Tuvalu Telecommuications Corporation
Statement of Financial Performance
for the 4th Quarter period ended 31st December 2017

|  | Notes | Actual 1st quarter 2017 | Actual 2nd quarter 2017 | Actual 3rd quarter 2017 | $\begin{aligned} & \text { Actual 4th } \\ & \text { quarter } 2017 \end{aligned}$ | Year to Date Actual | Year to Date Budget | Variance | Variance | $\begin{aligned} & \text { Actual 4th } \\ & \text { quarter } 2016 \end{aligned}$ | Last Year to date Actual |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \% |  | \$ |
| Operating Income |  |  |  |  |  |  |  |  |  |  |  |
| Mobile Income | 2 | 163,424 | 208,625 | 199,905 | 209,642 | 781,596 | 691,045 | $(90,551)$ | -13\% | 197,119 | 540,887 |
| Telephone Income | 1 | 119,911 | 101,222 | 76,013 | 52,821 | 349,967 | 577,038 | 227,071 | 39\% | 133,915 | 481,908 |
| Internet Income | 4 | 265,136 | 261,374 | 314,912 | 265,838 | 1,107,261 | 991,080 | $(116,181)$ | -12\% | 229,976 | 793,592 |
| Traffic Income | 5 | 78,261 | 71,672 | 67,170 | 71,891 | 288,993 | 319,256 | 30,263 | 9\% | 91,618 | 328,293 |
| Total Operating income |  | 626,732 | 642,894 | 657,999 | 600,192 | 2,527,817 | 2,578,419 | 50,602 | 2\% | 652,628 | 2,144,680 |
| Cost of sales |  | 2,828 | 22,921 | 9,584 | 2,515 | 37,848 | 80,000 | $(42,152)$ | -53\% | 18,659 | 46,264 |
| Intern' Traffic Expenses_OP | 14 | 4,847 | 610 | 559 | 457 | 6,473 | 30,000 | $(23,527)$ | -78\% | 20,983 | 69,275 |
| ISP connection charges | 17 | 8,137 | - | - | - | 8,137 | - | 8,137 | 0\% | 25,990 | 99,746 |
| Lease repayment_2G | 20 | - | - | - | - | - | - | - | 0\% | - | - |
| Lease repayment_3G | 20 | 66,000 | 74,516 | 74,516 | 48,968 | 264,000 | 66,000 | 198,000 | 300\% | 64,000 | 244,000 |
| Satellite charges | 17 | 229,095 | 234,364 | 222,835 | 236,564 | 922,858 | 957,744 | $(34,886)$ | -4\% | 256,801 | 798,716 |
| Total Direct cost |  | 310,907 | 332,411 | 307,494 | 288,504 | 1,239,317 | 1,133,744 | 105,573 | 9\% | 386,433 | 1,258,001 |
| Gross profit |  | 315,825 | 310,482 | 350,505 | 311,688 | 1,288,500 | 1,444,675 | $(54,970)$ | -4\% | 266,195 | 886,679 |
| Other operating income |  |  |  |  |  |  |  |  |  |  |  |
| SKY TV Income | 3 | 20,254 | 17,969 | 21,263 | 18,333 | 77,819 | 74,565 | $(3,254)$ | -4\% | 14,413 | 53,877 |
| Grant Income | 6 | 19,721 | 22,501 | 21,961 | 13,577 | 77,760 | 374,753 | 296,993 | 79\% | 25,451 | 56,897 |
| Other Income | 7 | 6,803 | 11,866 | 7,818 | 27,983 | 54,470 | 151,246.00 | 96,776 | 64\% | 88,559 | 69,249 |
| Total other operating income |  | 46,778 | 52,336 | 51,042 | 59,893 | 210,050 | 600,564 | 390,514 | 65\% | 128,423 | 180,023 |
| TOTAL REVENUE |  | 362,603 | 362,818 | 401,547 | 371,581 | 1,498,550 | 2,045,239 | 335,544 | 16\% | 394,617 | 1,066,702 |
| Less Expenses |  |  |  |  |  |  |  |  |  |  |  |
| Personnel Expenses | 8 | 118,163 | 118,253 | 139,856 | 130,310 | 506,582 | 569,859 | $(63,277)$ | -11\% | 145,185 | 495,857 |
| Allowances | 9 | 2,160 | 1,730 | 3,290 | 3,899 | 11,079 | 25,000 | $(13,921)$ | -56\% | 4,075 | 13,865 |
| Bank Charge Expenses | 10 | 27,474 | 25,965 | 24,006 | 23,204 | 100,650 | 102,417 | $(1,767)$ | -2\% | 19,948 | 33,985 |
| Depreciation Expenses | 11 | 66,793 | 66,793 | 67,555 | 61,948 | 263,089 | 358,647 | $(95,558)$ | -27\% | 68,205 | 253,078 |
| Freight \& Custom Expenses | 12 | 23,872 | 6,607 | 8,934 | 9,163 | 48,576 | 51,500 | $(2,924)$ | -6\% | 12,044 | 50,721 |
| Fuel Expenses | 13 | 186 | 121 | 197 | 25 | 530 | 2,500 | $(1,970)$ | -79\% | 256 | 1,507 |
| Rent Subsidies | 15 | 16,534 | 14,949 | 15,849 | 17,849 | 65,181 | 89,796 | $(24,615)$ | -27\% | 14,662 | 56,026 |
| Repair \& Maintenance Expenses | 16 | 600 | 946 | 3,295 | 1,290 | 6,130 | 38,000 | $(31,870)$ | -84\% | 4,019 | 14,013 |
| Supplies Expenses | 18 | 7,070 | 10,159 | 12,124 | 2,126 | 31,479 | 37,000 | $(5,521)$ | -15\% | 10,924 | 43,380 |
| Travel \& DSA Allowance Ex | 19 | 19,824 | 24,045 | 11,392 | 43,858 | 99,118 | 86,000 | 13,118 | 15\% | 19,981 | 95,782 |
| Other Recurrent Expenses | 20 | 53,660 | 53,943 | 64,436 | 72,609 | 244,649 | 320,148 | $(75,499)$ | -24\% | 75,419 | 295,531 |
| TOTAL EXPENSES |  | 336,337 | 323,511 | 350,934 | 366,281 | 1,377,062 | 1,680,867 | $(303,804)$ | -18\% | 374,719 | 1,353,745 |
| NET PROFIT/(LOSS) |  | 26,267 | 39,307 | 50,614 | 5,300 | 121,488 | 364,372 | 31,740 | 9\% | 19,897 | $(287,043)$ |

Tuvalu Telecommunications Corporation
Statement of changes in equity
for the 4th Quarter period ended 31st December 2017


Tuvalu Telecommunications Corporation
Statement of financial position
As at 31st December 2017

0.94\%

Tuvalu Telecommunications Corporation
Statement of cash flows
For the 4th quarter period ended 31st December 2017

|  | Notes A | 3rd quarter 2017 |  | 4th quarter 2017 |  | 4th quarter 2016 |  | 4th quarter 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash Flow from Operating Activities |  |  |  |  |  |  |  |  |  |
| Cash receipts from customers |  |  | 739,578 |  | 870,518 |  | 653,851 |  | 1,792,676 |
| Cash payments to suppliers and employees |  | - | 1,231,399 |  | 1,146,727 | - | 1,680,281 |  | 1,817,243 |
| CSO_Income |  |  | 5,174 |  | 2,523 |  | 14,224 |  | 182,237 |
| Interest paid |  | - | 22,303 | - | 21,241 | - | 17,187 |  | 7,780 |
| Interest received |  |  | 690 |  | 835 |  | 663 |  | 940 |
| Net cash provided by operating activities |  |  | 508,260 | - | 294,092 | - | 1,028,730 |  | 150,830 |
| Cash Flow from Investing Activities |  |  |  |  |  |  |  |  |  |
| Purchase of plant, property and equipment |  | - | 427,214 | - | 648,651 | - | 203,570 |  | 304,925 |
| Net cash provided by investing activities |  | - | 427,214 | - | 648,651 | - | 203,570 |  | 304,925 |
| Cash Flow from Financing Activities |  |  |  |  |  |  |  |  |  |
| Loan_NBT |  |  | 977,801 |  | 1,109,994 |  | 1,139,294 |  | 171,380 |
| Loan repayment |  | - | 63,937 | - | 290,794 | - | 29,300 |  | - |
| Net receipts from financing activities |  |  | 913,864 |  | 819,200 |  | 1,109,994 |  | 171,380 |
| Net Increase/(Decrease) for 4th quarter 2017 |  | - | 21,610 | - | 123,543 | - | 122,306 |  | 17,286 |
| Cash at the Beginning of the period_1/10/2017 |  |  | 269,825 |  | 248,215 |  | 103,887 |  | 65,216 |
| Cash at the End of the period_31/12/2017 | 27 |  | 248,215 |  | 124,672 | - | 18,419 |  | 82,502 |

Tuvalu Telecommunications Corporation
Notes A to and forming parts of the financial statements
For the 4th quarter period ended 31st December 2017


Notes A to and forming parts of the financial statements
For the 4th quarter period ended 31st December 2017

|  |  | 3rd quarter 2017 |  | 4th quarter $2017$ |  | 4th quarter $2016$ |  | 4th quarter 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 7 | Other revenues |  |  |  |  |  |  |  |
|  | Conference Room Fees |  | 3,040 | 1,780 |  | 800 |  | 56 |
|  | Directory sales |  | 0 |  |  | - |  | - |
|  | Interest income |  | 690 | 835 |  | 663 |  | 43 |
|  | Other revenues |  | 3,490 | 25,368 |  | 87,096 |  | 31,092 |
|  | Unrealised \& realised exchange |  | 598 |  |  | - |  | 232.00 |
|  |  |  | 7,818 | 27,983 |  | 88,559 |  | 31,423 |
|  |  |  |  |  |  |  |  |  |
|  | TOTAL REVENUES | \$ | 709,041 | 660,085 | \$ | 781,050 | \$ | 562,178 |
| 8 | Personnel |  |  |  |  |  |  |  |
|  | Salaries \& wages |  | 93,821 | 85,866 |  | 91,573 |  | 85,268 |
|  | Provident fund contribution |  | 29,974 | 30,500 |  | 32,051 |  | 30,396 |
|  | Long service bonus |  | 5,054 |  |  | 11,130 |  | 14,073 |
|  | PAYE expenses |  | 11,007 | 13,943 |  | 10,431 |  | 13,047 |
|  |  |  | 139,856 | 130,310 |  | 145,185 |  | 142,784 |
| 9 | Allowances |  |  |  |  |  |  |  |
|  | Height allowance |  | 100.00 | 350 |  | 675 |  | 1,350 |
|  | Disturbance allowance |  | - |  |  | - |  | 300 |
|  | Director sitting allowance |  | 3,190 | 3,549 |  | 3,400 |  | 5,320 |
|  |  |  | 3,290 | 3,899 |  | 4,075 |  | 6,970 |
| 10 | Bank charges |  |  |  |  |  |  |  |
|  | Bank services charges |  | 1,703 | 1,963 |  | 2,761 |  | 2,239 |
|  | Interest_bank loan |  | 22,303 | 21,241 |  | 17,187 |  | 4,111 |
|  |  |  | 24,006 | 23,204 |  | 19,948 |  | 6,350 |
| 11 | Depreciation expense |  |  |  |  |  |  |  |
|  | Plant and machinery |  | 49,592 | 45,404 |  | 49,592 |  | 49,495 |
|  | Buildings |  | 12,069 | 11,958 |  | 11,958 |  | 11,958 |
|  | Office equipment \& furniture |  | 4,415 | 3,683 |  | 5,176 |  | 2,569 |
|  | Software |  | 388 | 903 |  | 388 |  | 388 |
|  | Motor vehicles |  | 1,091 | - |  | 1,091 |  | 1,091 |
|  |  |  | 67,555 | 61,948 |  | 68,205 |  | 65,501 |
| 12 | Freight and custom services |  |  |  |  |  |  |  |
|  | Freight |  | 316 | 279 |  | 711 |  | 33 |
|  | Custom clearance and charges |  | 8,618 | 8,884 |  | 11,333 |  | 5,391 |
|  |  |  | 8,934 | 9,163 |  | 12,044 |  | 5,423 |
| 13 | Fuel expenses |  |  |  |  |  |  |  |
|  | Fuel expenses |  | 197 | 25 |  | 256 |  | 999 |
|  |  |  | 197 | 25 |  | 256 |  | 999 |
| 14 | Outpayments |  |  |  |  |  |  |  |
|  | Out payments - PacTel Internet gateway |  | 559 | 457 |  | 20,983 |  | 16,568 |
|  |  |  | 559 | 457 |  | 20,983 |  | 16,568 |
| 15 | Rent |  |  |  |  |  |  |  |
|  | Staff rent subsidies |  | 13,800 | 15,800 |  | 13,580 |  | 11,700 |
|  | Office rent subsidies |  | 2,049 | 2,049 |  | 1,082 |  | 6,396 |
|  |  |  | 15,849 | 17,849 |  | 14,662 |  | 18,096 |
| 16 | Repair \& maintenance |  |  |  |  |  |  |  |
|  | Repair \& Maintenance_PE |  | - |  |  | - |  | - |
|  | Repair \& Maintenance_OE |  | 183 | 168 |  | 14 |  | - |
|  | Repair \& Maintenance_building |  | 936 | 650 |  | 3,551 |  | 2,248 |
|  | Repair \& Maintenance_MV |  | 2,176 | 472 |  | 454 |  | 383 |
|  |  |  | 3,295 | 1,290 |  | 4,019 |  | 2,631 |

PAGE 11

Notes A to and forming parts of the financial statements
For the 4th quarter period ended 31st December 2017


## PAGE 12

Notes A to and forming parts of the financial statements
For the 4th quarter period ended 31st December 2017

|  | Trade and other receivables (cont..) |  | 3rd quarter 2017 |  | 4th quarter 2017 |  | 4th quarter 2016 |  | 4th quarter 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 156,104 |  | 280,432 |  | 554,454 |  | 140,362 |
|  |  |  | 156,104 |  | 280,432 |  | 554,454 |  | 140,362 |
| 23 | Inventories |  |  |  |  |  |  |  |  |
|  | Inventory - phone cards |  | 267 |  | 461 |  | 512 |  | 1,888 |
|  | Inventory - rechargeable cards |  | 575 |  |  |  | 2,140 |  | 17,140 |
|  | Inventory - sim cards |  | 173 |  | 21,000 |  | 639 |  | 11,250 |
|  | Inventory - mobile handsets |  | 679 |  | 42,529 |  | 5,874 |  | 123 |
|  | Inventory - Sky Pacific TV sup |  | 54,534 |  | 41,029 |  | 1,718 |  | 6,331 |
|  | Inventory - telephone handsets |  | 4,220 |  | 9,300 |  | 1,224 |  | 3,188 |
|  | Inventory - office supplies |  | 2,648 |  | 2,226 |  | 972 |  | 1,474 |
|  | Inventory - IT supplies |  | - |  | - |  | 5 |  | 36 |
|  | Inventory - Tech equip |  | 129 |  | 255 |  | 300 |  | 408 |
|  | Inventory - WIFI cards |  | 210 |  | 19 |  | 236 |  | 514 |
|  | Inventory - ADSL cards |  | 621 |  | 724 |  | 633 |  | 679 |
|  |  |  | 64,055 |  | 117,544 |  | 14,254 |  | 43,031 |
| 2 | Creditors and accruals |  |  |  |  |  |  |  |  |
|  | Accounts payable_traffic |  | 148,574 |  | 264,040 |  | 86,469 |  | 46,613 |
|  | Accounts payable_local |  | 28,485 |  | 34,938 |  | 8,250 |  | 13,785 |
|  | Accounts payable_overseas |  | 7,890 |  | 3,103 |  | 13,142 |  | 24,112 |
|  | Account payable_others |  | 157,169 |  | 171,363 |  | 128,687 |  | 53,863 |
|  | Revenue in advance |  |  |  |  |  | - |  | - |
|  | Refundable deposit |  | 6,420 |  | 6,420 |  | 6,420 |  | - |
|  | PAYE payable |  | 270,864 |  | 274,453 |  | 271,574 |  | 277,569 |
|  | Due to provident fund |  | 8,371 |  | 13,801 |  | 10,937 |  | 16,809 |
|  | TCT collected |  | 526,017 |  | 532,610 |  | 517,271 |  | 386,663 |
|  | TCT paid | - | 377,643 | - | 385,841 |  | 352,587 |  | 119,223 |
|  | TCT payable |  | 89,259 |  | 116,158 |  | 30,354 |  | 31,179 |
|  |  |  | 865,406 |  | 1,031,046 |  | 720,517 |  | 731,371 |
| 25 | Deferred revenue |  |  |  |  |  |  |  |  |
|  | Grant received |  | 946,658 |  | 946,658 |  | 506,801 |  | 506,801 |
|  | Less accumulated amortisation | - | 356,251 | - | 367,305 | - | 305,906 | - | 265,361 |
|  |  |  | 590,407 |  | 579,353 |  | 200,894 |  | 241,440 |
|  | Current |  | 16,787 |  |  |  | 11,226 |  | 9,046 |
|  | Non-current |  | 607,194 |  | 579,353 |  | 212,120 |  | 250,486 |
| 26 | Property, plant and equipment (PPE) |  |  |  |  |  |  |  |  |
|  | Plant and machinery |  | 14,469,210 |  | 14,469,210 |  | 14,469,210 |  | 14,469,210 |
|  | Acc depn - plant and equipment | - | 13,497,198 | - | 13,531,733 | - | 13,357,359 | - | 13,158,991 |
|  | Buildings |  | 1,217,541 |  | 1,217,541 |  | 1,217,541 |  | 1,217,541 |
|  | Acc depn - building | - | 991,646 | - | 1,003,272 | - | 955,440 | - | 907,607 |
|  | Office equipment \& furniture |  | 563,078 |  | 555,254 |  | 547,859 |  | 520,852 |
|  | Acc depn - office equipment | - | 521,557 | - | 522,517 | - | 512,254 | - | 499,371 |
|  | Motor vehicles |  | 148,403 |  | 148,403 |  | 148,403 |  | 148,403 |
|  | Acc depn - motor vehicles | - | 144,063 | - | 144,401 | - | 141,353 | - | 136,989 |
|  | Intangible assets (Software) |  | 6,501 |  | 6,501 |  | 6,501 |  | 6,501 |
|  | Acc depn-software | - | 7,631 |  |  | - | 6,469 | - | 4,918 |
|  | WIP |  | 1,635,880 |  | 1,628,485 |  | - |  | - |
|  |  |  | 2,878,518 |  | 2,823,471 |  | 1,416,640 |  | 1,654,631 |
| 27 | Reconciliation of cash flows <br> (a) Cash and cash equivalent |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  | Account at NBT: 01-950572-01 |  | 91,592 | - | 12,303 |  | 952,812 |  | 8,462 |
|  | Account at NBT: 01-121782-01 |  | 4,204 |  | 10,061 |  | 7,513 |  | 3,521 |
|  | Account at NBT: 01-661463-01 |  | 18,688 |  | 16,641 |  | 4,386 |  | 7,550 |
|  | IBD account at NBT: 01-950572-40 |  | 71,863 |  | 72,317 |  | 30,794 |  | 6,446 |
|  | DBT passbook |  | 61,868 |  | 37,927 |  | 96,036 |  | 62,870 |
|  | Term loan |  |  |  | 819,200 | - | 1,109,994 |  |  |
|  | Sub-total |  | 248,215 |  | 943,842 |  | $(18,452)$ |  | $(82,531)$ |
|  | (b) Cash on hand |  |  |  |  |  |  |  |  |
|  | Cashier cash float |  | 30 |  | 30 |  | 30 |  | 30 |
|  | Petty cash fund |  | 3 |  | - |  | 3 |  | - |
|  | Sub-total |  | 33 |  | 30 |  | 33 |  | 30 |
|  | Grand total |  | 248,248 |  | 943,872 | - | 18,419 | - | 82,501 |

