the Company's businesses and the Board's responsibilities.



## **Report of the Directors**

### ***Board committees***

To assist the Board in carrying out its functions, the Board has established:

- an Audit and Risk Management Committee (refer Principle 4 summary);
- a Remuneration Committee (refer Principle 8 summary); and
- a Nomination Committee.

Each Committee is established according to a Charter that is approved by the Board. Each Committee is entitled to the resources and information it requires to discharge its responsibilities, including direct access to senior executives, employees and advisers as needed. Terms of reference of each committee, explaining its role and the authority delegated to it by the Board, are available on the Company's website. The committee chairmen report regularly to the whole board and are required to confirm that the committees have sufficient resources to undertake their duties.

### ***Nomination Committee***

The Nomination Committee must have a majority of independent Directors. Peter Stephens, Scott Minehane, and Paul Barnes are members of this committee. Scott Minehane acts as Chairman of the committee. When appointing members of each committee, the Board shall take account of the skills and experience appropriate for that committee as well as any statutory or regulatory requirements. The responsibilities of the committee include reviewing Non-Executive Director remuneration, assessing the skills, diversity and necessary industry, technical or functional experience required by the Board, recommending directors for re-election and conducting searches for new Board members when required.

### ***Director selection process and Board renewal***

The composition of the Board is reviewed regularly to ensure the appropriate mix of skills, diversity and expertise is present to facilitate successful strategic direction.

As detailed in the Board Charter, in appointing new members to the Board, consideration is given to the ability of the appointee to contribute to the ongoing effectiveness of the Board, to exercise sound business judgement, to commit the necessary time to fulfil the requirements of the role effectively and to contribute to the development of the strategic direction of the Company. Consideration will also be given to achieving a Board with a diverse range of backgrounds.

The process used for selecting new members for the Board, as set out in the Board Charter, may be assisted by the use of external search organisations as appropriate. An offer of a Board appointment will be made by the Chairman of the Board only after having consulted all Directors. Detailed background information in relation to a potential candidate is provided to all Directors.

### ***Board, Committee and Director performance evaluation***

The Board undertakes ongoing self-assessment. The review process in 2018 included an assessment of the performance of the Board, the Board Committees, and each Director. The review:

- compared the performance of the Board and each Committee with the requirements of its Charter;
- critically reviewed the composition of the Board; and
- reviewed the Board and each Committee Charter to consider whether any amendments to the Charters were deemed necessary or appropriate.

The Board discussed the results of the review and follow up actions on matters relating to Board process and priorities.

### ***Induction***

The Company Secretary facilitates an induction program for new Directors. The program will include meetings with senior executives, briefings on the Company's strategy and operations, provision of all relevant corporate governance material and policies and discussions with the Chairman and other Directors.

## Report of the Directors

### **Continuing education**

Directors are provided with continuing education opportunities to update and enhance their skills and knowledge. This consists of regular updates for the Board from management, separate to Board meetings to ensure Non-Executive Directors are well-informed of the Company's operations and any recent developments.

### **Access to information, indemnification and independent advice**

The Company Secretary provides assistance to the Board, and Directors also have access to senior executives at any time to request any relevant information. The Board Charter provides that:

- all Directors have unrestricted access to company records and information except where the Board determines that such access would be adverse to the Company's interests;
- all Directors may consult management and employees, as required, to enable them to discharge their duties as Directors; and
- the Board, Board Committees or individual Directors may seek independent external professional advice as considered necessary at the expense of the Company, subject to prior consultation with the Chairman. A copy of any such advice received is made available to all members of the Board.

### **Conflicts of interest**

The Constitution and Code of Business Conduct and Ethics sets out the obligations of Directors in dealing with any conflicts of interest. Pursuant to the Constitution and the Code of Business Conduct and Ethics, Directors are obliged to:

- disclose to the Board any actual or potential conflicts of interest which may exist as soon as they become aware of the issue;
- take any necessary and reasonable measures to resolve the conflict; and
- comply with all laws in relation to disclosure of interests and restrictions on voting.

Unless the Board determines otherwise, a Director with any actual or potential conflict of interest in relation to a matter before the Board, does not:

- receive any Board papers in relation to that matter; and
- participate in any discussion or decision making in relation to that matter.

### **Operation of the Board**

The Board met 4 times during the year. The agenda for each meeting allows an opportunity for the Chairman and Non-Executive Directors to meet without executives present. The agenda and relevant briefing papers are distributed by the company secretary on a timely basis, usually a week in advance of each Board meeting.

The following table summarises the number of board and committee meetings held during the year and the attendance record of each directors:

	Board meetings		Audit and Risk Committee		Remuneration Committee		Nomination Committee	
	Eligible to attend	Attended	Eligible to attend	Attended	Eligible to attend	Attended	Eligible to attend	Attended
Peter Stephens	4	4	4	4	1	1	1	1
Paul Barnes	4	4	4	4	1	1	1	1
David Deacon	4	4	-	-	-	-	-	-
Scott Minehane	4	4	4	4	1	1	1	1

## **Report of the Directors**

### ***Principle 3: Promote ethical and responsible decision making***

#### ***Corporate Code of conduct***

The Company has implemented a corporate Code of Business Conduct and Ethics (the Code) which applies to Directors and all employees. The Code provides a framework for decisions and actions for ethical conduct. It underpins the Company's commitment to integrity and fair dealing in its business affairs and to a duty of care to all employees, clients and stakeholders. The Code sets out the principles covering appropriate conduct in a variety of contexts and outlines the minimum standard of behaviour expected from Directors and employees.

Employees are encouraged to raise any matters of concern in good faith with the head of their business unit without fear of retribution. Where the matter is inappropriate to be raised with the head of their business unit, employees are able to raise the matter with the CEO or CFO as appropriate.

The CFO reviews and reports directly to the Board on any material breaches of the Code. The Audit and Risk Committee oversees procedures for whistleblower protection.

A copy of the Code is available on the Company's website in the "Investor" section under "Corporate Governance".

#### ***Dealings in securities***

The Company has implemented a Securities Trading Policy which covers dealings in the Company's securities by its Key Management Personnel (Directors and those employees reporting to the CEO). The Securities Trading Policy sets out the guidelines for trading in the Company's securities, including closed periods, exceptions and approval and notification requirements.

A copy of the Securities Trading Policy is available on the Company's website in the "Investor" section under "Corporate Governance".

#### ***Diversity***

The Company has implemented a Diversity Policy.

The Company considers that the gender ratio of employees reflects the gender ratio of the qualified engineer pool. The Company does not, therefore, believe that establishing measurable objectives for achieving gender diversity would provide any benefit above that already achieved via the Diversity Policy.

At the date of this report, the gender ratio is as follows:

- 4 Board members: all male,
- Chief Financial Officer: male,
- Workforce (excluding senior management and executive directors); 21 Employees: 3 female, 18 male

The Diversity Policy is available on the Company's website in the "Investor" section under "Corporate Governance".

### ***Principle 4: Safeguard integrity in financial reporting***

#### ***Audit and Risk Management Committee***

The Board has established an Audit and Risk Management Committee governed by the Audit and Risk Committee Charter, which is available on the Company's website in the "Investor" section under "Corporate Governance".

The objective of the Audit and Risk Committee is to assist the Board in monitoring and reviewing any matters of significance affecting financial reporting and compliance. The Audit and Risk Management Committee's responsibilities include:

- Oversee the Company's relationship with the external auditor and the external audit function generally;
- Oversee the preparation of the financial statements and reports;
- Oversee the Company's financial controls and systems;
- Review, monitor and approve risk management policies, procedures and systems; and

## **Report of the Directors**

- Manage the process of identification and assessment of any material financial and nonfinancial risks (including enterprise risks and risks in relation to occupational health and safety) that may impact the business.

### ***Audit and Risk Management Committee composition***

The Audit and Risk Management Committee consists only of Non-Executive Directors and the Chairman is not the Chairman of the Board. The members of the Audit and Risk Management Committee are Scott Minehane, Chair of the Committee, Peter Stephens and Paul Barnes. Both Scott Minehane and Paul Barnes are Independent Non-Executive Directors.

During the year, 4 meetings of the Committee were attended by the lead external audit partner and, by invitation, the Chief Executive Officer and the Chief Financial Officer attended 4 meetings.

The Board of Directors has received from the Chief Executive Officer and the Chief Financial Officer a declaration the financial information included in the annual report is founded on a sound system of risk management and internal control and that the system is operating effectively in all material respects in relation to financial reporting risks.

Etherstack's external auditor attends the Company's Annual General Meeting and is available to answer questions which shareholders may have about the conduct of the external audit for the relevant financial year and the preparation and content of the Audit Report.

### ***Principle 5: Make timely and balanced disclosure***

The Company is committed to ensuring:

- compliance with the requirements of the ASX Listing Rules, all relevant regulations and the ASX Recommendations;
- facilitation of an efficient and informed market in the Company's securities by keeping the market appraised through ASX announcements of all material information.

The Company has implemented a Disclosure Policy which is designed to support the commitment to a fully informed market in the Company's securities by ensuring that announcements are:

- made to the market in a timely manner, are factual and contain all relevant material information; and
- expressed in a clear and objective manner that allows investors to assess the impact of the information when making investment decisions.

The Disclosure Policy is available on the Company's website in the "Investor" section under "Corporate Governance".

### ***Principle 6: Respect the rights of shareholders***

The Company has adopted a Communications Policy which aims to ensure that shareholders are informed of all major developments affecting the Company's state of affairs. Information is communicated to shareholders through:

- half yearly and annual reports;
- disclosures and announcements made to the Australian Securities Exchange (ASX);
- notices and explanatory memoranda of Annual General Meetings and Extraordinary General Meetings and addresses or presentations made at those meetings; and
- the Company's website.

The Board also encourages participation by shareholders at all shareholder meetings.

The Communications Policy is available on the Company's website in the "Investor" section under "Corporate Governance".

## **Report of the Directors**

### ***Principle 7: Recognise and manage risk***

The Company is committed to ensuring that:

- its culture, processes and structures facilitate realisation of the Company's business objectives whilst material risks are identified, managed, monitored and wherever appropriate and possible, mitigated; and
- to the extent practicable, its systems of risk oversight, management and internal control comply with ASX Recommendations.

The Board determines the Company's risk profile and is responsible for overseeing and approving the Company's risk management strategy and policies, internal compliance and internal control.

The Board has delegated to the Audit and Risk Management Committee responsibility for implementing the risk management system and reporting to the Board. Key business risks affecting the Group have been outlined in the Strategic Report.

The Audit and Risk Committee reviews the entity's risk management framework at least annually to satisfy itself that it continues to be sound and such a review has taken place in relation to 2018.

The Company does not have an internal audit function. The responsibility for undertaking and assessing risk management and internal control effectiveness is delegated to management. Management is required to assess risk management and associated internal compliance and control procedures and report to the Audit and Risk Management Committee.

Etherstack does not have any material exposure to economic, environmental and social sustainability risks.

A copy of the Company's risk management policy is available on the Company's website in the "Investor" section under "Corporate Governance".

### ***Principle 8: Remunerate fairly and responsibly***

The Board has established a Remuneration Committee, which is governed by the Remuneration Committee Charter. The Charter is available on the Company's website in the "Investor" section under "Corporate Governance".

The primary purpose of the Committee is to support and advise the Board in fulfilling its responsibilities to shareholders by:

- reviewing and approving the executive remuneration policy to enable the Company to attract and retain executives and Directors who will create value for shareholders;
- ensuring that the executive remuneration policy demonstrates a clear relationship between key executive performance and remuneration;
- recommending to the Board the remuneration of executive Directors;
- fairly and responsibly rewarding executives having regard to the performance of the Company, the performance of the executive and the prevailing remuneration expectations in the market;
- reviewing the Company's recruitment, retention and termination policies and procedures for senior management;
- reviewing and approving the remuneration of direct reports to the Chief Executive Officer, and as appropriate other senior executives and conducting an annual review of remuneration by gender; and
- reviewing and approving any equity based plans and other incentive schemes.

A performance evaluation was undertaken in the reporting period in accordance with the periodic performance evaluation process.

The Remuneration Committee consists only of Non-Executive Directors. The members of the Remuneration Committee are Peter Stephens, Paul Barnes and Scott Minehane, Chair of the Committee. Scott Minehane and Paul Barnes are Independent Non-Executive Directors.

## **Report of the Directors**

There is no regulatory requirement, other than Companies Act 2006 disclosure requirements, for Etherstack plc to disclose information on the remuneration arrangements in place for Directors and Executives of Etherstack plc, however the Remuneration Committee is committed to good corporate standards and has disclosed information considered relevant to the shareholders.

### **Remuneration policy for Executive Directors**

The remuneration policy for Executive Directors has been designed to ensure Executive Directors receive appropriate incentive and reward given their performance, responsibility and experience. When assessing this, the Remuneration Committee seeks to ensure the policy aligns the interests of the Executive Directors with those of the shareholders.

The Company's remuneration policy for Executive Directors is to:

- Consider the individuals experience and the nature and complexity of their work in order to set a competitive salary that attracts and retains management of the highest quality;
- Link individual remuneration packages to the Group's long term performance through both bonus schemes and share option plans; and
- Provide post-retirement benefits through payment into pension schemes.

### **Remuneration package for Executive Directors**

Executive Directors' remuneration packages are considered annually by the Remuneration Committee in line with Company policy, with a view to attracting, retaining and motivating Executive Directors of the calibre necessary to deliver the strategic milestones of the Board. Remuneration packages comprise a number of elements as follows:

#### ***Base salary***

The base salary is reviewed annually. Within the review process, which is undertaken by the Remuneration Committee, regard is given to the profitability and on-going development of the Group and the contribution that each individual makes. Consideration is also given to the need to retain and motivate individuals, with reference made to available information on salary levels in comparable organisations as well as that of the wider workforce of the company. To assist in this process the Remuneration Committee draws on the findings of external salary surveys and undertakes its own research.

#### ***Annual performance incentive***

The Executive Directors are eligible to receive, at the discretion of the Remuneration Committee, an annual bonus. The Remuneration Committee considers the implementation of bonus awards based upon both corporate and personal performance targets and measures, which align to the long term interests of shareholders.

#### ***Pensions and other benefits***

The Group does not operate a Group pension scheme; instead individuals receive contributions to their private pension plans

#### ***Share options***

Executive Directors may, at the discretion of the Remuneration Committee, be awarded share options.

The performance of Executive Directors is evaluated by the Remuneration Committee on an annual basis with a view to ensuring that there is a sufficiently strong link between performance and reward. The results of performance evaluations are taken into consideration as part of the annual remuneration review.

### **Remuneration policy for Non-Executive Directors**

Non-Executive Directors are paid a fixed annual fee for acting as a Director of Etherstack plc which is paid for services rendered as a Director. Additionally, under the Articles of Association, a Director may also be paid such special or additional remuneration as the Directors decide, if the Director performs extra services or makes special exertions for the benefit of the company. Such amounts do not form

## Report of the Directors

part of the aggregate remuneration permitted under the Articles of Association (the current aggregate remuneration may not exceed \$300,000 per annum).

The remuneration of the Non-Executive Directors is determined by the Board as a whole, based on a review of current practices in other equivalent companies. The Non-Executive Directors each have service agreements that are reviewed annually by the Board.

### Directors' remuneration (audited)

The Directors earned the following remuneration:

#### 2018

	Salary/fees USD	Long-term benefits Superannuation USD	Total USD
<b>Executive Directors</b>			
David Deacon	260,000	2,132	262,132
	<u>260,000</u>	<u>2,132</u>	<u>262,132</u>
<b>Non-Executive Directors</b>			
Peter Stephens	34,710	-	34,710
Paul Barnes	45,840	-	45,840
Scott Minehane	33,656	3,197	36,853
	<u>114,206</u>	<u>3,197</u>	<u>117,403</u>
<b>TOTAL</b>	<b><u>374,206</u></b>	<b><u>5,329</u></b>	<b><u>379,535</u></b>

#### 2017

	Salary/fees USD	Long-term benefits Superannuation USD	Total USD
<b>Executive Directors</b>			
David Deacon	260,000	2,127	262,127
	<u>260,000</u>	<u>2,127</u>	<u>262,127</u>
<b>Non-Executive Directors</b>			
Peter Stephens	33,493	-	33,493
Paul Barnes	37,485	-	37,485
Scott Minehane	34,491	3,190	37,681
	<u>105,469</u>	<u>3,190</u>	<u>108,659</u>
<b>TOTAL</b>	<b><u>365,469</u></b>	<b><u>5,317</u></b>	<b><u>370,786</u></b>



## Report of the Directors

### Director's Share options

In addition, the following options have been issued to Directors.

Name of Director	Options granted	Total options vested as at 1 January 2018	Options vesting in the year	Options lapsing in the year	Total options vested as at 31 December 2018	Exercise price	Earliest date of exercise	Date of expiry
<b>Non-Executive</b>								
Scott Minehane	-	125,000	-	125,000	-	n/a	n/a	n/a
Peter Stephens	-	125,000	-	125,000	-	n/a	n/a	n/a
Paul Barnes	-	125,000	-	125,000	-	n/a	n/a	n/a

### Directors' interests

The Directors' interests in shares and other securities in Etherstack plc are set out below:

Director	Number of ordinary Shares 31 December 2018	Number of ordinary Shares 31 December 2017	Number of options 31 December 2018	Number of options 31 December 2017	Number of convertible notes 31 December 2018	Number of convertible notes 31 December 2017
David Deacon	48,241,850	48,241,850	-	-	-	-
Peter Stephens	15,889,058	15,889,058	-	125,000	322,580	322,580
Paul Barnes	6,850,000	6,850,000	-	125,000	-	-
Scott Minehane	81,875	81,875	-	125,000	-	-

### Directors Responsibilities Statement

The directors are responsible for preparing the Strategic Report, the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have to prepare the financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union. Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs and profit or loss of the company and Group for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable IFRSs have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping 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 enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## **Report of the Directors**

The directors confirm that:

- so far as each director is aware, there is no relevant audit information of which the company's auditor is unaware; and
- the directors have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

On behalf of the Board

A handwritten signature in black ink, appearing to read 'Paul Barnes', with a stylized flourish at the end.

**Paul Barnes FCCA, Director**

28 March 2019

**Independent auditor's report to the members of Etherstack plc**

**Our opinion on the financial statements is unmodified**

We have audited the financial statements of Etherstack plc (the 'parent company') and its subsidiaries (the 'group') for the year ended 31 December 2018 which comprise the Consolidated Statement of Comprehensive Income, the Consolidated and Company statements of Financial Position, the Consolidated and Company Statements of Changes in Equity, the Consolidated and Company Statements of Cash Flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in the preparation of the group financial statements is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union and, as regards the parent company financial statements, as applied in accordance with the provisions of the Companies Act 2006.

In our opinion:

- the financial statements give a true and fair view of the state of the group's and of the parent company's affairs as at 31 December 2018 and of the group's profit for the year then ended;
- the group financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union;
- the parent company financial statements have been properly prepared in accordance with IFRSs as adopted by the European Union and as applied in accordance with the provisions of the Companies Act 2006; and
- the financial statements have been prepared in accordance with the requirements of the Companies Act 2006.

**Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the 'Auditor's responsibilities for the audit of the financial statements' section of our report. We are independent of the group and the parent company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard as applied to listed entities, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

**Material uncertainty related to going concern**

We draw attention to note 1.4 in the financial statements, which indicates that as at 31 December 2018 the Group had net current liabilities of \$3.6m, cash of \$51,000, has to manage its short-term working capital carefully and may be reliant on shareholder support. As stated in note 1.4, these conditions, along with the other matters set forth in note 1.4, indicate that a material uncertainty exists that may cast significant doubt on the group and company's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

**Overview of our audit approach**



- Overall materiality: \$80,000, which represents 1.5% of the group's revenue
- Key audit matters were identified as capitalisation of development costs, impairment of intangible assets and, revenue recognition; and
- We performed full scope audit procedures at Etherstack plc, Etherstack London Limited and Etherstack Pty Limited and targeted audit procedures at Etherstack Inc and Auria Wireless Pty Limited.

**Key audit matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period and include the most significant assessed risks of material misstatement

**Independent auditor's report to the members of Etherstack plc**

(whether or not due to fraud) that we identified. These matters included those that had the greatest effect on: the overall audit strategy, the allocation of resources in the audit; and directing the efforts of the engagement team. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

**Key Audit Matter – Group**

**How the matter was addressed in the audit – Group**

**Capitalisation of development costs**

At the year end the group had \$3.71m of intangible assets (2017: \$3.97m) including \$3.46m (2017: \$3.59m) of capitalised development costs. During 2018 \$1.21m of internal costs were capitalised.

The Directors and Management assess each project according to the capitalisation criteria set out in International Accounting Standard (IAS) 38: Intangible Assets criteria throughout the project life. Judgement is required to determine whether the criteria are met, in particular whether future economic benefits will be generated and the intention of the Group to complete development and use or sell the asset. These judgements are dependent on expectations of future events.

There is a risk that the costs capitalised do not meet the criteria for capitalisation in accordance with IAS 38. We therefore identified the capitalisation of development costs as a significant risk, which was one of the most significant assessed risks of material misstatement.

Our audit work included, but was not restricted to:

- assessing product development activities alongside the qualifying nature of the projects to ensure that capitalisation is in accordance with the recognition criteria for capitalisation under IAS 38;
- inquiry and documentation as to whether amounts capitalised relate to additional functionality or features;
- recalculation of the mathematical accuracy of calculation of capitalised amounts;
- agreeing amounts capitalised to supporting evidence including timesheets;
- inspection and assessment of Management's cash flow forecasts, including evaluating assumptions used in the calculations through comparison to prior year forecasts and results achieved, supporting the generation of future economic benefits from the capitalised costs; and
- obtained an understanding from management of the details of projects capitalised and assessed whether they relate to additional functionality that can be capitalised in accordance with IAS 38.

The group's accounting policy and related disclosures on capitalisation of development costs is included in note 9.

**Key observations**

Intangibles capitalised during the year were in accordance with stated accounting policies and IAS 38. The detailed calculations and supporting evidence were consistent with the amounts capitalised.

**Impairment of intangible assets**

At the year end the Group had \$3.71m of intangible assets (2017: \$3.97m) consisting of capitalised development costs, engineering software and customer contract intangible.

Our audit work included, but was not restricted to:

- inquiry and consideration of the

**Independent auditor's report to the members of Etherstack plc**

**Key Audit Matter – Group**

The Group is required to perform an impairment review of assets not brought into use and to consider other assets for indicators of impairment in accordance with IAS 36: Impairment of Assets. The losses reported over previous years are an indicator of potential impairment, and a risk that the carrying value of these assets may be higher than the recoverable amount.

The Group's impairment review of its intangible assets incorporated significant judgements in assumptions, such as timing and extent of future revenues, gross margin and discount rate used.

The Directors consider that there is one cash generating unit (CGU) and so all intangibles are allocated to this CGU.

**How the matter was addressed in the audit – Group**

appropriateness of the methodology applied in the impairment review and the judgement applied in the determination of the CGUs of the business;

- in addition we considered the adequacy of disclosures against the requirements of IAS 36; and
- assessing the impairment models and value in use calculations by:
  - recalculation of the mathematical accuracy of the impairment models;
  - comparing forecast revenue growth to supporting information;
  - inspection of the discount rate applied to future cash flows against external indicators such as borrowing rate available to the group; and
  - evaluating the information included in the impairment models through our knowledge of the business gained through reviewing trading plans and discussions with Management;
  - line by line inquiry for any assets that have been abandoned or will no longer be developed;
  - comparison of the market capitalisation of the business against the carrying value of the CGU.

The group's accounting policy and related disclosures on impairment of intangibles is shown in note 9.

**Key observations**

Our testing indicated the carrying value of intangible assets was supported and in accordance with IAS 36 Impairment of Assets and the Group's stated accounting policies.

**Revenue recognition**

Under International Standard on Auditing (UK) 240 'The Auditor's Responsibilities Relating to Fraud in an Audit of Financial Statements', there is a rebuttable presumed risk that revenue may be misstated due to the improper recognition of revenue.

During 2018 the Group generated \$5.4m (2017: \$4.2m) of revenue. The Group has revenue from four income streams; licence

Our audit work included, but was not restricted to:

- assessment of the consistency of the stated policies with the requirements of IFRS 15: Revenue from Contracts with Customers;
- agreeing significant licence fees design development and supply of wireless communications technology revenue and royalty amounts to customer contracts and purchase orders;
- for a sample of support contracts, obtained

# Etherstack plc

## Financial report for the year ended 31 December 2018

### Independent auditor's report to the members of Etherstack plc

#### Key Audit Matter – Group

fees design development and supply of wireless communications technology, support, royalties and grant income. Determining the amount of revenue to be recognised requires Management to make significant judgements around timing and extent of recognition - ensuring product revenue and royalty revenue is recognised in accordance with the terms of the contract and support revenue is recognised over the appropriate support contract period. The group has applied IFRS 15 Revenue from Contracts with Customers for the first time within the 2018 financial statements.

We therefore identified revenue recognition as a significant risk, which was one of the most significant assessed risks of material misstatement.

#### How the matter was addressed in the audit – Group

copies of signed contracts and purchase orders and recalculated the amounts of revenue recognised and deferred;

- testing the existence of a sample of debtor invoices outstanding at the year end by comparing year end balances to post year end receipts or other supporting documentation;
- obtaining third party confirmations for bill and hold arrangements in place at the year end; and
- agreed grant income to supporting documentation.

The group's accounting policy and related disclosures on revenue recognition is shown in note 2.

#### Key observations

Our audit work did not identify any material misstatements in revenue recognised in the year or any material instances of revenue not being recognised in accordance with stated accounting policies.

#### Our application of materiality

We define materiality as the magnitude of misstatement in the financial statements that makes it probable that the economic decisions of a reasonably knowledgeable person would be changed or influenced. We use materiality in determining the nature, timing and extent of our audit work and in evaluating the results of that work.

Materiality was determined as follows:

Materiality Measure	Group	Parent
Financial statements as a whole	<p>\$80,000, which is 1.5% of revenue. This benchmark is considered the most appropriate because revenue is a key benchmark used by management and shareholders in assessing performance of the business and is a generally accepted audit benchmark .</p> <p>Materiality for the current year is lower than the level that we determined for the year ended 31 December 2017 when materiality was based on the loss for the year.</p>	<p>\$5,000 which has used auditor judgement and is considered to be appropriate given the size of the company. Using other benchmarks would result in materiality that is too low for users of the financial statements.</p> <p>Materiality for the current year is lower than the level that we determined for the year ended 31 December 2017 to reflect the reduced loss for the year.</p>
Performance materiality used to drive the extent of our testing	75% of financial statement materiality.	75% of financial statement materiality.
Specific materiality	We also determine a lower level	We also determine a lower level

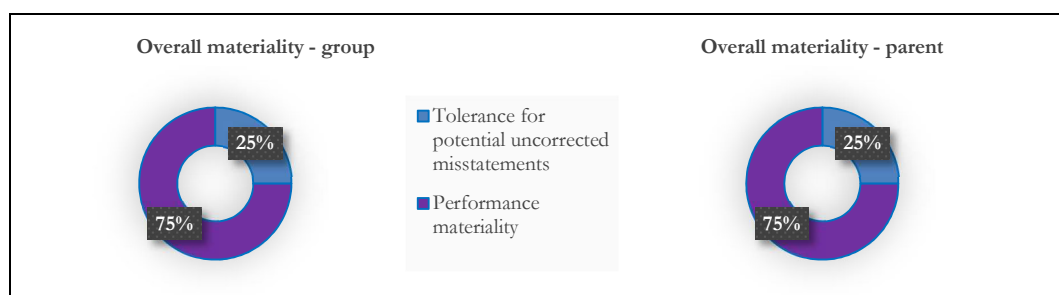
# Etherstack plc

## Financial report for the year ended 31 December 2018

### Independent auditor's report to the members of Etherstack plc

	of specific materiality for certain areas such as directors' remuneration and related party transactions.	of specific materiality for certain areas such as directors' remuneration and related party transactions.
Communication of misstatements to the audit committee	\$4,000 and misstatements below that threshold that, in our view, warrant reporting on qualitative grounds.	\$250 and misstatements below that threshold that, in our view, warrant reporting on qualitative grounds.

The graph below illustrates how performance materiality interacts with our overall materiality and the tolerance for potential uncorrected misstatements.



### An overview of the scope of our audit

Our audit approach was a risk-based approach founded on a thorough understanding of the group's business. We took into account the size and risk profile of each entity, any changes in the business and other factors when determining the level of work to be performed at each entity, which in particular included the following considerations:

- Etherstack plc has centralised processes and controls over the key areas of our audit focus. Group Management are responsible for all judgemental processes and significant risk areas. All accounting is centralised and we tailored our audit response accordingly with all audit work being undertaken by the audit team. In assessing the risk of material misstatement to the Group financial statements we considered the transactions undertaken by each entity and therefore the required focus of our work;
- We performed full scope audits of the financial statements of the parent company Etherstack plc, Etherstack London Limited and Etherstack Pty Limited based on their materiality to the group. A targeted audit approach was undertaken for Etherstack Inc and Auria Wireless Pty Limited based on their size and due to the revenue recognised by each entity. The audit work completed focused on the risk areas for these entities;
- The total percentage coverage of full scope and targeted procedures over revenue was 100%
- The total percentage coverage of full scope and targeted procedures over total assets was 98%
- Our audit approach was fully substantive in nature and consistent with 2017.

### Other information

The directors are responsible for the other information. The other information comprises the information included in the Financial Report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.



**Independent auditor's report to the members of Etherstack plc**

We have nothing to report in this regard.

**Our opinion on other matters prescribed by the Companies Act 2006 is unmodified**

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

- the information given in the strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

**Matters on which we are required to report under the Companies Act 2006**

In the light of the knowledge and understanding of the group and the parent company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report.

**Matters on which we are required to report by exception**

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept by the parent company, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent company financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

**Responsibilities of directors for the financial statements**

As explained more fully in the directors' responsibilities statement set out on page 23, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the group's and the parent 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 the directors either intend to liquidate the group or the parent company or to cease operations, or have no realistic alternative but to do so.

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

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) 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 financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditor's report.

# Etherstack plc

## Financial report for the year ended 31 December 2018

### Independent auditor's report to the members of Etherstack plc

#### Use of our report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

*Grant Thornton UK LLP*

Adrian Bennett  
Senior Statutory Auditor  
for and on behalf of Grant Thornton UK LLP  
Statutory Auditor, Chartered Accountants  
Cambridge  
**28 March 2019**

## **Consolidated Statement of Comprehensive Income**

**for the year ended 31 December 2018**

		<b>2018</b>	<b>2017</b>
		<b>\$'000</b>	<b>\$'000</b>
	<b>Note</b>		
<b>Revenue</b>	2,3	5,366	4,239
Cost of sales		(1,668)	(1,857)
<b>Gross Profit</b>		<b>3,698</b>	<b>2,382</b>
Other administrative expenses	4	(3,675)	(4,249)
Foreign exchange gains/ (losses)	4	321	(100)
Total administrative expenses		(3,354)	(4,349)
Group operating profit/ (loss) from continuing operations		344	(1,967)
Embedded derivatives revaluation and amortisation (net)		(214)	262
Finance income-interest	7	1	1
Finance expense-borrowing costs	7	(205)	(196)
Net finance income (expense)		(418)	67
<i>Loss before taxation</i>		(74)	(1,900)
Income tax benefit	8	127	354
<i>Profit/(Loss) after taxation for the year attributable to the equity holders of the parent</i>		53	(1,546)
<i>Other comprehensive income</i>			
Items that may be classified subsequently to profit and loss:			
Exchange differences on translation of foreign operations		(125)	(147)
<b>Total comprehensive loss for the year attributable to the equity holders of the parent</b>		<b>(72)</b>	<b>(1,693)</b>
		<b>Cents</b>	<b>Cents</b>
Basic earnings/(loss) per share	20	0.05	(1.40)
Diluted earnings/(loss) per share	20	0.05	(1.40)

The accompanying notes form an integral part of the financial statements.

**Consolidated Statement of Financial Position**

**as at 31 December 2018**

	<b>Note</b>	<b>2018 \$'000</b>	<b>2017 \$'000</b>
<b>Current assets</b>			
Cash and cash equivalents		51	41
Trade and other receivables	13	2,721	2,551
Inventories	12	214	146
		<u>2,986</u>	<u>2,738</u>
<b>Non-current assets</b>			
Property, plant and equipment	11	43	64
Intangible assets	9	3,705	3,967
Trade and other receivables	13	-	196
		<u>3,748</u>	<u>4,227</u>
<b>TOTAL ASSETS</b>		<u><b>6,734</b></u>	<u><b>6,965</b></u>
<b>Current liabilities</b>			
Trade and other payables	14(a)	3,501	3,787
Current tax liabilities		27	52
Deferred revenue	15	1,072	838
Borrowings	14(b)	1,967	1,757
		<u>6,567</u>	<u>6,434</u>
<b>Non-current liabilities</b>			
Trade and other payables	14(a)	30	27
Deferred tax liability	8(b)	66	103
Deferred revenue	15	104	116
Borrowings	14(b)	-	246
		<u>200</u>	<u>492</u>
<b>TOTAL LIABILITIES</b>		<u><b>6,767</b></u>	<u><b>6,926</b></u>
<b>NET ASSETS</b>		<u><b>(33)</b></u>	<u><b>39</b></u>
<b>Capital and reserves</b>			
Share capital	17	645	645
Share premium account		7,742	7,742
Merger reserve		3,497	3,497
Share based payment reserve		609	609
Foreign currency translation reserve		(2,733)	(2,608)
Retained earnings		(9,793)	(9,846)
<b>TOTAL EQUITY</b>		<u><b>(33)</b></u>	<u><b>39</b></u>

The financial statements of Etherstack plc (company registration number 7951056) were approved by the Board of Directors and authorised for issue on 28 March 2019. Signed on behalf of the Board of Directors by:



**Paul Barnes FCCA, Director**

The accompanying notes form an integral part of the financial statements.

**Company Statement of Financial Position**

**as at 31 December 2018**

	<b>Note</b>	<b>2018 \$'000</b>	<b>2017 \$'000</b>
<b>Current assets</b>			
Trade and other receivables	13	25	16
		<u>25</u>	<u>16</u>
<b>Non-current Assets</b>			
Investments in subsidiaries	10	2,660	2,660
Trade and other receivables	13	7,062	7,293
		<u>9,722</u>	<u>9,953</u>
<b>TOTAL ASSETS</b>		<b><u>9,747</u></b>	<b><u>9,969</u></b>
<b>Current Liabilities</b>			
Trade and other payables	14(a)	127	161
Borrowings	14(b)	1,730	1,742
		<u>1,857</u>	<u>1,903</u>
<b>Non-current Liabilities</b>			
Borrowings	14(b)	-	246
		<u>-</u>	<u>246</u>
<b>TOTAL LIABILITIES</b>		<b><u>1,857</u></b>	<b><u>2,149</u></b>
<b>NET ASSETS</b>		<b><u>7,890</u></b>	<b><u>7,820</u></b>
<b>Capital and reserves</b>			
Share capital	17	645	645
Share premium account		7,742	7,742
Merger reserve		6,742	6,742
Foreign currency reserve		100	100
Share-based payment reserve		609	609
Retained earnings		(7,948)	(8,018)
<b>TOTAL EQUITY</b>		<b><u>7,890</u></b>	<b><u>7,820</u></b>

As permitted by section 408 of the Companies Act 2006, the income statement of the parent company, Etherstack plc, is not presented as part of the financial statements. The parent company's profit for the financial year was \$70 (2017 profit \$693).

The financial statements of Etherstack plc (company registration number 7951056) were approved by the Board of Directors and authorised for issue on 28 March 2019.

Signed on behalf of the Board of Directors



**Paul Barnes FCCA, Director**

The accompanying notes form an integral part of the financial statements

## Consolidated Statement of Changes in Equity

At 31 December 2018

	Share Capital	Share Premium Account	Merger Reserve	Share Based Payment Reserve	Foreign Currency Translation Reserve	Retained Earnings	Total Equity
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>At 1 January 2017</b>	<b>645</b>	<b>7,742</b>	<b>3,497</b>	<b>609</b>	<b>(2,461)</b>	<b>(8,300)</b>	<b>1,732</b>
Loss for the year	-	-	-	-	-	(1,546)	(1,546)
Other comprehensive income	-	-	-	-	(147)	-	(147)
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(147)</b>	<b>(1,546)</b>	<b>(1,693)</b>
<b>At 31 December 2017</b>	<b>645</b>	<b>7,742</b>	<b>3,497</b>	<b>609</b>	<b>(2,608)</b>	<b>(9,846)</b>	<b>39</b>
Profit for the year	-	-	-	-	-	53	53
Other comprehensive income	-	-	-	-	(125)	-	(125)
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(125)</b>	<b>53</b>	<b>(72)</b>
<b>At 31 December 2018</b>	<b>645</b>	<b>7,742</b>	<b>3,497</b>	<b>609</b>	<b>(2,733)</b>	<b>(9,793)</b>	<b>(33)</b>

The accompanying notes form an integral part of the financial statements.

## Company Statement of Changes in Equity

At 31 December 2017

	Share capital \$'000	Share premium account \$'000	Merger Reserve \$'000	Share based payment reserve \$'000	Foreign currency reserve \$'000	Retained earnings \$'000	Total equity \$'000
<b>Balance at 1 January 2017</b>	<b>645</b>	<b>7,742</b>	<b>6,742</b>	<b>609</b>	<b>100</b>	<b>(8,711)</b>	<b>7,127</b>
Profit for the period	-	-	-	-	-	693	693
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>693</b>	<b>693</b>
<b>At 31 December 2017</b>	<b>645</b>	<b>7,742</b>	<b>6,742</b>	<b>609</b>	<b>100</b>	<b>(8,018)</b>	<b>7,820</b>
Profit for the period	-	-	-	-	-	70	70
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>70</b>	<b>70</b>
<b>Balance at 31 December 2018</b>	<b>645</b>	<b>7,742</b>	<b>6,742</b>	<b>609</b>	<b>100</b>	<b>(7,948)</b>	<b>7,890</b>

The accompanying notes form an integral part of the financial statements.



## **Consolidated Statement of Cash Flows**

**For the year ended 31 December 2018**

		<b>2018 \$'000</b>	<b>2017 \$'000</b>
	<b>Note</b>		
<b>Profit/(Loss) after tax</b>		<b>53</b>	<b>(1,546)</b>
Adjustments for:			
Depreciation of property, plant and equipment	11	29	17
Amortisation of intangible assets	9	1,489	2,042
Embedded derivatives revaluation and amortisation (net)		214	(262)
Dilapidation expense		-	(11)
Interest expense		205	-
Unrealised foreign exchange gain		(369)	-
		<hr/>	<hr/>
<b>Operating cash flows before movements in working capital</b>		<b>1,621</b>	<b>240</b>
(Increase)/Decrease in Inventories		(80)	129
(Increase) in receivables		(96)	(703)
(Decrease) in payables		(271)	(211)
Increase/(Decrease) in income tax payable		115	(152)
Increase in deferred revenue		296	94
Interest paid		(57)	4
		<hr/>	<hr/>
<b>Net cash generated from/ (used in) operating activities</b>		<b>1,528</b>	<b>(599)</b>
<b>Investing activities</b>			
Additions to intangible assets	9	(1,255)	(757)
Purchases of property, plant and equipment	11	(12)	(62)
		<hr/>	<hr/>
<b>Net cash flow used in investing activities</b>		<b>(1,267)</b>	<b>(819)</b>
<b>Financing activities</b>			
Proceeds from loan or convertible notes		245	1,305
Re-payments of loan		(374)	-
Interest paid		(117)	-
		<hr/>	<hr/>
<b>Net cash flow from financing activities</b>		<b>(246)</b>	<b>1,305</b>
<b>Net increase/ (decrease) in cash and cash equivalents</b>		<b>15</b>	<b>(113)</b>
Effect of foreign exchange rate changes		(5)	(82)
<b>Cash and cash equivalents at 1 January</b>		<b>41</b>	<b>236</b>
		<hr/>	<hr/>
<b>Cash and cash equivalents at 31 December</b>		<b>51</b>	<b>41</b>
		<hr/>	<hr/>

The accompanying notes form an integral part of the financial statements.

**Company Statement of Cash Flows**

**For the year ended 31 December 2018**

	<b>2018 \$'000</b>	<b>2017 \$'000</b>
<b>Profit after tax</b>	<b>70</b>	<b>693</b>
Adjustments for:		
Embedded derivatives revaluation and amortisation (net)	214	(262)
Interest expense	146	-
Unrealised foreign exchange	300	-
	<hr/>	<hr/>
<b>Operating cash flows before movements in working capital</b>	<b>730</b>	<b>431</b>
(Decrease) in payables	(24)	(3)
(Increase)/ Decrease in receivables	(11)	20
(Increase) in intercompany receivable	(212)	(2,084)
	<hr/>	<hr/>
<b>Net cash generated from/ (used in) operating activities</b>	<b>483</b>	<b>(1,636)</b>
<b>Financing activities</b>		
Proceeds from loan or convertible notes	-	1,636
Re-payments of loan	(366)	-
Interest paid	(117)	-
	<hr/>	<hr/>
<b>Net cash flow from financing activities</b>	<b>(483)</b>	<b>1,636</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>-</b>	<b>-</b>
Effect of foreign exchange rate changes	-	-
<b>Cash and cash equivalents at 1 January</b>	<b>-</b>	<b>-</b>
	<hr/>	<hr/>
<b>Cash and cash equivalents at 31 December</b>	<b>-</b>	<b>-</b>
	<hr/>	<hr/>

The accompanying notes form an integral part of the financial statements.

**Notes to the Consolidated and Company Financial Statements**

**Section I: Basis of Accounting**

Note 1: Basis of Accounting

**Section II: Revenue and Expenses**

Note 2: Revenue and Other income

Note 3: Segment information

Note 4: Group operating profit/(loss)

Note 5-7: Expenses

Note 8: Taxation

**Section III: Assets**

Note 9: Intangible Assets

Note 10: Subsidiary undertakings

Note 11: Property Plant and Equipment

Note 12: Inventories

Note 13: Trade and other receivables

**Section IV: Liabilities**

Note 14: Financial Liabilities

Note 15: Deferred Revenue

Note 16: Financial Instruments

**Section V: Share Capital**

Note 17: Called up Share Capital

Note 18: Reserves

Note 19: Share based payments

Note 20: Earnings/(Loss) per Share

**Section VI: Other Notes**

Note 21: Operating lease commitments

Note 22: Related party transactions

Note 23: Reconciliation of borrowings arising from financing activities

Note 24: Changes in accounting policy and disclosures

## **Notes to the Consolidated and Company Financial Statements**

### **Section I: Basis of Accounting**

#### **1 Basis of Accounting**

##### **1.1 General Information**

The financial statements of Etherstack plc and its subsidiaries (the Group) for the year ended 31 December 2018 were authorised for issue by the Board of Directors on 28 March 2019 and the Statement of Financial Position was signed on the Board's behalf by Mr Paul Barnes. Etherstack plc is a public limited company incorporated and domiciled in England and Wales. The Company's ordinary shares, when held as a Chess Depository Interest (CDI) and registered on the CDI register, are tradable on the Australian Securities Exchange (ASX). Ordinary shares on the UK share register cannot be traded on the ASX.

##### **1.2 Basis of Preparation**

The Group's financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union as they apply to the financial statements of the Group for the year ended 31 December 2018 and applied in accordance with the Companies Act 2006.

The Group financial statements are presented in US Dollar ("\$") which is the Group's presentational currency. The Group operates in international markets and the US Dollar provides the most comparable currency for peer companies.

All values are rounded to the nearest thousand dollars (\$000) except where otherwise indicated.

##### **1.3 Basis of consolidation**

The Group financial statements consolidate the financial statements of Etherstack plc and the entities it controls (its subsidiaries) drawn up to 31 December each year.

Control is achieved where the Group has the power to govern the financial and operating policies of a Group undertaking so as to obtain economic benefits from its activities. Subsidiary undertakings' results are adjusted, where appropriate, to conform to group accounting policies.

##### **1.4 Going concern**

The financial statements have been prepared on a going concern basis which assumes the Group and the Company will continue in operational existence for the foreseeable future. During the year, the Group reported a profit after tax of \$53 (2017 loss of \$1,546), net operating cash inflow of \$1,528 (2017 outflow \$599) and is in a net current liability position as at 31 December 2018. As highlighted in the Strategic Report, Group revenues increased in 2018 in particular recurring revenues from royalties and support contracts, the Group generated a positive EBITDA result, a positive Net profit after tax result and positive cash inflows from operating activities.

The financial statements have been prepared on a going concern basis, the validity of which depends on the achievement of revenue targets to generate the cash flows set out in the business plan.

The Directors have considered the financial performance of 2018, the strength of the sales pipeline, contracts in progress, royalty and support revenue streams and cash within the Group at the date of the approval of the financial statements, and are satisfied these are sufficient to continue operations for at least 12 months from that date. In the event revenue targets were not met or the expected revenues were delayed, then this would place a short term strain on working capital. The directors are experienced in managing working capital in this environment and will continue to do so, should this be necessary. In addition, two shareholders have provided letters of support indicating they will provide financial assistance should it be required for the Group to manage its working capital requirements and fund investments required to deliver its current business plan. The Directors also note the Company has a record of successful fund raising, if required, to support ongoing operations via capital raising, loan instruments and the continuing support of its major shareholders.

## **Notes to the Consolidated and Company Financial Statements**

The Directors acknowledge there can be no certainty these revenue targets will be met or the timing of such revenues and inflows will be in line with the cash flow forecast and these material uncertainties may cast significant doubt over the ability of the Group and the Company to continue as a going concern. However, after considering these uncertainties, the Directors have a reasonable expectation that sufficient revenues and cash flows will be generated such that the Group and Company have adequate resources to continue in operational existence for the foreseeable future. Consequently, the Directors believe that it is appropriate to prepare the financial statements on a going concern basis. The financial statements do not include the adjustments that would result if the Group and Company was unable to continue as a going concern.

### **1.5 Foreign currency translation**

US\$ has been adopted as the presentational currency in these financial statements. The Directors have considered the appropriate functional currency for each individual operation.

In preparing the financial statements of the individual companies, transactions in currencies other than the entity's functional currency (foreign currencies) are recognised at the rates of exchange prevailing on the dates of the transactions. At each balance sheet date, monetary assets and liabilities that are denominated in foreign currencies are retranslated at the rates prevailing at that date. Non-monetary items carried at fair value that are denominated in foreign currencies are translated at the rates prevailing at the date when the fair value was determined. Exchange differences are recognised in profit or loss in the period in which they arise.

For the purpose of presenting consolidated financial statements, the assets and liabilities of the Group's foreign operations are translated at exchange rates prevailing on the balance sheet date. Income and expense items are translated at the average exchange rates for the period, unless exchange rates fluctuate significantly during that period, in which case the exchange rates at the date of transactions are used. Exchange differences arising, if any, are recognised in other comprehensive income and accumulated in equity.

### **1.6 Judgements and key sources of estimation uncertainty**

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported for assets and liabilities as at the balance sheet date and the amounts reported for revenues and expenses during the year. However, the nature of estimation means that actual outcomes could differ from those estimates.

- Capitalisation of development costs
- Impairment of intangible assets and investments
- Assessment of the Group as a going concern
- Timing and measurement of revenue recognition

These judgements and estimates are further explained in the applicable notes.

### **1.7 Other Accounting Policies**

Significant and other accounting policies that summarise the measurement basis used and are relevant to an understanding of the financial statements are provided throughout the notes to the financial statements. In addition, changes to accounting policies are set out in Note 24.

## Notes to the Consolidated and Company Financial Statements

### Section II: Revenue and Expenses

#### 2. Revenue and Other income

An analysis of the Group's revenue and Other income is as follows:

	<b>2018</b> <b>\$'000</b>	<b>2017</b> <b>\$'000</b>
<b>Revenue from Contracts with Customers</b>		
Licence fees, installation/integration and supply of wireless communications technology	3,582	2,634
Support services	1,168	903
Royalties	514	605
	<b>5,264</b>	<b>4,142</b>
<b>Other income</b>		
Grant receipts – research and development incentives	102	97
	<b>5,366</b>	<b>4,239</b>

	<b>2018</b> <b>\$'000</b>		<b>2017</b> <b>\$'000</b>	
Timing of revenue recognition	<b>At a point in time</b>	<b>Over time</b>	<b>At a point in time</b>	<b>Over time</b>
<b>Revenue from Contracts with Customers</b>				
Licence fees, design, development and supply of wireless communications technology	3,582	-	2,634	-
Support services	-	1,168	-	903
Royalties	514	-	605	-
	<b>4,096</b>	<b>1,168</b>	<b>3,239</b>	<b>903</b>
<b>Other income</b>				
Grant receipts – research and development incentives	-	102	-	97
	<b>4,096</b>	<b>1,270</b>	<b>3,239</b>	<b>1,000</b>

#### Revenue recognition accounting policies

The Group has adopted IFRS 15 Revenue from Contracts with Customers, and Clarifications to IFRS 15- Revenue from Contracts with Customers (IFRS 15).

The Group has applied IFRS 15 as at 1 January 2018. As the impact of the implementation of IFRS 15 was not significant there has not been any restatement of the prior period revenues.

Many of the Group's contracts comprise a variety of performance obligations including, but not limited to, supply of hardware, software licences including royalties, installation/integration services and support services.

## **Notes to the Consolidated and Company Financial Statements**

Under IFRS 15, the Group must evaluate the separability of the promised goods or services based on whether they are 'distinct'. A promised good or service is 'distinct' if both:

- the customer benefits from the item either on its own or together with other readily available resources, and
- it is 'separately identifiable' (ie the Group does not provide a significant service integrating, modifying or customising it).

While this represents significant new guidance, the implementation of this new guidance did not have a significant impact on the timing or amount of revenue recognised by the Group in any year.

To determine whether to recognise revenue, the Group follows a 5-step process:

- 1 Identifying the contract with a customer
- 2 Identifying the performance obligations
- 3 Determining the transaction price
- 4 Allocating the transaction price to the performance obligations
- 5 Recognising revenue when/as performance obligation(s) are satisfied

The Group enters into transactions involving a range of the Group's products and services, for example for the delivery of hardware, software and related services. In such cases, the total transaction price for a contract is allocated amongst the various performance obligations based on their relative stand-alone selling prices.

Revenue is recognised either at a point in time or over time, when (or as) the Group satisfies performance obligations by transferring the promised goods or services to its customers.

The Group recognises contract liabilities for consideration received in respect of unsatisfied performance obligations and reports these amounts as other liabilities in the statement of financial position. Similarly, if the Group satisfies a performance obligation before it receives the consideration, the Group recognises either a contract asset or a receivable in its statement of financial position, depending on whether something other than the passage of time is required before the consideration is due.

### *Licence fees and revenue from the sale of goods*

Sales of goods include manufactured equipment sales and white labelled equipment sales.

Revenue from the sale of goods is recognised at a point in time when the performance obligations are satisfied.

Technology access licences revenues are recognised at a point in time on the same basis as the sale of goods unless there are ongoing performance obligations associated with them. Revenue attributable to any ongoing performance obligation is recognised as the ongoing performance is fulfilled.

### *Rendering of services*

Services include wireless technology design, customisation and integration services.

Depending on the circumstances of the agreement and the performance obligations identified within the contract, revenue from these services may be recognised either on a time-and-materials basis as the services are provided or where the Group enters into a contract for a fixed fee, the related revenue will be recognised over time. Revenue is recognised over time as the asset does not have an alternative use and the Group has a right to receive payment for work to date. To determine when and to what extent revenue can be recognised on a fixed fee arrangement, the Group measures its progress towards satisfaction of the performance obligation by comparing actual time spent to date with the total estimated time.

## **Notes to the Consolidated and Company Financial Statements**

### *Revenue from support contracts*

Revenue from support contracts is recognised evenly over the period of the support contract as the customer receives and consumes the benefit as the Group performs support.

### *Royalties*

Royalties that are sales or usage based are recognised the later of when the sale or usage occurs or the performance obligation is satisfied. Minimum royalty commitments are recognised as Royalty revenue when licences are granted as these are not dependent on sales or usage.

### *Government grants*

Government grants are recognised when it is reasonable to expect that the grants will be received and that all related conditions will be met. Government grants in respect of capital expenditure are credited to a deferred income account and are released as income by equal annual amounts over the expected useful lives of the relevant assets. Grants of a revenue nature are credited to income so as to match them with the expenditure to which they relate.

### *Key Judgements: revenue recognition*

Judgement may be required in determining the timing and measurement across all revenue streams at contract commencement, in unbundling revenues and assigning revenue to separate and distinct deliverables or in estimating costs to complete.

## **3. Segment information**

IFRS 8 requires operating segments to be identified on the basis of internal reports about components of the Group that are regularly reviewed by the Group Chief Executive Officer, being the chief operating decision maker to allocate resources and to assess performance. The Group is operational in geographical locations including the United Kingdom, United States, Japan and Australia. The Group operates and reports as one business segment and is not analysed by management in either separate functions or geographical regions, as due to the nature of the work and complexity of the software, there is a large degree of collaboration and integration across the countries for any given project.

### **Geographical information**

<b>Revenue from external customers by region</b>	<b>2018 \$'000</b>	<b>2017 \$'000</b>
<b>Country/region of domicile</b>		
North America	1,926	2,640
Australia and New Zealand	2,566	1,104
Japan, UK and other countries	772	398
	<b>5,264</b>	<b>4,142</b>
<b>Non-current assets by region</b>		
<b>Country/region of domicile</b>		
United Kingdom	3,466	3,595
North America	7	93
Australia and New Zealand	275	539
	<b>3,748</b>	<b>4,227</b>



**Notes to the Consolidated and Company Financial Statements**

<b>Revenues from a single customer amounting to more than 10% of Group revenue</b>	<b>2018 \$'000</b>	<b>2017 \$'000</b>
Customer A	1,933	1,133
Customer B	606	531
	<b>2,539</b>	<b>1,664</b>

Revenues from customers which do not amount to more than 10% of Group revenue in a particular period are not disclosed.

**4. Group operating profit/(loss)**

This is stated after charging/(crediting):

	<b>2018 \$'000</b>	<b>2017 \$'000</b>
Depreciation of property, plant and machinery	29	17
Operating lease costs	356	363
Amortisation of intangible assets	1,489	2,042
Foreign exchange (Gains)/Losses	(321)	100
Finance costs - interest on loans and convertible notes	205	196
Inventory costs charged to costs of sales	678	368

**5. Auditor's remuneration**

The Group paid the following amounts to its auditor in respect of the audit of the financial statements and for other services provided to the Group:

	<b>2018 \$'000</b>	<b>2017 \$'000</b>
<b>Grant Thornton UK LLP</b>		
Fees payable to the company auditors for the audit of the company's annual accounts	90	98
Fees payable to the company's auditors and its associates for other services		
Audit of the accounts of subsidiaries	30	30
Audit related assurance services	32	34
Tax compliance services	6	6
Tax advisory services	18	18
	<b>176</b>	<b>186</b>

## Notes to the Consolidated and Company Financial Statements

### 6. Staff costs and Directors' emoluments

	<b>2018</b>	<b>2017</b>
	<b>\$'000</b>	<b>\$'000</b>
a) Staff costs		
Wages and salaries	2,320	2,521
Social security costs	197	164
Pension costs	215	130
	<b>2,732</b>	<b>2,815</b>

\$Nil share-based payments included in wages and salaries for the current year (2017: \$nil).

The average number of employees during the year was:

	<b>2018</b>	<b>2017</b>
	<b>Number</b>	<b>Number</b>
Executive Directors	1	1
Engineering	16	16
Management, sales & administrative	6	7
	<b>23</b>	<b>24</b>

	<b>2018</b>	<b>2017</b>
	<b>\$'000</b>	<b>\$'000</b>
b) Directors' emoluments		
Emoluments	374	365
Amounts paid to third parties	-	-
	<b>374</b>	<b>365</b>
Pension costs	5	5

Details of the highest paid director are included in the Remuneration Report.

	<b>2018</b>	<b>2017</b>
	<b>Number</b>	<b>Number</b>
The number of directors who are accruing benefits under:		
Defined contribution schemes	2	2

### Employee benefits and retirement benefits - Accounting policies

#### *Short-term employee benefits*

The cost of short-term employee benefits, (those expected to be settled wholly within 12 months after the service is rendered, such as paid annual leave and sick leave, bonuses and non-monetary benefits), are recognised in the period in which the service is rendered and are not discounted.

#### *Long-term employee benefits*

Liabilities for long service leave expected to be settled within the next 12 months are recognised in the provision for long service leave and are measured at the amounts expected to be paid when the liabilities are settled.

Liabilities for long service leave expected to be settled more than 12 months from the balance date are also recognised in the provision for long service leave and consider expected employee service periods, and salary increases and are measured at a discounted amount based upon estimated settlement dates.

## Notes to the Consolidated and Company Financial Statements

### *Employee benefit on-costs*

A liability is also carried for on-costs, including payroll tax and other insurances, in respect of provisions for certain employee benefits which attract these costs.

### *Payments to defined contribution retirement benefit schemes*

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

## 7. Finance Costs

	<b>2018</b>	<b>2017</b>
	<b>\$'000</b>	<b>\$'000</b>
Related party loans (see note 22)	81	88
Convertible Notes	55	35
Other interest (net)	68	72
Revaluation and amortisation of embedded derivative (net)	214	(262)
	<b>418</b>	<b>(67)</b>

## 8. Taxation

<b>(a) Tax (credited)/charged in the statement of comprehensive income.</b>	<b>2018</b>	<b>2017</b>
	<b>\$'000</b>	<b>\$'000</b>
<i>Current income tax:</i>		
UK corporation tax and income tax	(193)	(336)
Foreign tax	(1)	(18)
	<b>(194)</b>	<b>(354)</b>
Current income tax benefit	67	-
Amounts under /(over) provided in previous years	<b>(127)</b>	<b>(354)</b>
<b>Tax (income)/expense in the statement of comprehensive income</b>	<b>(127)</b>	<b>(354)</b>

**2018**  
**\$'000**

**2017**  
**\$'000**

*The tax (income)/expense in the statement of comprehensive income is disclosed as follows:*

Income tax (income)/expense on continuing operations	(127)	(354)
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## Notes to the Consolidated and Company Financial Statements

### *Reconciliation of the total tax (credit)/charge*

The tax expense in the statement of comprehensive income for the year is higher than the standard rate of corporation tax in the UK of 19% (2017: 20%). The differences are reconciled below:

	<b>2018</b> <b>\$'000</b>	<b>2017</b> <b>\$'000</b>
Loss before income tax	(74)	(1,900)
Tax at the UK corporation tax rate of 19% (2017: 20%)	(14)	(380)
Expenses not deductible for tax purposes	23	21
Tax losses not recognised	(432)	(413)
Losses surrendered	280	494
Difference in overseas tax rates	(3)	(74)
Deferred tax liability	(48)	(2)
Amounts under /(over) provided in previous years	67	-
<b>Total tax (benefit)/expense reported in the statement of comprehensive income</b>	<b>(127)</b>	<b>(354)</b>

<b>(b) Deferred tax liabilities/(assets)</b>	1 January 2018	Recognised in Profit & Loss	31 December 2018
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Deferred tax liability re customer contract intangible	103	(37)	66
Deferred tax asset	(66)	55	(11)
	<u>37</u>	<u>18</u>	<u>55</u>

### **Accounting policies**

The tax currently payable is based on taxable profit or loss for the year. Taxable profit differs from net profit as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognised for all material taxable temporary differences and deferred tax assets are recognised to the extent that it is probable that taxable profits will be available against which deductible temporary differences can be utilised. Such assets and liabilities are not recognised if the temporary difference arises from the initial recognition of 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.

No deferred tax liabilities have been recognised for taxable temporary differences arising on investments in subsidiaries and associates, and interests in joint ventures, as the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

**Notes to the Consolidated and Company Financial Statements**

The carrying amount of deferred tax assets is reviewed at each balance sheet date 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 is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realised. Deferred tax is charged or credited in the income statement, except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity or when it relates to items in other comprehensive income, in which case it is recognised in other comprehensive income.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

The Group is subject to income and other tax in the UK, USA, Australia, Japan and other countries. Judgement is required in determining the provision for income and other taxes. There are transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the tax provisions in the period in which such determination is made. Deferred tax assets are recognised relating to tax losses to the extent that it is probable future taxable profits will arise in that jurisdiction.

*Unrecognised tax losses*

The Group has tax losses which arose in the United Kingdom of \$10,987 (2017 \$11,482) that are available indefinitely for offset against future taxable profits of the companies in which the losses arose. No deferred tax asset has been recognised in respect of losses carried forward as it is not considered probable that these will reverse in the near future. No deferred tax liability is recognised on temporary differences relating to the unremitted earnings of overseas subsidiaries as the Group is able to control the timings of the reversal of these temporary differences.

*Income tax incentives*

There has been a significant income tax benefit realised by the Group in 2018 and 2017 as a consequence of research and development activities by UK resident companies in the Group. The benefit is recognised in the year in which the research and development activities are undertaken. There may be judgement required in determining the likely benefit to be received. Eligible expenditure gives rise to enhanced tax deductions which has created tax losses. Under current legislation, a portion of these losses may be surrendered in return for cash refunds. Losses surrendered in 2018 were \$280 and in 2017 were \$494.

**Notes to the Consolidated and Company Financial Statements**

**SECTION III: ASSETS**

**9. Intangible assets (Group)**

	<b>Capitalised development costs \$000</b>	<b>Engineering software \$000</b>	<b>Customer contract intangible \$000</b>	<b>Goodwill \$000</b>	<b>Total \$000</b>
<b>Cost</b>					
At 1 January 2017	17,649	697	797	353	19,496
Additions	757	-	-	-	757
Exchange differences	-	-	96	-	96
At 31 December 2017	18,406	697	893	353	20,349
Additions	1,208	47	-	-	1,255
Disposals	-	(313)	-	-	(313)
Exchange differences	-	-	(85)	-	(85)
At 31 December 2018	19,614	431	808	353	21,206
<b>Accumulated amortisation</b>					
1 January 2017	12,955	618	478	353	14,404
Charge for the year	1,901	35	106	-	2,042
Exchange differences	-	-	(64)	-	(64)
At 31 December 2017	14,856	653	520	353	16,382
<b>At 1 January 2018</b>	14,856	653	520	353	16,382
Charge for the year	1,358	28	103	-	1,489
Disposals	-	(313)	-	-	(313)
Exchange differences	-	-	(57)	-	(57)
At 31 December 2018	16,214	368	566	353	17,501
<b>Carrying amount</b>					
At 31 December 2018	<b>3,400</b>	<b>63</b>	<b>242</b>	<b>-</b>	<b>3,705</b>
At 31 December 2017	<b>3,550</b>	<b>44</b>	<b>373</b>	<b>-</b>	<b>3,967</b>

**Intangible assets accounting policies**

Intangible assets comprise internal and external costs incurred on the development of intellectual property assets that meet the criteria under IAS 38 Intangible assets, Acquired customer relationship assets, goodwill and engineering software.

## **Notes to the Consolidated and Company Financial Statements**

### ***Research and development expenditure***

Expenditure on research activities is recognised as an expense in the period in which it is incurred.

An internally-generated intangible asset arising from the Group's intellectual property development is recognised only if all of the following conditions are met:

- an asset is created that can be identified (such as software and new processes);
- the technical feasibility of completing the asset so that it will be available for use or sale;
- the Group intends to complete the asset and use or sell it;
- the Group has available adequate technical, financial and other resources to complete the development and to use or sell the asset;
- it is probable that the asset created will generate future economic benefits; and
- the development cost of the asset can be measured reliably.

These criteria are assessed on a project by project basis from the outset and continuing through to project completion. This assessment requires management judgement to determine whether the criteria are met, which is often reliant on expectations of future events in particular potential customer contracts and technical feasibility assessments in project management reports.

Internally-generated intangible assets have a finite useful life, and are amortised on a straight-line basis over that useful life, determined as the shorter of 6 years or the estimated delivery model. Where material research and development expenditure is incurred to increase the functionality or performance of an existing asset and thereby extends the useful commercial life of the existing asset, this additional expenditure is capitalised and amortised over the shorter of 3 years and the estimated useful life. Amortisation of the asset begins when development is complete and the asset is available for use, such that it can be deployed to customers. During the period of development, the asset is tested for impairment annually.

### ***Acquired Customer relationships***

Intangible assets classified as customer relationships are recognised when acquired as part of a business combination and are measured initially at fair value. Customer relationships are amortised on a straight line basis over the estimated period over which benefits are derived from the Acquired Customer Relationship. For the purpose of impairment testing, Acquired Customer Relationship assets are allocated to a cash-generating unit.

### ***Business combinations and goodwill***

The Group applies the acquisition method in accounting for business combinations. The consideration transferred by the Group to obtain control of a subsidiary is calculated as the sum of the acquisition-date fair values of assets transferred, liabilities incurred and the equity interests issued by the Group, which includes the fair value of any asset or liability arising from a contingent consideration arrangement. Acquisition costs are expensed as incurred. Assets acquired and liabilities assumed are generally measured at their acquisition-date fair values.

Goodwill represents the future economic benefits arising from a business combination that are not individually identified and separately recognised. Goodwill is carried at cost less accumulated impairment losses.

### ***Engineering software***

Purchased engineering software (including licences) is stated at cost less accumulated amortisation and impairment losses. Amortisation is charged on a straight line basis over 5 years from the date the software is installed. The asset is tested for impairment where there are indicators of impairment.

### ***Impairment Testing of intangible assets***

At each balance sheet date, the Group reviews the carrying amounts of its intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the

## **Notes to the Consolidated and Company Financial Statements**

impairment loss, if any. In addition, a line by line assessment of individual assets is undertaken for assets that no longer meet the recognition criteria under IAS 38 or have been otherwise abandoned. Where the asset does not generate cash flows that are independent from other assets, the Group estimates the recoverable amount of the cash-generating unit to which the asset belongs. An intangible asset with an indefinite useful life and an intangible asset not yet ready for use are tested for impairment at least annually and whenever there is an indication that the asset may be impaired.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash-generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (or cash-generating unit) is reduced to its recoverable amount. An impairment loss is recognised immediately in profit or loss.

Except where there is an impairment of Goodwill, where an impairment loss subsequently reverses, the carrying amount of the asset (or cash-generating unit) is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (or cash-generating unit) in prior years. A reversal of an impairment loss is recognised immediately in profit or loss, unless the relevant asset is carried at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase. Impairments of goodwill are not reversed.

As part of the impairment testing at each balance sheet date, the Group assesses the number of cash-generating units in operation. This assessment is based upon how management monitors operations and makes decisions about continuing or disposing of assets and operations. In 2018, all assets have been considered to be part of one cash-generating unit (2017 one cash-generating unit).

### ***Intangible Assets: Significant judgements***

#### ***Capitalisation and recoverability of Development costs***

During the year, the Group recognised internally-generated intangible assets totalling \$1,208 (2017 \$757). Significant judgement is required in assessing whether development costs met the conditions for capitalisation as set out in the Group's accounting policy.

#### ***Impairment Testing***

The Group performed its impairment test as at reporting date. The Group considers the relationship between its market capitalisation and its book value, and the intentions to proceed with planned and in progress developments amongst other factors when reviewing for indicators of impairment.

The outcome of this 2018 review is a \$nil (2017 \$nil) impairment adjustment.

Following the impairment of assets, if any, which no longer satisfy criteria for continued recognition, the remaining value of intangible assets in the CGU is reviewed for impairment. The recoverable amount of the CGU has been determined based on a value in use calculation using cashflow projections from detailed financial forecasts prepared by management extrapolated to cover a 6 year period. 6 years has been selected as this is the estimated useful life of these assets and is therefore considered to be an appropriate period to assess the cashflows to be used in an impairment assessment. The outcome of this review was that no impairment adjustment was required.

The key assumptions are:

- Revenues are based upon the budget for financial year 2019. For subsequent years a growth rate of nil is assumed in the financial models from the base year 2018 budget. Revenues have grown significantly in the current year over 2017 and the expectation is for positive growth over the medium and longer term however noting that revenues are volatile for the company and throughout the industry and in the interests of producing a conservative model an assumption of no growth has been made and cashflows beyond 6 years have been excluded.



## Notes to the Consolidated and Company Financial Statements

- Constant gross margins have been assumed. No efficiency or productivity improvements have been built into the projections.
- Pre-tax discount rate of 18%.

Management has considered the sensitivity of the value in use calculation to changes in assumptions in particular changes to the discount rate and earnings (EBITDA). A 1% increase in the assumed discount rate creates a \$194 decrease in the value in use. There is no impairment required by a 1% change in the assumed discount rate. A 1% to 10% decrease in assumed earnings creates a \$72 to \$718 decrease in the value in use. There is no impairment required by a 1 to 10% decrease in the assumed earnings.

The review of recoverability encompasses consideration of the expected cash flows and margins to be generated by these assets and the expected period over which future benefits are likely to be derived. The outcome of the review supports the expectation that future revenues and profits will be derived from the intellectual property assets developed by the Group.

Expected revenues and margins generated by these assets will continue to be closely monitored, and adjustments made in future periods if future market activity indicates that such adjustments are appropriate.

<b>10. Subsidiary undertakings</b>	<b>Company 2018 \$000</b>	<b>Company 2017 \$000</b>
Subsidiary undertakings at cost	7,311	7,311
Less impairment provision	(4,651)	(4,651)
	<b>2,660</b>	<b>2,660</b>

The Company's investments at 31 December 2018 in the share capital of other companies comprises:

<b>Subsidiary undertakings</b>	<b>Holding</b>	<b>Class of share</b>	<b>Country of incorporation</b>
Etherstack London Limited	100%	Ordinary	England and Wales
Indian Pacific Nederland BV *	100%	Ordinary	Netherlands
Etherstack Inc.*	100%	Ordinary	USA
Etherstack Pty Limited *	100%	Ordinary	Australia
Auria Wireless Pty Limited*	100%	Ordinary	Australia
Etherstack Japan Limited *	100%	Ordinary	Japan

\* These companies are owned via another Group entity, with Etherstack plc the ultimate parent company of the Group.

All of the companies in the Group develop and sell wireless software communications products.

### Accounting policies: Investments in subsidiaries

Investments are carried at their historic cost, and are reviewed annually for impairment. Any impairment losses are booked in the year that they arise.

## Notes to the Consolidated and Company Financial Statements

Subsidiaries are consolidated from the date of their acquisition. The financial statements of subsidiaries used in the preparation of the consolidated financial statements are prepared for the same reporting year as the parent company and are based on consistent accounting policies. All intra-Group balances and transactions, including unrealised profits arising from them, are eliminated in full.

### Significant judgement: Impairment adjustment

As at 31 December 2018 an impairment adjustment of \$nil (2017 \$nil) has been recognised. Etherstack plc is a holding company and the listed vehicle within the group. Operating subsidiary companies have incurred losses requiring Etherstack plc as the parent company to review the carrying value of the investments in these operating subsidiaries. The outcome of this review is an impairment adjustment of \$nil (2017 \$nil) which reduces the carrying amount of the investment to the amount supported by the CGU analysis prepared for assessing the recoverable amount of the intangible assets.

### 11. Property, plant and equipment (Group)

	Leasehold property improvements \$'000	Furniture and equipment \$'000	Computer equipment \$'000	Total \$'000
<b>Cost</b>				
At 1 January 2017	243	347	729	1,319
Additions	1	9	52	62
Disposals	(222)	(229)	(483)	(934)
Exchange differences	7	11	28	46
At 31 December 2017	29	138	326	493
Additions	-	-	12	12
Disposals	-	(3)	-	(3)
Exchange differences	(2)	(8)	(21)	(31)
At 31 December 2018	27	127	317	471
<b>Accumulated depreciation</b>				
At 1 January 2017	229	343	729	1,301
Charge for the year	7	9	1	17
Disposals	(215)	(234)	(483)	(932)
Exchange differences	7	9	27	43
At 31 December 2017	28	127	274	429
Charge for the year	-	3	26	29
Disposals	-	(3)	-	(3)
Exchange differences	(2)	(7)	(18)	(27)
At 31 December 2018	26	120	282	428
<b>Carrying amount</b>				
At 31 December 2018	<b>1</b>	<b>7</b>	<b>35</b>	<b>43</b>
At 31 December 2017	<b>1</b>	<b>11</b>	<b>52</b>	<b>64</b>

## Notes to the Consolidated and Company Financial Statements

### Accounting policy:

Property, plant and equipment are stated at cost less accumulated depreciation and any recognised impairment loss. Depreciation is recognised so as to write-off the cost of assets less their residual values over their useful lives, using the straight-line method, on the following bases:

Leasehold improvements	over 5 years (or the length of the lease, whichever is shorter)
Computer equipment	over 3 years
Furniture and equipment	over 5 years

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in income.

### 12. Inventories

	2018 \$'000	2017 \$'000
Work in Progress	414	346
Slow moving stock provision	(200)	(200)
	<u>214</u>	<u>146</u>

### Accounting policy

Inventories are stated at the lower of cost and net realisable value. Cost comprises direct materials and, where applicable, direct labour costs and those overheads that have been incurred in bringing the inventories to their present location and condition. Cost is calculated using the weighted average method. Net realisable value represents the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution.

### 13. Trade and other receivables

	Group		Company	
	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000
<b>Current</b>				
Trade debtors	1,521	1,194	4	3
Accrued Income from contracts in progress	549	290	-	-
Other debtors	468	433	21	13
Research and development incentives	183	634	-	-
	<u>2,721</u>	<u>2,551</u>	<u>25</u>	<u>16</u>
<b>Non-current</b>				
Amounts receivable from Group undertakings	-	-	7,062	7,293
Accrued income from contracts in progress	-	90	-	-
Other debtors	-	106	-	-
	<u>-</u>	<u>196</u>	<u>7,062</u>	<u>7,293</u>

The directors consider that the carrying amount of trade and other receivables is approximately equal to their fair value.

## Notes to the Consolidated and Company Financial Statements

### Accounting policy

Accrued income from contracts in progress represents unbilled fees and licence income derived from projects and contracts in progress at the end of the period. Trade receivables disclosed above are classified as loans and receivables and are therefore measured at amortised cost.

The average credit period taken on sales of goods is 30 days (2017: 50). No interest is charged on the receivables for the first 30 days from the date of the invoice. Thereafter, the Group reserves its right to charge interest at various rates on the outstanding balance. The Group recognises, where appropriate, an allowance for doubtful debts.

Due to the nature of the Group's business, potential customers tend to be well-funded international companies of sound credit status. Before accepting a new customer, the Group assesses the likely credit risk of the potential customer principally by reference against the complexity and nature of the project. There are 4 (2017: 4) customers who each represent more than 5 per cent of the total balance of trade receivables.

## SECTION IV: LIABILITIES

### 14. Financial Liabilities

	Group		Company	
	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000
<b>(a) Trade and other payables</b>				
<b>Current</b>				
Trade payables and accruals	1,574	1,480	9	6
Other payables	1,579	1,585	118	155
Other taxes and social security costs	348	722	-	-
	<b>3,501</b>	<b>3,787</b>	<b>127</b>	<b>161</b>
<b>Non-current</b>				
Trade payables and accruals	30	27	-	-
<b>Trade and other payables-Total</b>	<b>3,531</b>	<b>3,814</b>	<b>127</b>	<b>161</b>

**Notes to the Consolidated and Company Financial Statements**

	<b>Group</b>		<b>Company</b>	
	<b>2018</b>	<b>2017</b>	<b>2018</b>	<b>2017</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
<b>(b) Borrowings</b>				
<b>Current</b>				
Convertible notes at amortised cost	493	124	493	124
Embedded derivative at fair value	108	-	108	-
Other loans	1,366	1,633	1,129	1,618
	<b>1,967</b>	<b>1,757</b>	<b>1,730</b>	<b>1,742</b>
<b>Non-current</b>				
Convertible notes at amortised cost	-	194	-	194
Embedded derivative at fair value	-	52	-	52
	<b>-</b>	<b>246</b>	<b>-</b>	<b>246</b>
<b>Borrowings -Total</b>	<b>1,967</b>	<b>2,003</b>	<b>1,730</b>	<b>1,988</b>

Trade payables and accruals principally comprise amounts outstanding for trade purchases and ongoing costs. For most suppliers no interest is charged on the trade payables for the first 45 days from the date of the invoice. Thereafter, interest is charged on the outstanding balances at various interest rates.

The directors consider that the carrying amount of trade and other payables approximates their fair value.

The embedded derivative relates to the conversion rights attached to the convertible notes.

**Convertible notes**

On 30 May 2017 the Company raised funds from the issue of Convertible Notes. The key terms of the issue are set out below:

- The Convertible Notes are unsecured.
- The Convertible Notes shall convert into ordinary fully paid shares in the capital of Etherstack plc at a conversion price of AUD\$0.25. Up to 2,980,646 fully paid ordinary shares may be issued.
- The Convertible Notes are unlisted.
- The Convertible Notes are predominantly denominated in GBP with some notes denominated in AUD.
- Interest will accrue at 5% pa until the end of 2017 and at 9% for 2018 and 2019. Accrued interest will be payable quarterly in arrears.
- The Notes are Convertible at the note holders' option at any time prior to maturity on 31 December 2019.

**Other loans**

Information on other loans is set out in Note 22, Related Party Transactions.

## Notes to the Consolidated and Company Financial Statements

### 15. Deferred Revenue

	Group	
	2018	2017
	\$'000	\$'000
At 1 January	954	861
Deferred during the year	2,462	1,328
Released to the income statement during the year	(2,240)	(1,235)
	<hr/>	<hr/>
At 31 December	<b>1,176</b>	<b>954</b>
	<hr/>	<hr/>
<b>Current</b>	<b>1,072</b>	<b>838</b>
	<hr/>	<hr/>
<b>Non-current</b>	<b>104</b>	<b>116</b>
	<hr/>	<hr/>

### 16. Financial instruments

The group has adopted IFRS 9: Financial Instruments and applied it as at 1 January 2018. IFRS 9 replaces IAS 39 'Financial Instruments: Recognition and Measurement'. It makes changes to the previous guidance on the classification and measurement of financial assets and introduces an 'expected credit loss' model for the impairment of financial assets.

As the impact of the implementation of IFRS 9 was not significant to the Group there has not been any restatement of the prior period.

Financial assets and financial liabilities are recognised when the Group becomes a party to the contractual provisions of the financial instrument.

Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and substantially all the risks and rewards are transferred.

A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

#### *Financial assets*

Trade and receivables, loans and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as 'Financial assets'. The Group's financial assets comprise of trade and other receivables which are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less any provisions for impairment.

#### *Cash and cash equivalents*

Cash and cash equivalents comprise cash on hand and fixed-term deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash.

#### *Convertible notes*

Convertible notes include an equity conversion right which is an embedded derivative. The embedded derivative is recorded separately and measured at fair value through profit and loss while the Convertible notes are recognised as a financial liability of the Group and measured at amortised cost.

#### *Other financial liabilities*

Other financial liabilities, including trade and other payables, are initially measured at fair value, net of transaction costs and are subsequently measured at amortised cost using the effective interest method.

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability, or (where appropriate) a shorter period, to the net carrying amount on initial recognition.

**Notes to the Consolidated and Company Financial Statements**
**Capital risk management**

The Group manages its capital to ensure that it will be able to continue as a going concern while maximizing the return to stakeholders. The Group has funded itself through share issues, convertible note issues and cash generation from the business. The capital structure of the Group consists of equity attributable to equity holders of the Parent, comprising issued capital, reserves and retained profits as disclosed in notes 17 and 18 and the Statement of Changes in Equity.

**Externally imposed capital requirement**

The Group is not subject to externally imposed capital requirements

**Fair Value Hierarchy**

There is one financial liability measured at fair value at 31 December 2018 (2017: one). The financial liability represented the fair value of the embedded derivative contained in the Convertible Notes. This financial liability is \$108 (2017 \$52) and the valuation is categorised as Level 3 – Valuation technique.

**Categories of financial instruments**

	<b>Group: Carrying value</b>		<b>Company: Carrying value</b>	
	<b>2018</b>	<b>2017</b>	<b>2018</b>	<b>2017</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
<b>Loans and receivables measured at amortised cost</b>				
Cash and cash equivalents	51	41	-	-
Trade and other receivables	2,538	2,113	7,087	7,309
	<b>2,589</b>	<b>2,154</b>	<b>7,087</b>	<b>7,309</b>
<b>Financial liabilities at amortised cost</b>				
Convertible note at amortised cost	493	318	493	318
Current borrowings at amortised cost	1,366	1,633	1,129	1,618
Trade and other payables	3,183	3,092	127	161
	<b>5,042</b>	<b>5,043</b>	<b>1,749</b>	<b>2,097</b>
<b>Financial liabilities at Fair value through profit and loss (FVTPL)</b>				
Embedded derivative at FVTPL	108	52	108	52

The table below summarises the maturity profile of the Group's and the Company's financial liabilities based on undiscounted payments:

**Notes to the Consolidated and Company Financial Statements**

<b>Group: Year ended 31 December 2018</b>	<b>On demand</b>	<b>Less than 3 months</b>	<b>3 to 12 months</b>	<b>1 to 5 years</b>	<b>&gt; 5 years</b>	<b>Total</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Trade payables and accruals	28	1,546	-	30	-	1,604
Related party loans	-	-	1,366	-	-	1,366
Other payables	-	1,579	-	-	-	1,579
Convertible notes	-	-	601	-	-	601
	<b>28</b>	<b>3,125</b>	<b>1,967</b>	<b>30</b>	<b>-</b>	<b>5,150</b>
<b>Group: Year ended 31 December 2017</b>	<b>On demand</b>	<b>Less than 3 months</b>	<b>3 to 12 months</b>	<b>1 to 5 years</b>	<b>&gt;5 Years</b>	<b>Total</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Trade payables and accruals	-	1,480	-	25	2	1,507
Related party loans	-	-	1,633	-	-	1,633
Other payables	-	1,585	-	-	-	1,585
Convertible notes	-	-	124	246	-	370
	<b>-</b>	<b>3,065</b>	<b>1,757</b>	<b>271</b>	<b>2</b>	<b>5,095</b>
<b>Company: Year ended 31 December 2018</b>	<b>On demand</b>	<b>Less than 3 months</b>	<b>3 to 12 months</b>	<b>1 to 5 years</b>	<b>&gt; 5 years</b>	<b>Total</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Trade payables and accruals	-	9	-	-	-	9
Related party loans	-	-	1,129	-	-	1,129
Other payables	-	118	-	-	-	118
Convertible Notes	-	-	601	-	-	601
	<b>-</b>	<b>127</b>	<b>1,730</b>	<b>-</b>	<b>-</b>	<b>1,857</b>
<b>Company: Year ended 31 December 2017</b>	<b>On demand</b>	<b>Less than 3 months</b>	<b>3 to 12 months</b>	<b>1 to 5 years</b>	<b>&gt; 5 years</b>	<b>Total</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Trade payables and accruals	-	6	-	-	-	6
Related party loans	-	-	1,618	-	-	1,618
Other payables	-	155	-	-	-	155
Convertible Notes	-	-	124	246	-	370
	<b>-</b>	<b>161</b>	<b>1,742</b>	<b>246</b>	<b>-</b>	<b>2,149</b>

**Group and Company Financial risk management objectives**

The Group's management monitors and manages the financial risks relating to the operations of the Group through internal risk evaluations which analyse exposure by degree and magnitude of risks. These risks include market risk, including currency risk, credit risk and liquidity risk.



## **Notes to the Consolidated and Company Financial Statements**

The Group may use derivative financial instruments to hedge these risk exposures although no derivatives were used in 2018 (2017 \$nil). The Group does not enter into or trade financial instruments, including derivative financial instruments, for speculative purposes.

### **Market risk**

The Group's activities expose it primarily to the financial risks of changes in foreign currency exchange rates.

The Group undertakes certain transactions denominated in foreign currencies, hence exposures to exchange rate fluctuations arise. Exchange rate exposures are managed within approved policy parameters.

A sensitivity analysis has been prepared for foreign currency exchange rates in the foreign currency risk section.

### **Credit risk management**

Credit risk refers to the risk a counterparty will default on its contractual obligations resulting in financial loss to the Group. The Group has adopted a policy of only dealing with creditworthy counterparties and obtaining sufficient collateral, where appropriate, as a means of mitigating the risk of financial loss from defaults. The Group's exposure is continuously monitored.

The Group's maximum exposure to credit risk is limited to the carrying amount of financial assets recognised at 31 December, as summarised below:

	<b>2018</b>	<b>2017</b>
	<b>\$'000</b>	<b>\$'000</b>
Trade and other receivables - Current (note 13)	2,721	2,551
-Non-Current (note 13)	-	196
Cash and cash equivalents	51	41
	<u>2,772</u>	<u>2,788</u>

Trade receivables consist of a number of customers, spread across geographical areas. Ongoing credit evaluation is performed on the financial condition of accounts receivable.

The credit risk on liquid funds and derivative financial instruments is limited because the counterparties are banks with high credit-ratings assigned by international credit-rating agencies.

The Company's exposure to credit risk is limited to the amounts advanced to subsidiary companies \$7,062 (2017 \$7,293). The Company assesses the recoverability of these receivables by reference to the CGU analysis prepared for assessing the recoverable amount of the intangible assets.

### **Liquidity risk management**

Ultimate responsibility for liquidity risk management rests with the board of directors, who have built an appropriate liquidity risk management framework for the management of the Group's short, medium and long-term funding and liquidity management requirements. The Group manages liquidity risk by maintaining adequate reserves and banking (cash) facilities by continuously monitoring forecast and actual cash flows and matching the maturity profiles of financial assets and liabilities.

### **Foreign currency risk**

The Group operates in the United Kingdom, continental Europe, North America, Australia, and Japan and has transactional currency exposures arising from sales or purchases that are denominated in a currency other than the respective functional currencies of the Group entities. The Group and Company also has trade and other receivables and trade and other payables that are denominated in foreign currencies; and also hold cash and cash equivalents denominated in foreign currencies for working capital purposes.

**Notes to the Consolidated and Company Financial Statements**

The Group closely monitors foreign currency risk and enters into hedging transactions when deemed necessary. No hedging transactions were entered into in 2018 (2017 \$nil).

The Group's and Company's currency exposure is as follows:

**Foreign currency sensitivity**

The following tables demonstrate the sensitivity to a reasonably possible change in the US dollar and Pound sterling and Australian dollar exchange rates, with all other variables held constant for the Group and sensitivity to a reasonably possible change in the Australian dollar with all other variables held constant for the Company. The impact on the Group's and the Company's profit before tax is due to changes in the fair value of monetary assets and liabilities. The Group's and Company's exposure to foreign currency changes for all other currencies is not considered material.

		<b>Group</b>		<b>Company</b>	
	<b>Change in GBP rate</b>	<b>Effect on (loss)/profit before tax \$'000</b>	<b>Effect on equity \$'000</b>	<b>Effect on (loss)/profit before tax \$'000</b>	<b>Effect on equity \$'000</b>
2018	+10%	(560)	(208)	456	456
	-10%	560	208	(456)	(456)
2017	+10%	(169)	(136)	(6)	(6)
	-10%	169	136	6	6

	<b>Change in AUD rate</b>	<b>Effect on (loss)/profit before tax \$'000</b>	<b>Effect on equity \$'000</b>	<b>Effect on (loss)/profit before tax \$'000</b>	<b>Effect on equity \$'000</b>
2018	+10%	81	(91)	31	31
	-10%	(81)	91	(31)	(31)
2017	+10%	(90)	(91)	(11)	(11)
	-10%	90	91	11	11

**SECTION V: SHARE CAPITAL**
**17. Called up share capital**

	<b>Company</b>	
	<b>2018 \$'000</b>	<b>2017 \$'000</b>
Issued, allotted and fully paid 111,685,313 ordinary shares of 0.4p each	645	645

During the year there were no shares issued (2017: no shares issued).

The Company has one class of ordinary shares which carry no rights to fixed income. Each ordinary share carries the right to a vote at Shareholder meetings, rights to dividends and a right to participate in any surplus on the winding up of the Company.

## Notes to the Consolidated and Company Financial Statements

### 18. Reserves

Details of movements in reserves are included in the Consolidated and Company Statements of changes in equity respectively.

#### Merger Reserve

A merger reserve was originally created upon the acquisition of a commonly controlled entity in 2006 and increased as part of the Group reorganisation on 19 March 2012.

#### Share Premium Account

The share premium account is used to record the premium of the issue price for new issues of shares over the par value of those shares. The share premium account also records the costs directly attributable to the issue of new shares.

#### Foreign currency translation reserve

The Group foreign currency translation reserve represents exchange differences arising from the translation of the financial statements of foreign operations whose functional currencies are different from that of the Group's presentation currency. The company foreign currency translation reserve was created as part of the Group reorganisation on 19 March 2012.

### 19. Share based payments

The Group has an equity settled share option scheme. Details of the share options outstanding during the year are as follows:

	Number of share options	2018 Weighted average exercise price (AUD)	Number of share options	2017 Weighted average exercise price (AUD)
Outstanding at beginning of year	3,987,500	0.36	4,467,500	0.36
Granted during the year	-		-	
Forfeited during the year	(1,087,500)	0.80	(480,000)	0.94
Exercised during the year	-		-	
Outstanding at the end of the year	<u>2,900,000</u>	0.10	<u>3,987,500</u>	0.29
Exercisable at the end of the year	<u>2,900,000</u>		<u>3,987,500</u>	

During the year, nil (2017 Nil) options were exercised.

There were 3,000,000 options issued on 10 August 2016. 2,900,000 of these options were fully vested, have an exercise price of AUD\$0.10 and expire on 10 August 2026.

The options outstanding at 31 December 2018 had a weighted average exercise price of AUD 0.10 (2017 AUD 0.29), and a weighted average remaining contractual life of 7.6 years (2017: 6.1 years).

The Group recognized total expenses of \$nil (2017 \$nil) relating to equity-settled share-based payment transactions.

#### Share-based payments accounting policy

Equity-settled share-based payments to employees and others providing similar services are measured at the fair value of the equity instruments at the grant date. The fair value excludes the effect of non market-based vesting conditions. The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period, based on the Group's estimate of equity instruments that will eventually vest. At each balance sheet date, the Group revises its estimate of

## Notes to the Consolidated and Company Financial Statements

the number of equity instruments expected to vest as a result of the effect of non market-based vesting conditions. The impact of the revision of the original estimates, if any, is recognised in profit or loss such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to the equity-settled employee benefits reserve.

### 20. Earnings/(Loss) per share

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

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

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

	2018		2017	
	Basic \$'000	Diluted \$'000	Basic \$'000	Diluted \$'000
Reconciliation of earnings used in the calculation of earnings per share				
<b>Net profit/ (loss) attributable to equity holders of the parent for basic earnings</b>	<b>53</b>	<b>53</b>	<b>(1,546)</b>	<b>(1,546)</b>
<b>Net profit/ (loss) attributable to equity holders of the parent adjusted for the effect of dilution</b>	<b>53</b>	<b>53</b>	<b>(1,546)</b>	<b>(1,546)</b>
	'000	'000	'000	'000
Weighted average number of ordinary shares for basic earnings per share	111,685	111,685	111,685	111,685
Options*	-	1,088	-	-
<b>Weighted average number of ordinary shares adjusted for the effect of dilution</b>	<b>111,685</b>	<b>112,773</b>	<b>111,685</b>	<b>111,685</b>
<b>Earnings/ (Loss) per share (cents)</b>	<b>0.05</b>	<b>0.05</b>	<b>(1.4)</b>	<b>(1.4)</b>

\* options have been excluded from the calculation of diluted earnings per share because they are anti-dilutive for 2017.

There are no ordinary share transactions or potential ordinary share transactions occurring after the reporting period but before the financial statements are authorized for issue that would significantly change the ordinary shares or potential ordinary shares outstanding if those transactions had occurred before the end of the reporting period.

## Notes to the Consolidated and Company Financial Statements

### Section VI: Other Notes

#### 21. Operating lease commitments

	<b>2018</b> <b>Land and</b> <b>buildings</b> <b>\$'000</b>	<b>2017</b> <b>Land and</b> <b>buildings</b> <b>\$'000</b>
Minimum lease payments under operating leases Recognised as an expense in the year	175	220

At 31 December 2018 the Group had total commitments under non-cancellable operating leases as set out below:

	<b>2018</b> <b>Land and</b> <b>buildings</b> <b>\$'000</b>	<b>2017</b> <b>Land and</b> <b>buildings</b> <b>\$'000</b>
Operating lease payments		
Within 1 year	112	108
In the second to fifth years inclusive	238	385
	<b>350</b>	<b>493</b>

#### Operating lease accounting policy

Rentals payable under operating leases are charged to income on a straight-line basis over the term of the relevant lease, except where another more systematic basis is more representative of the time pattern in which economic benefits from the lease asset are consumed.

In the event that lease incentives are received to enter into operating leases, such incentives are recognised as a liability. The aggregate benefit of incentives is recognised as a reduction of rental expense on a straight-line basis, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

#### 22. Related party transactions

Balances and transactions between the Company and its subsidiaries, which are related parties, have been eliminated on consolidation and are not disclosed in these financial statements.

#### Remuneration of key management personnel

The remuneration of the Directors and Chief Financial Officer, who are the key management personnel of the Group and the Company, is set out below in aggregate for each of the categories specified in IAS 24 *Related Party Disclosures*.

	<b>2018</b> <b>\$'000</b>	<b>2017</b> <b>\$'000</b>
Short-term employee benefits	535	530
Share based payments charge	-	-
Post-employment benefits (defined contribution schemes)	21	21
	<b>556</b>	<b>551</b>

#### Loans to/ from related parties

The Company has provided its subsidiaries with loans at 5% (2017 5%) interest rates. The Company provided loans to its subsidiaries and, at balance date, an amount of \$7,062 (2017 \$7,293) was

## **Notes to the Consolidated and Company Financial Statements**

receivable. From time to time, operating expenses of Etherstack plc are settled by Group companies and the cost passed back to Etherstack plc. During the year \$579 (2017 \$174) of operating expenses were paid for by Group companies.

### **Directors and Director-related entities**

David Deacon is a director of the company. During the year:

- Net advances of \$5 (2017 \$22) were made to the company.
- Interest accrued in the period is nil.

At 31 December 2018, \$177 remains owing to David Deacon. The loan amount due being \$177 (31 December 2017 \$204) represented by deferred wages and expenses is unsecured, not subject to specific repayment terms and interest free.

Peter Stephens is a director of the company. During the year:

- Loans of \$35 (2017 \$886) were advanced and \$84 repayments were made.
- Interest of \$79 (2017 \$62) was accrued for the year.
- Interest of \$24 (2017 \$11) was accrued on Convertible notes held.

At 31 December 2018, \$1,412 (2017 \$1,464) is owing to Peter Stephens. The loan of \$993 is unsecured, not subject to specific repayment terms and bears interest is at 10% pa. The remainder of the amount due being \$419 represented by deferred wages and expenses is unsecured, not subject to specific repayment terms and interest free.

Paul Barnes is a director of the company. During the year:

- Loans of \$37 (2017 \$118) were advanced and \$56 repayments were made.
- Interest of \$2 (2017 \$6) was accrued for the year.

At 31 December 2018, \$245 (2017 \$278) is owing to Paul Barnes. The loan of \$23 is unsecured, not subject to specific repayment terms and bears interest at 10% pa. The remainder of the amount due being \$222 represented by deferred wages and expenses is unsecured, not subject to specific repayment terms and interest free.

### **Loans from Other related parties**

During the year the consolidated entity entered into formal, short term, interest bearing loan agreements with a wholly owned subsidiary of iSignthis Ltd of which Mr Scott Minehane is a director.

A total of \$758 was advanced in four separate loans to Etherstack Pty Limited. Three loans were repaid during the year and the balance of \$228 owing as at 31 December 2018 was repaid in January 2019. A total of \$9 interest was paid and accrued as part of the agreements.

The transactions were completed at arm's length.

## Notes to the Consolidated and Company Financial Statements

### 23. Reconciliation of borrowings arising from financing activities

Group	Current \$'000	Non-current \$'000	Total \$'000
<b>At 1 January 2018</b>	<b>1,757</b>	<b>246</b>	<b>2,003</b>
<b>Cash-flows:</b>			
Proceeds of loan	245	-	245
Repayments of loan	(491)	-	(491)
<b>Non-cash:</b>			
Interest on convertible notes	55	-	55
Interest on borrowings	91	-	91
Amortisation of convertible notes	-	152	152
Revaluation of Embedded derivative	-	62	62
Reclassification on convertible note issue	460	(460)	-
Exchange difference	(150)	-	(150)
<b>At 31 December 2018</b>	<b>1,967</b>	<b>-</b>	<b>1,967</b>
<b>At 1 January 2017</b>	<b>960</b>	<b>-</b>	<b>960</b>
<b>Cash-flows:</b>			
Proceeds of convertible note issues	1,305	-	1,305
<b>Non-cash:</b>			
Interest on convertible notes	35	-	35
Amortisation of convertible notes	98	-	98
Revaluation of Embedded derivative	-	(360)	(360)
Reclassification on convertible note issue	(632)	632	-
Exchange difference	(9)	(26)	(35)
<b>At 31 December 2017</b>	<b>1,757</b>	<b>246</b>	<b>2,003</b>
<b>Company</b>	<b>Current \$'000</b>	<b>Non-current \$'000</b>	<b>Total \$'000</b>
<b>At 1 January 2018</b>	<b>1,742</b>	<b>246</b>	<b>1,988</b>
<b>Cash-flows:</b>			
Repayments of loan	(484)	-	(484)
<b>Non-cash:</b>			
Interest on convertible notes	55	-	55
Interest on borrowings	91	-	91
Amortisation of convertible notes	-	152	152
Revaluation of Embedded derivative	-	62	62
Reclassification on convertible note issue	460	(460)	-
Exchange difference	(134)	-	(134)
<b>At 31 December 2018</b>	<b>1,730</b>	<b>-</b>	<b>1,730</b>
<b>At 1 January 2017</b>	<b>614</b>	<b>-</b>	<b>614</b>
<b>Cash-flows:</b>			
Proceeds of convertible note issues	1,636	-	1,636
<b>Non-cash:</b>			
Interest on convertible notes	35	-	35
Amortisation of convertible notes	98	-	98
Revaluation of Embedded derivative	-	(360)	(360)
Reclassification on convertible note issue	(632)	632	-
Exchange difference	(9)	(26)	(35)
<b>At 31 December 2017</b>	<b>1,742</b>	<b>246</b>	<b>1,988</b>

## **Notes to the Consolidated and Company Financial Statements**

### **24. Changes in accounting policy and disclosures**

The Group has not adopted any new standards or amendments that have a significant impact on the Group's results or financial position.

#### **Adoption on IFRS 15 Revenue from Contracts with Customers**

IFRS 15 now has mandatory application and has been implemented in the current year. The existing accounting policies for revenue recognition are consistent with IFRS 15 and therefore there is no material impact to the Group's results or financial position arising from adoption of this standard.

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

IFRS 9 now has mandatory application and has been implemented in the current year. Given the existing accounting policies for financial assets and liabilities and the type of asset and liabilities the Group has, there is no material impact to the Group's results or financial position arising from adoption of this standard.

#### **Standards and interpretations issued but not yet applied: IFRS 16 Leases (IASB effective date 1 January 2019)**

The impact of IFRS 16 is currently being evaluated. On implementation of IFRS 16, the Group will recognise a right of use asset and corresponding liability in respect of its lease obligations. As set out in Note 21, the Group has future aggregate minimum lease payments under non-cancellable leases of \$350 which would be fair valued and recognised as a liability. In 2018 the charge recognised in the consolidated income statement relating to operating leases was \$175. Under IFRS 16, this charge would be reversed and a depreciation charge for the right of use asset would be recognised as well as an interest charge on the liability.

The Group does not intend to apply this standard early.



## ASX additional information

### Shareholdings

The issued capital of the Company as at 15 March 2019 is 111,685,313 fully paid ordinary shares.

All issued ordinary shares carry one vote per share and carry the rights to dividends.

#### Ordinary Shares

Range	Total Holders	Number of shares	% of Issued capital
1 - 1,000	7	2,667	0.0%
1,001 – 5,000	364	605,629	0.5%
5,001 – 10,000	28	225,093	0.2%
10,001 – 100,000	51	1,932,077	1.7%
100,001 and over	36	108,919,847	97.5%
<b>Total</b>	<b>486</b>	<b>111,685,313</b>	<b>100.0%</b>

As at 15 March 2019 there were 316 shareholders holding less than a marketable parcel of AUD \$500.

### Substantial shareholders as at 15 March 2019

As at 15 March 2019 there were four shareholders who held a substantial shareholding within the meaning of the Corporations Act. A person has a substantial holding if the total votes that they or their associates have relevant interests in is five per cent or more of the total number of votes.

	No of shares	% of issued capital
MR DAVID DEACON	48,241,850	43.2%
MR PETER STEPHENS	15,889,058	14.2%
LYNTON PROPERTIES PTY LIMITED	9,080,000	8.1%
MR PAUL BARNES	6,850,000	6.1%
	<b>80,060,908</b>	<b>71.60%</b>

**ASX additional information**

Top 20 shareholders as at 15 March 2019

		No of shares	% of issued capital
1	MR DAVID DEACON	48,241,850	43.2%
2	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	27,556,523	24.7%
3	MR PAUL BARNES	6,850,000	6.1%
4	LACHMAC PTY LIMITED	4,885,000	4.4%
5	VERONICA STEPHENS	3,500,000	3.1%
6	MR BILL EASON	3,050,000	2.7%
7	MR ANDREW SCOTT	2,056,670	1.8%
8	GIGA PALACE LIMITED	1,909,994	1.7%
9	IN-Q-TEL INC	998,675	0.9%
10	JOHN DEACON	950,000	0.9%
11	MR JEREMY JON DAVIES	909,000	0.8%
12	RIDGEPORT HOLDINGS PTY LTD	827,000	0.7%
13	RT HON JAMES NETHERTHORPE	787,500	0.7%
14	MR DOUGLAS CHAPMAN	596,125	0.5%
15	MR ADAM RICHARDS	563,500	0.5%
16	MR EVAN SCOTT	562,500	0.5%
17	MR PETER SQUIRES <P&MSFT A/C>	498,088	0.4%
18	ISIGN THIS LTD	410,000	0.4%
19	MR HUGH COOKSON	380,000	0.3%
20	BEAS INVESTMENTS PTY LTD	330,455	0.3%
	<b>TOTAL</b>	<b>105,862,880</b>	<b>94.8%</b>

**Limitations on the Acquisition of Securities**

Etherstack plc is subject to the City Code on Takeovers and Mergers (the Code) as a public company incorporated in England and Wales.

Australian law similarly permits compulsory acquisition by persons holding a 90% interest in the relevant securities.

Etherstack plc is not subject to the provisions of the Corporations Act relating to changes in control and takeover of public companies.