

ANNUAL REPORT 2018





Adventure • Park

CONTENTS

| | Page |
|--|------|
| 01 Chairman's Statement..... | 4 |
| 02 Letter of the CEO of Grupo Dolphin Discovery..... | 6 |
| 03 Notice of Annual General Meeting | 9 |
| 04 Directors' Report..... | 11 |
| 05 Board of Directors | 13 |
| 06 Corporate Governance and Accountability | 18 |
| 07 Management Team | 20 |
| 08 Company Data | 24 |
| 09 Disclosure of Shareholdings | 25 |
| 10 Management Discussion & Analysis..... | 26 |
| 11 Auditors' Report & Financial Statements | 30 |
| 12 Form of Proxy..... | 92 |



01

Chairman's Statement

Dolphin Cove experienced a rather challenging year in 2018. Although there was an increase in arrivals, our visitors were hesitant to leave their hotels due to the State of Emergency. This resulted in a decline of US \$1.7 million in our revenue.

Our financial statements which are expressed in US Dollars and which also reflect depreciation on the basis of replacement costs of our fixed assets, ensure that the quality of earnings we report is very high.

Although we saw a reduction in revenue in 2018 we anticipate that in 2019, without the State of Emergency, we will return to or exceed the revenue of previous years. We focused on enhancing the quality of our product and invested US \$ 0.7 million in Capital Expenditure to improve the overall quality of our product. Our balance sheet remains strong, this year our net working capital increased by 2% and shareholders net worth increased by 9%.

The US economy remains strong and Jamaica's continues to be robust. The development of the South American markets should increase the number of visitors to our island. In anticipation of growth investors are building over 1,500 additional hotel rooms.

All licenses and permits for Puerto Seco's dolphin park were obtained and the park was opened 6th March 2019. There have been objections to the facility from citizens in the Discovery Bay area. The government environmental agencies have assured us that we have complied with all that was required. We intend to defend our position very vigorously.

It is with deep regret that I must advise you that The Honorable William McConnell OJ, CD, JP, FCA, Hon. LLD, passed away in August of last year. He brought his considerable financial, accounting and business skills to our company as an independent Director and Chairman of the Audit Committee. He served with distinction from the time the company became listed on the Junior Stock Exchange until his retirement in February 2018. We are extremely grateful for all his guidance and he will be sorely missed.

Chairman's Statement

During 2018 we provided over 2,000 children with environmental education programs and they were exposed to the ways in which we give great care to ensuring the health and welfare of our beloved dolphins.

Six dolphin calves were born in 2018 and all of them are doing well. This will guarantee our sustainability and allow for expansion.

We are looking forward to growth and the return to good levels of profits in 2019.



Stafford Burrowes, OD
Chairman



02

Letter of the CEO of Grupo Dolphin Discovery

We create and share unforgettable experiences in harmony with the environment.

In 2018, Dolphin Cove and Yaaman welcomed more than 170,000 guests of which nearly 120,000 lived the unforgettable experience of swimming with dolphins.

Sowing for Jamaica in 2018.

During 2018, Dolphin Cove dived into an unusual year. Situations like the enhanced security measures in Jamaica, the sea weed abundance in the beach, and the agencies reorganization due to shifts, had a true impact in our numbers vs 2017. Notwithstanding, we have come together as a team to overcome our challenges, get to know Jamaica better and reaffirming the confidence in this great destination.

We believe in the strong potential growth that Jamaica has as a touristic destination. As we look to the future, we see opportunities where others see hurdles. That is why Dolphin Cove invested this year a total of US\$1.3 million in CAPEX as part of our business plan to improve our service and facilities and prepare for the future. For the three years since Dolphin Discovery took an equity position at Dolphin Cove and the management responsibility of its parks in Jamaica, in November, 2015, we have invested nearly US\$ 6 million in CAPEX.

Added values implemented in Ocho Rios such as the swimming pool and pool bar full operation produced more than US\$100,000 in revenue, the introduction of Panoramic views to the restaurant for higher comfort and the renovation to the new coffee shops, reggae bar and reef bar which all generated more than US\$150,000 in revenue.

At Dolphin Cove Montego Bay, though the Enhanced Security Measures and excess sea weed directly affected the performance of the park, we nevertheless persisted with our efforts in implementing teamwork and in initiating operational efficiencies throughout the entire year.

C.E.O's Statement

To keep innovating in Montego Bay we decided to include food as all-inclusive just as we have for other locations. The construction for the restaurant started in January 2018 with an investment of just US\$25,000. Operations started in April having a capacity for 72 guests, including a buffet and a bar.

At the Yaaman park we received 9 more ATVs as additional options to our customers. In addition, marketing on social media was crucial to improve traffic and sales at Yaaman website which increased 55% over 2017 and the number of visitors arriving through the online platform were 77% higher than in 2017.

Care to Care

Part of our mission is indeed to share the importance of preservation and care, that is why at Dolphin Cove we pursue life as a constant motion. We feel proud to say that from a family of 45 dolphins in Dolphin Cove, 6 healthy calves were born under human care this year. Moreover, preventive medical procedures were performed to all dolphin Calves born to ensure the good health of all our wonderful marine mammals.

Dolphin Cove at Montego Bay partnering with the Brookfield Zoo and the Alliance of Marine Mammal Parks & Aquarium, were the spotlight for research programs. To track dolphin movements and daily activities with tags worn near the dorsal fin. These kinds of activities are crucial to help us understand better our dolphins and always improve their quality of life.

What we expect to come in 2019 from our efforts in 2018

It has been three years since Dolphin Cove became part of Dolphin Discovery Group, and since then we truly believe in the destination itself, despite the challenges that time can bring. This responsibility made us create a solid operating platform to keep growing the business in Jamaica and continuously improving our services.

In March 2019, we have seen the opening of a new attraction at Discovery Bay, close to Falmouth, which is the brand-new beach club called "Puerto Seco".

In addition, a new attraction is coming within the park of Yaaman, called The Secret River. This will improve the product we offer at Yaaman and improve the experience of our guests coming to this natural wonder in Jamaica.

C.E.O's Statement

Also, 2019 will be a year of social media exposure as we want to replicate the strategies that our sister parks in other countries are implementing. We will focus on the new marketing journey through the "share" method, which consists of the virtual exposure by sharing vibrant content through social media such as Facebook, Twitter, YouTube, Instagram and Blogs in contribution with influencers.

We are looking forward to keeping, enhancing and benefitting the Dolphin Cove community in the upcoming 2019, to cultivate our mission and values everywhere we step in, but mostly to keep the loyalty we have for the beautiful Jamaica.

I want to express my deepest gratitude and acknowledgement to all those who are part of our Dolphin Cove life, investors, commercial partners, business advisors, shareholders, directors and above all, our associates, who devote every single day of their working life to the success of our Company. Thank you for the trust and love you have for the company and all you do to achieve our mission. Together, with our core values, Passion, Compromise, Honesty, Leadership and Perseverance, we feel confident to achieve our goals in 2019. And, with the favor of our Lord we shall always succeed. Lord bless you all.

Thank You!



Eduardo Albor
CEO
Dolphin Discovery

03

Notice of Annual General Meeting

NOTICE IS HEREBY GIVEN that the Annual General Meeting of Dolphin Cove Limited will be held at The Courtleigh Hotel & Suites, 85 Knutsford Boulevard, Kingston 5, on Wednesday 26 June 2019 at 2:30 pm for the following purposes:

- 1 To receive the report of the Directors and Financial Statements for the year ended 31 December 2018 and the report of the Auditors thereon.
- 2 To re-elect the retiring Directors and to fix the remuneration of the Directors. The Directors retiring by rotation pursuant to article 97 of the Company's Articles of Incorporation is Messrs Eduardo Albor Villanueva and Noel Levy, who, being eligible, offer themselves for re-election.

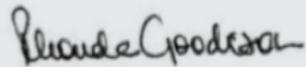
To consider and, if thought fit, pass the following resolutions:

- (a) That the retiring directors Messrs Eduardo Albor Villanueva and Noel Levy be re-elected en-bloc.
- (b) That the retiring directors Messrs Eduardo Albor Villanueva and Noel Levy be and are hereby re-elected directors of the company.

Notice of Annual General Meeting

- 3 To authorize the Directors to fix the remuneration of the Auditors for the ensuing year. The Auditors, Messrs KPMG, Chartered Accountants, have signified their willingness to continue in office pursuant to Section 154 of the Companies Act.

Dated this 24th day of April 2019
BY ORDER OF THE BOARD



Rhonda Goodison
Secretary

REGISTERED OFFICE
Belmont, Ocho Rios, St Ann

NOTES:

- 1 A member entitled to attend and vote at a General Meeting is entitled to appoint a proxy to attend and vote in his stead. A proxy need not be a member of the Company. A suitable form of proxy is enclosed. It must be lodged at the Company's registered office at least forty-eight hours before the time appointed for holding the meeting. The proxy form shall bear stamp duty of \$100.00 before being signed. The stamp duty may be paid by adhesive stamp(s) to be cancelled by the persons executing the proxy.
- 2 Pursuant the articles of incorporation, a corporate shareholder (member) may by resolution of its Directors appoint a person (not a proxy) to attend and vote at the meeting.

04

Directors' Report

The directors have pleasure in presenting their report for the year ended 31 December 2018, together with the audited financial statements as at that date.

| FINANCIAL RESULTS FOR THE YEAR | US\$ |
|--|-------------|
| Retained earnings as at 1 January 2018 (Restated) | 12,149,894 |
| Dividends | (1,782,502) |
| Profit before taxation | 2,771,462 |
| Income tax expense | (433,108) |
| Profit after taxation | 2,338,354 |
| Retained Earnings as at 31 December 2018 | 12,705,746 |
| Earnings per stock unit expressed in US cents per share) | 0.60 ¢ |

"Balance restated to cater IFRS 9 Computation".

Director's Report

Directors

In December 2018, Mr Alejandro Raygoza tendered his resignation from the Board of Directors and all Committees. The Board of Directors now consists of:

| | |
|------------------------------|--------------------|
| Mr. Eduardo Albor Villanueva | Mr. Lorenzo Camara |
| Mr. Stafford Burrowes | Mr. Richard Downer |
| Mr. John Bailey | Mr. Noel Levy |
| Mr. Travis Burke | |

In accordance with clause 97 of the Articles of Incorporation, Messrs Eduardo Albor Villanueva and Noel Levy retire by rotation, and being eligible, offer themselves for re-election.

Auditors

The auditors, Messrs KPMG, Chartered Accountants, have indicated their willingness to continue in office pursuant to section 154 of the Companies Act.

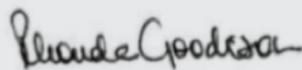
Employees

The directors wish to thank the management and staff of the company for their performance during the year under review.

Customers

The directors wish to thank our valued customers for their support and contribution to the company's performance during the year under review, and look forward to their continued support of the Group.

Dated this 24th day of April 2019
BY ORDER OF THE BOARD



Rhonda Goodison
Secretary

05

Board of Directors



Stafford Burrowes, O. D.
(appointed September 1998)
Chairman

Mr. Burrowes was the Chief Executive Officer of Dolphin Cove Ltd. from 1998 to 2018. Mr. Burrowes is the entrepreneur who conceived and developed the business idea that became the first and only marine park in Jamaica.

He has been the Chairman of Dolphin Cove Ltd. since September 1, 1998.

Mr. Burrowes served as the Chairman of Friends of the Sea from 2002 to 2006.

He has also been nominated for and has won, a number of business and tourism awards. In 2010 he was awarded the Order of Distinction in the rank of Officer in recognition of his contribution to the development of tourism in Jamaica.

Board of Directors



Eduardo Albor Villanueva
(appointed November 2015)
Non Executive Director

Eduardo Albor Villanueva is a law graduate from the Universidad de Mayab and has a Masters Degree – Corporate Law from the Universidad Anahuac.

From inception, his work has been at the corporate level beginning as the General Counsel for the Royal Resorts chain and as the Founding Partner of the law firm, Camara y Albor. In January 1999, Mr. Albor became the CEO of Dolphin Discovery Group, the number one Swim with the Dolphins company in the world. A company steeped in history operating with responsibility, respect and ecological awareness that offers a natural environment in which guests participate in the unforgettable experience of swimming with Dolphins, Sea lions, Manatees and Whale watching in Los Cabos.

Today he is the Chairman of the Board and a Partner and the key player in the spectacular growth of this company as well as other Units such as Parque Garrafon and Aquatours Marina.

He is also Chairman of the Board of Grupo Editorial Latitud 21, an important media company in Cancun with three brands detailing social, political and charitable news of the region. Mr. Albor is active in the International Association of Amusement Parks and Attractions (IAAPA.org) and serves on the Latin American Advisory Board.

He is also one of the principal promoters of Social Responsibility initiatives in the state of Quintana Roo and serves as President of the Dolphin Discovery Foundation, which is in the process of developing, funding and building the new Cancun-Chetumal Archdiocese.

Board of Directors



Richard Downer

CD, FCA

**(appointed February 2012 – November 2015,
reappointed April 2018)**

Independent Director and Mentor

Mr. Downer, a former Senior Partner of PricewaterhouseCoopers in Jamaica, currently serves as a director on the board of Sagicor Group Jamaica Limited. He is also a member of the Rating Committee of CariCRIS Limited and the Mentor of Tech Limited. As an independent director of Dolphin Cove Limited, he is the Chairman of the Audit Committee as well as being the Mentor.

He has served in several roles in the public sector including as Executive Director of the Bureau of Management Support in the Office of the Prime Minister of Jamaica and as Temporary Manager for several troubled financial institutions and directorships of government entities. At PricewaterhouseCoopers, he specialized in corporate finance and corporate recovery. He has also served on the boards of a number of companies in the private sector from time to time.

He was awarded the Order of Distinction with the rank of Commander (CD) by Jamaica in 1986 for services to Accountancy and being a Pioneer in Privatization and the Distinguished Member Award of the Institute of Chartered Accountants in 2012.

Since December 2010, Mr. Downer has been the Mentor appointed by Dolphin Cove Limited under the rules of the Junior Stock Exchange in which capacity he advises on matters of corporate governance and compliance with the rules of the stock exchange. He has been a member of the Group's Audit Committee since 2010 and the Remuneration Committee since 2012.

Board of Directors



John R. Bailey
(appointed April, 2018)
Independent Director

Mr. Bailey has a Bachelor's degree in Business Administration from the University of South Florida, with studies on marketing strategies for competitive advantages and leadership, motivation and organizational change.

He began his career in the fish industry becoming the dominant producer of red and silver Tilapia. Afterwards he worked in the export industry culminating in distribution to the most exclusive supermarket chain in the U.K. – Sainsbury.

Mr. Bailey led Jabexco Ltd. being awarded Overall Champion Exporter & Champion Agri-Exporter 1994 by the Jamaica Exporters Association.

He presently serves on the board of directors of several companies in diverse industries including education, food & beverages, water equipment and insurance.



Noel D. Levy
(appointed September 2006)
Non-Executive Director

Mr. Levy, member of the Jamaica Bar Association and the Law Society of England and Wales in the United Kingdom, is a consultant attorney -at- law at the firm of Myers Fletcher & Gordon and former senior partner of that firm, specializing in commercial law.

He has served on the boards of several private commercial companies including banking, life and general insurance companies. Mr. Levy is currently a member of the board of directors of ICWI Group Limited, The Insurance Company of the West Indies Limited and I.G.L. Limited. He served for several years as a Commissioner of the Jamaica Racing Commission and the Betting Gaming and Lotteries Commission.

He is currently serving as a member of the Council of the University of the West Indies, Mona where he is Chairman of the Audit Committee.

Board of Directors



Travis Burke
(appointed November 2015)
Non Executive Director

Travis William Burke focuses on the strategic vision for Dolphin Discovery Group based on three fundamental pillars: assuring the health and wellbeing of the Marine Mammals under our care, fostering innovation in the education and entertainment mission of the Group and implementing the latest technology to strengthen the guest experience.

Travis has been part of the Dolphin Discovery team since 1999 and is proud to serve Mr. Albor, Mr. Burrowes and the Dolphin Cove family in retaining its place amongst Jamaican parks and expanding this wonderful company. Travis is currently Past Chairman of the Board of Directors at the Alliance of Marine Mammal Parks & Aquariums and serves on the IAAPA Zoo & Aquarium Committee.

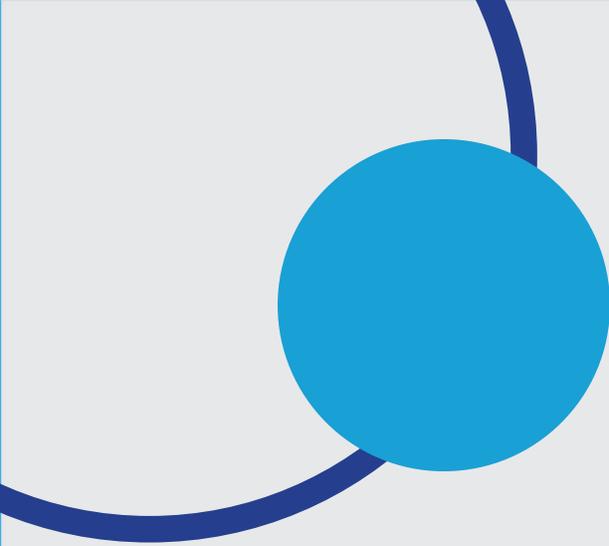
He has worked in the Parks & Entertainment industry for 25 years beginning as a lifeguard at waterparks in Texas and then moving on to construction and management of facilities at Texas A&M University and other Parks in Mexico and the Caribbean. Travis is a graduate of Texas A&M University with a Bachelor of Business Administration in Accounting.



Lorenzo Camara
(appointed April 2016)
Non Executive Director

Mr. Camara joined Grupo Dolphin Discovery in 1996, along his career in the Group he performed several activities such as operations, sales, reception, reservations, and projects, among others, and was part of the early development of the company, including habitats such as Puerto Aventuras and Cozumel.

Today he holds the position of Chief Operating Officer as he provides an excellent service to the operations department and offers added value to the interaction with marine mammals and touristic entertainment services of each habitats and parks owned by Dolphin Discovery.



06

Corporate Governance and Accountability

The Board of Directors is the highest governing authority with respect to the management of the Group. In overseeing the operations of the Group, the Board establishes broad policies and objectives and ensures that sufficient resources are available to meet those objectives. The Board is chaired by the Group's founder, Mr. Stafford Burrowes, and meets regularly to discuss and review the performance of the Group and to ensure that the objectives are satisfactorily pursued giving regard to the social and regulatory environment and the risks that may exist within the relevant markets.

The directors are experienced in their respective fields and collectively bring a wide range of professional and commercial expertise to the management of the Group.

The Board has established an Audit Committee and a Compensation Committee and the members include at least two independent non-executive Directors.

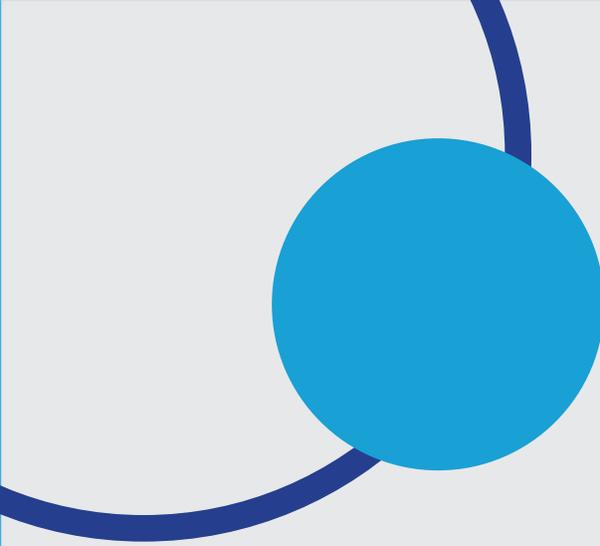
The Audit Committee functions as an advisor to the Board and provides assurance in the areas of financial reporting, risk management, compliance with legal and regulatory requirements, internal and external audit, and matters relating to corporate governance. The audit Committee comprises the Committee Chairman, Mr. Richard Downer, and two other non-executive members of the Board. The Audit Committee has appointed PricewaterhouseCoopers as Internal Auditors. During the year the committee reviewed all financial statements prior to acceptance by the Board and oversaw the system of internal control and received reports from the internal and external auditors.

Corporate Governance and Accountability

The Compensation Committee recommends appropriate compensation for executive members, within the context of current market rates and best practices, and ensures that the compensation structure is sufficient to attract, retain and motivate highly ranked executive members. The Compensation Committee comprises the Committee Chairman, Mr. Noel Levy and two other non-executive members of the Board.

The following table outlines the Director's attendance at Board Meetings for the 12 months ended December 31, 2018:

| DIRECTORS' ATTENDANCE AT BOARD AND AUDIT COMMITTEE MEETINGS YEAR ENDED DECEMBER 31, 2017 | NUMBER OF BOARD MEETINGS ATTENDED | NUMBER OF AUDIT COMMITTEE MEETINGS ATTENDED |
|--|-----------------------------------|---|
| Budgeted number of meetings for the year | 6 | 6 |
| Actual number of meetings held | 6 | 6 |
| Stafford Burrowes | 6 | 5 |
| Noel D. Levy | 5 | 5 |
| Richard Downer (Appointed April, 2018) | 3 | 4 |
| John Bailey (Appointed April, 2018) | 4 | N/A |
| Eduardo Albor Villanueva | 3 | N/A |
| Travis Burke | 0 | N/A |
| Lorenzo Camara | 4 | N/A |
| Alejandro Raygoza (Resigned December, 2018) | 5 | N/A |
| Sergio Jacome | N/A | 2 |



07

Management Team

Federico Lozano

Chief Executive Officer of Dolphin Cove Limited

Mr. Lozano joined the team in May 2018. Mr. Lozano is a graduate of the University La Salle Cancun with a bachelor's degree in Hospitality Management also has certifications in Health and Safety Awareness in Tourism Accommodation and Hazard Analysis and Critical control Point (CIEH HACCP). Based in Ocho Rios, he also acts in the capacity as the General Manager of that park.

He has more than 21 years of experience in the fields of operations, sales, marketing and administration in the Tourism Sector including Hotel Industry, Travel Agencies, Water Parks and four years in the Dolphin industry in four different countries; Mexico, Dominican Republic, Grand Cayman and now Jamaica.

Raul Gonzalez

General Manager – Montego Bay Park

Raul joined Dolphin Cove in May 2017 as a General Manager at the Ocho Rios venue. He joined the Dolphin Discovery Group in 2012 as a call Center executive. For the last 4 years he has been the General manager on different parks in the Caribbean including, Akumal (Mexican Caribbean), St. Kitts & Nevis and Tortola, BVI. Raul graduated in sustainable tourism with a specialty in alternative tourism

Management Team

Alexander Sale

General Manager – Yaaman Adventure Park

Mr. Alexander Sale joined the company in 2012 having direct responsibility for the Sea Trek operations at the Ocho Rios Park. A year later, he was promoted to Operations Manager of the Yaaman Adventure Park where he assisted the then General Manager in executing the daily operations and ensuring that the guest experience is a memorable one.

In 2016, he was promoted to the position of General Manager with the chief responsibility of managing the Park's operations while ensuring that key performance (financial and otherwise) targets are achieved.

Beresford Watson

General Manager – Moon Palace Park

Mr. Watson started his carrier at Dolphin Cove in 2013 as Senior Photo and Video Editor and in 2016 he was appointed the as our Representative assigned to the Moon Palace location and in 2017 he was appointed as General Manager of the same location.

In addition to his experience in the Dolphin Business and Tourism, Beresford holds a degree in Computer Science and specialized in computer networking and telecommunications graduated from the Everest University in Orlando Florida.

Dr. Ravidya Burrowes, Ph.D

Consultant Compliance Advisor on Environmental Matters

Dr. Burrowes has been practicing as an environmental consultant and project manager for almost 20 years and she has been the compliance advisor to the company since its inception. Dr. Burrowes holds a doctorate in Geology (2000, Postgraduate Scholarship, University of the West Indies), a Master of Science Degree in Physical Geography (1992, Overseas Development Administration Scholarship, University of London) and a Bachelor of Science Degree in Physical Geography and Geology (1991, Trinidad and Tobago National Scholarship, University of West Indies). She has been the principal investigator on environmental assessments in many countries in the Caribbean including Jamaica, Trinidad and Tobago, St. Kitts, St. Lucia, Guyana, Antigua & Barbuda, the Cayman Islands, Anguilla, the British Virgin Islands, Montserrat and Haiti. She has also managed multi-disciplinary technical teams on a wide range of environmental assessments for industrial estates, offshore oil and gas projects, housing complexes, resort developments and airport and port expansions. Dr. Burrowes is the Managing Director of Environmental Management Consultants (Caribbean) Limited.

Management Team

Marilyn Jeanne Burrowes

Vice President of Marketing and Public Relations

Marilyn Burrowes is the Vice President of Marketing Public Relations since Dolphin Cove's inception in 2001, also served as a Director of the Board from 2001 until 2015. Her responsibilities include Marketing, and promoting Dolphin Cove and its subsidiaries, Public Relations and Community affairs.

- Marilyn Burrowes serves as Director on the boards of:
- Tourism Product Development Company Limited (TPDCO).
- Chair's the Sub- Committee, Product Development Community Tourism and Craft.
- Urban Development Company (UDC).
- Chair the Subsidiary Ocho Rios Commercial Centre.
- St. Ann Development Company (SADCO) a subsidiary of UDC.
- Past Vice President of Jamaica Hotel and Tourism Association.
- Council Member the Jamaica Hotel and Tourism Association.
- Member and Director of the St. Ann Chamber of Commerce.
- President of the Jamaica Attraction's Association.
- Friends of the St. Ann's Bay Hospital Teen Challenge Ocho Rios.
- And Steer Town Basic School.

Emmanuel Islas

Financial Controller – Dolphin Cove Limited

Mr. Islas joined the team in March 2017 as the Financial Controller of Dolphin Cove Ltd and its subsidiaries. Mr. Islas is a graduate of the Universidad Anahuac Cancun with a degree in Accounting and Finance also has a bachelor's degree in Management, and a Diploma in Effective Communication and Personnel Management.

He has more than 12 years of experience in the field of accounting and finance in the Tourism Sector including Hotel Industry, Travel Agencies, Vacation Clubs, Destination Management Companies and 7 years in the Dolphin industry.

Management Team

Nicola Campbell, FCCA Chief Accountant – Dolphin Cove Limited

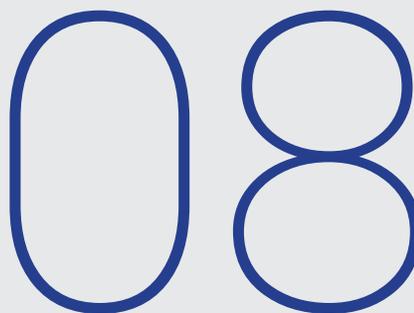
Nicola Campbell is a Chartered Accountant and a member of the Institute of Chartered Accountants of Jamaica. She has been the chief accountant for the Group for the past decade. Ms. Campbell is a graduate of the University of Technology and was previously employed to Guardsman Communications and the Students' Loan Bureau.

David Alexander Russell, B.S.BA National Sales Manager - Dolphin Cove Limited

Alexei Russell is responsible for maximizing the land-based sales for the Dolphin Cove marine parks and the Yaaman Adventure Park in Jamaica. His main duties include promoting the brand by fostering and facilitating positive relationships with our sales partners Island-wide. He earned a cum laude graduate from Boston University with a Bachelor's of Science in Business Administration and a minor in Marketing.

Juan Castillo Commercial Strategy Manager – Dolphin Cove Limited

Mr. Castillo has 17 years in the Dolphin industry with Dolphin Discovery Group starting in the Marine Mammal department, in 2008 he became part of the Sales Team in Quintana Roo, Mexico. After 6 years, on December 2014, he was appointed the Sales Supervisor for Dolphin Discovery Punta Cana in Dominican Republic, a position that he held over 2 years before taking up his position in Jamaica in July 2016. Mr. Castillo has also more than 20 years of experience in diverse areas of the tourism industry.



Company Data

Board of Directors

Stafford Burrowes, O.D., *(Chairman)*

Eduardo Albor Villanueva

Richard Downer, CD, FCA

Noel D. Levy

John Bailey

Travis Burke

Lorenzo Camara

Mentor

Richard Downer, CD, FCA

Audit Committee

Richard Downer CD, FCA

(Committee Chairman) (Appointed Chairman February, 2018)

Noel D. Levy

(Member) (Non Executive Director)

John Bailey

(Member) (Non Executive Director)

Remuneration Committee

Noel D. Levy

(Member) (Non Executive Director)

Stafford Burrowes, OD

(Member) (Executive Officer)

Richard Downer

(Member) (Mentor)

Company Secretary

Rhonda A. Goodison

Registered Office

Belmont Road, Ocho Rios, St. Ann

Telecommunications

Telephone: (876) 974-5335

Fax: (876) 974-9208

Website: www.dolphincoveja.com

Email: info@dolphincoveja.com

Registrar & Transfer Agent

Jamaica Central Securities Depository
Limited

40 Harbour Street

Kingston

External Auditors

KPMG, Chartered Accountants

Unit #14 Fairview Office Park

Alice Eldemire Drive

Montego Bay, St. James

Attorney's at-Law

Myers Fletcher and Gordon

21 East Street

Kingston

Bankers

Sagicor Bank Limited

Bank of Nova Scotia Jamaica Limited

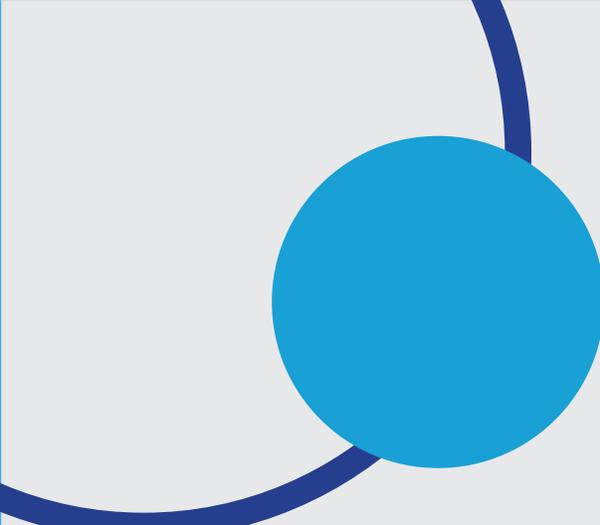
09

Disclosure of Shareholdings

| MAJOR STOCKHOLDERS | SHARES HELD |
|---|--------------------|
| World of Dolphins Inc | 313,901,858 |
| Garden House Holdings Limited | 37,491,168 |
| Stafford Burrowes | 7,876,770 |
| ATL Group Pension Fund Trustees NOM Ltd | 2,222,530 |
| NCB Insurance Co. Ltd. A/C WT040 | 1,960,274 |
| SJIML A/C 831 | 1,610,219 |
| NCB Insurance Co. Ltd. A/C WT160 | 1,652,357 |
| SJIML A/C 2884 | 1,303,798 |
| Lorna Allison Myers | 1,245,972 |
| Jamaican Teas Limited Buying Account | 1,221,152 |
| Total ordinary stocks in issue: | 370,486,098 |
| Total number of stockholders: | 505 |

| STOCKHOLDINGS OF DIRECTORS AND CONNECTED PERSONS | | | |
|--|--------------|-------------------------------|--------------|
| DIRECTORS | STOCKHOLDING | CONNECTED PERSONS | STOCKHOLDING |
| Stafford Burrowes | 7,862,870 | Garden House Holdings Limited | 37,491,168 |
| Noel D. Levy | 200,000 | NIL | NIL |

| STOCKHOLDINGS OF SENIOR MANAGEMENT AND CONNECTED PERSONS | | | |
|--|--------------|-------------------------------|--------------|
| SENIOR MANAGEMENT | STOCKHOLDING | CONNECTED PERSONS | STOCKHOLDING |
| Stafford Burrowes | 7,862,870 | Garden House Holdings Limited | 37,491,168 |
| Marilyn Burrowes | 1,000,000 | Stafford Burrowes | 7,862,870 |
| David Alexander Russel | 24,298 | NIL | NIL |



10

Management Discussion & Analysis of the Group Results

General Business Conditions

In 2018, stopover visitors to Jamaica increased by 5.1% according to the Jamaica Tourist Board or an increase of 119,814 visitors. The nationality mix remained similar to 2017 with USA Citizens representing 66% of the visitors to Jamaica, Canadian Citizens 16%, European citizens 13% and other nationalities 5%. On the other hand, the arrivals of Cruise Ships to Jamaica showed an important decrease of 4% or 72,676 fewer visitors. Whilst the arrivals to Ocho Rios increased by 42,870 guests, Falmouth reported 12% or 100,981 less guests and the port of Montego Bay ended 2018 with a fall of 3% or 14,565 less guests.

In January 2018, the north coast of the country was affected by Enhanced Security Measures imposed by the Jamaican government due to heightened crime in the parish of St. James. The US and Canadian governments published warnings to visitors. Due to these events more guests tended to stay in their hotels or on ships.

Another factor affecting the comparison of 2017 with 2018 was that in 2017 Jamaica had increased arrivals from Cruise Ships during the third quarter due to the storms that hit the British Virgin Islands.

Despite these adverse developments that persisted throughout 2018, Dolphin Cove continued with its expansion plans in Jamaica. In March of 2019 we started operations in Puerto Seco, a magnificent beach club with first class facilities that will allow us to offer our cruise guests an excellent and safe location at the best beach club in Jamaica where they can enjoy an unforgettable experience with our beloved Dolphins .

Group Financial Highlights – Audited Financial Statements: Year ended December 31, 2018

Management Discussion & Analysis of the Group Results

Statement of Profit & Loss & Other Comprehensive Income

REVENUE:

Revenue from Dolphin Attractions is the primary revenue generating activity and involves the sale of dolphin swim programs, stingray and shark interaction programs. The Group's sales also include revenue from "Ancillary Services" such as the sale of souvenirs, photographs, food and beverages and the use of its facilities as well as the Yaaman park opened in 2016 featuring attractions including dune buggy, horseback ride, camel ride and segways.

The main drivers of the decline in the revenue during 2018 were:

- The decline of 12% in cruise ship visitors in the port of Falmouth which is the port where we get more business from affected significantly the revenue generated from this segment since 40% of our guests come from Cruise Lines.
- The adverse effect that the enhanced security measures had among the Hotel Guests contributed also to a decline in our revenue from this segment. However a recovery was seen on this market in the last quarter of the year and we expect this to continue for 2019.

2012 - 2018 OPERATING REVENUE

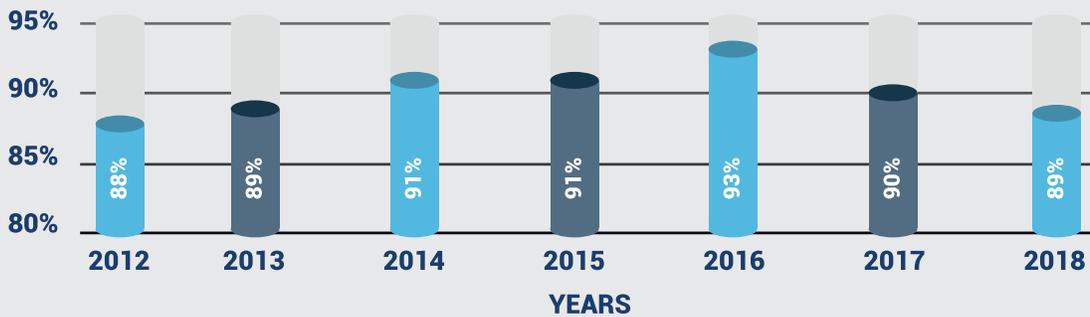


Management Discussion & Analysis of the Group Results

GROSS PROFIT:

The direct costs of dolphin attractions remained basically the same as 2017. There was a slight increase of 2% due to the Inclusion of lunch on most of our packages sold to the Hotel Guests offset by reduction in Photo costs by implementing an App which allows our guests to download their pictures, reducing the cost of CD's and paper.

2012 - 2018 GROSS PROFIT MARGIN



OPERATING EXPENSES:

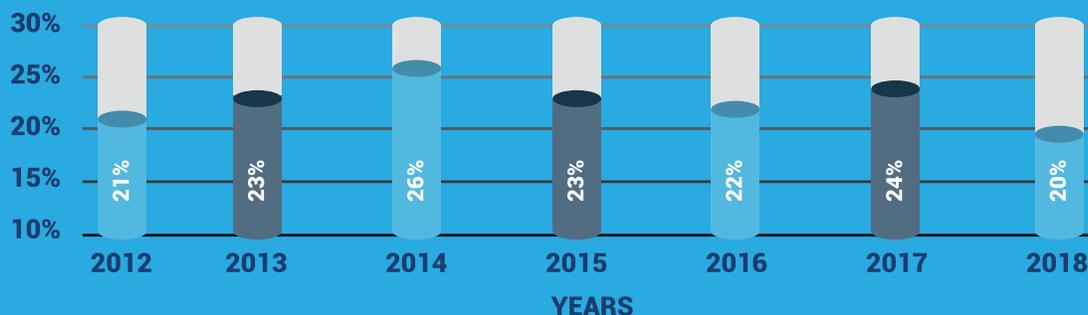
Operating expenses decreased by US\$ 481,000 (4%) from 2017. The reasons were:

- A decline of payroll costs by 3%. Due to the reduction in income, we increased attention on the management of working hours, and casual labor for Cruise Ships, thereby decreasing payroll costs by US\$139,000.
- A decline of 23% in transportation services. Apart from the reduction due to the lower number of guests the decline in cost was due to the assignment of a transportation Coordinator responsible for optimizing costs and quality.
- A slight increase of 2% in the marketing campaigns and commissions. This was due to some changes in the incentive schemes and promotional material although the overall selling expenditure ended 14% below 2017.

The net effect of all the above was that the operating profit decreased by US\$1 million compared to 2017, the main reason being the decline in revenue.

Management Discussion & Analysis of the Group Results

2012 - 2018 OPERATING PROFIT MARGIN



The operating profit decreased by US\$1 million compared to 2017.

Significant Highlights:

Shareholders net worth increased from US\$26.3 million to US\$28.8 million after net profits of US\$2.3 million and after paying dividends of US\$1.8 million.

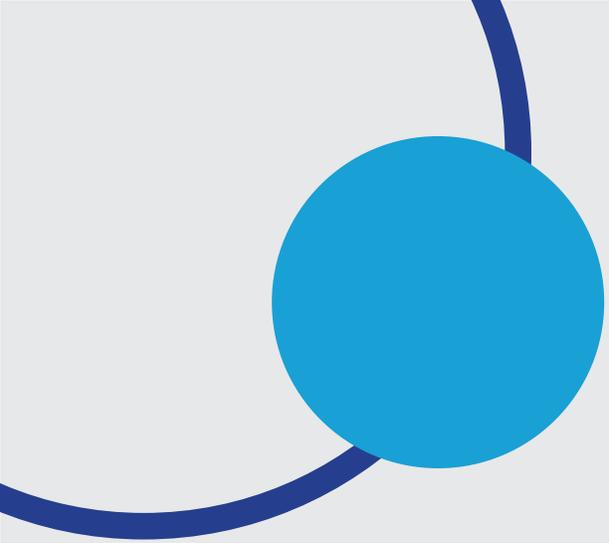
The revaluation of assets of US\$1.9 million were reflected in Other Comprehensive Income and included in Capital Reserves.

Investments of US\$0.5 million in the new Puerto Seco Park, renovation works in Ocho Rios and Montego Bay parks by US\$150,000 and an investment of US\$50,000 to set up The Secret River at Yaaman were made in 2018.

Net working Capital increased by 3%.

2012 - 2018 NET WORKING CAPITAL





11

Auditors' Report & Financial Statements



KPMG
Chartered Accountants
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Alice Eldemire Drive
Montego Bay
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INDEPENDENT AUDITORS' REPORT

To the Members of
DOLPHIN COVE LIMITED

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Dolphin Cove Limited ("the company") comprising the separate financial statements of the company and the consolidated financial statements of the company and its subsidiaries ("the group"), set out on pages 38 to 91 which comprise the group's and company's statements of financial position as at December 31, 2018, the group's and company's statements of profit or loss and other comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising significant accounting policies and other explanatory information.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the group and the company as at December 31, 2018, and of the group's and company's financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS) and the Jamaican Companies Act.

Basis for Opinion

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

KPMG, a Jamaican partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.

R. Tarun Handa
Cynthia L. Lawrence
Rajan Trehan
Norman O. Rainford
Nigel R. Chambers

Nyssa A. Johnson
W. Gihan C. de Mel
Wilbert A. Spence
Rochelle N. Stephenson
Sandra A. Edwards

INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
DOLPHIN COVE LIMITED

Report on the Audit of the Financial Statements (cont'd)

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. 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 matters

How the matters were addressed in our audit

1. Valuation of live assets - dolphins

Live assets - Dolphins are measured at fair market value less amortization. The determination of fair value requires management to make certain assumptions relating to the estimated useful life and the market price of dolphins, which have a material bearing on the measurement (see note 11).

We challenged the estimated fair value of dolphins determined by management by:

- Testing the reasonableness of the group's estimated fair value of dolphins by evaluating the key assumptions used in the valuation, such as the historical average purchase price of dolphins, the actual purchase price for similar dolphins in recent transactions, and considering the age of dolphins and remaining useful life;
- Enquire about the purchase contract of dolphins acquired within the wider group during the year to verify actual transaction prices used in the valuation;
- Evaluating the assumptions and underlying data used in determining the fair value, including identification of similar transactions and listings, and corroborating discussions with management within our understanding of the market environment;
- Specific discussion with a qualified in-house veterinarian regarding the health of each dolphin in production and their remaining useful lives; and
- Evaluating the adequacy of the financial statement disclosures, including disclosures of key assumptions and judgements.

INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
DOLPHIN COVE LIMITED

Report on the Audit of the Financial Statements (cont'd)

Key Audit Matters (cont'd)

Key audit matters

2. Valuation of trade and other receivables

The group has significant overdue balances with hotels and tour operators. There is significant judgement involved in determining the levels of allowance for impairment on these balances, because of the uncertainty involved in estimating the timing and amount of future collections (see note 6).

How the matters were addressed in our audit

Our procedures in this area included:

- Testing the manual and automated controls over recording and ageing receivables. Our testing of automated controls involved using our own Information Technology Audit Specialists to test the design, implementation and operating effectiveness of automated controls;
- Using the appropriate KPMG specialist, we reviewed the expected credit loss (ECL) model calculations and agreed the data inputs;
- Comparing the group's definition of default for the ECL measurement, as outlined in the accounting policy against the definition that management uses for credit risk management;
- Evaluating the appropriateness of economic parameters including the use of forward looking information;
- Testing the accuracy of the ECL calculation;
- Testing subsequent receipts for selected customers identified as overdue;
- Evaluating the adequacy of the group's provisions against trade receivables by assessing management's assumptions used and reperforming the calculation; and
- Reviewing the adequacy of the group's disclosures about the degree of estimation involved in arriving at the provision.



INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
DOLPHIN COVE LIMITED

Report on the Audit of the Financial Statements (cont'd)

Other Information

Management is responsible for the other information. The other information comprises the information included in the annual report but does not include the financial statements and our auditors' report thereon. The annual report is expected to be made available to us after the date of this auditors' report.

Our opinion on the financial statements does not cover the other information and we will 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 identified above when it becomes available 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.

When we read the annual report, if we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance.

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

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with IFRS and the Jamaican Companies Act, and for such internal control as management determines 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, management is responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

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



INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
DOLPHIN COVE LIMITED

Report on the Audit of the Financial Statements (cont'd)

Auditors' 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 auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISA 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 included in the Appendix to this auditors' report. This description, which is located at pages 36-37, forms part of our auditors' report.

Report on additional matters as required by the Jamaican Companies Act

We have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

In our opinion, proper accounting records have been maintained, so far as appears from our examination of those records, and the financial statements, which are in agreement therewith, give the information required by the Jamaican Companies Act in the manner required.

The engagement partner on the audit resulting in this independent auditors' report is Rajan Trehan.

KPMG

Chartered Accountants
Montego Bay, Jamaica

March 8, 2019



INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
DOLPHIN COVE LIMITED

Appendix to the Independent Auditors' Report

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.



INDEPENDENT AUDITORS' REPORT (CONT'D)

To the Members of
DOLPHIN COVE LIMITED

Appendix to the Independent Auditors' Report (cont'd)

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matters or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

DOLPHIN COVE LIMITED

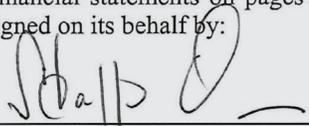
Group Statement of Financial Position

December 31, 2018

(Expressed in United States dollars)

| | Notes | 2018 | 2017 |
|---|-------------|----------------------------|--------------------------|
| CURRENT ASSETS | | | |
| Cash and cash equivalents | | 857,090 | 850,676 |
| Investments | 5 | 2,127 | 2,127 |
| Trade and other receivables | 6 | 1,893,623 | 1,975,490 |
| Taxation recoverable | | 211,835 | 28,896 |
| Due from related companies | 7(b)(ii)(a) | 410,787 | 339,788 |
| Due from parent company | 7(b)(iii) | 264,000 | - |
| Inventories | 8 | <u>355,098</u> | <u>376,059</u> |
| | | <u>3,994,560</u> | <u>3,573,036</u> |
| NON-CURRENT ASSETS | | | |
| Property, plant and equipment | 10 | 22,679,522 | 20,931,448 |
| Live assets | 11 | 4,537,895 | 3,968,868 |
| Due from related company | 7(b)(ii)(b) | <u>1,110,012</u> | <u>1,110,012</u> |
| | | <u>28,327,429</u> | <u>26,010,328</u> |
| TOTAL ASSETS | | <u>\$32,321,989</u> | <u>29,583,364</u> |
| CURRENT LIABILITIES | | | |
| Bank overdrafts | 12 | 54,389 | 18,746 |
| Accounts payable | 13 | 2,040,798 | 1,576,306 |
| Due to other related companies | 7(b)(iv) | 97,705 | 20,800 |
| Current portion of long-term liabilities | 15 | 231,984 | 404,505 |
| Taxation payable | | <u>17,456</u> | <u>35,928</u> |
| | | <u>2,442,332</u> | <u>2,056,285</u> |
| NON-CURRENT LIABILITIES | | | |
| Deferred tax liability | 14 | 1,041,601 | 856,916 |
| Long-term liabilities | 15 | <u>21,508</u> | <u>226,164</u> |
| | | <u>1,063,109</u> | <u>1,083,080</u> |
| STOCKHOLDERS' EQUITY | | | |
| Share capital | 16 | 3,654,390 | 3,654,390 |
| Capital reserves | 17 | 12,456,412 | 10,560,310 |
| Retained earnings | | <u>12,705,746</u> | <u>12,229,299</u> |
| | | <u>28,816,548</u> | <u>26,443,999</u> |
| TOTAL STOCKHOLDERS' EQUITY AND LIABILITIES | | <u>\$32,321,989</u> | <u>29,583,364</u> |

The financial statements on pages 38 to 91 were approved by the Board of Directors on March 8, 2019 and signed on its behalf by:



Stafford Burrowes Director



Travis Burke Director

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

DOLPHIN COVE LIMITED

Group Statement of Profit or Loss
Year ended December 31, 2018
(Expressed in United States dollars)

| | <u>Notes</u> | <u>2018</u> | <u>2017</u> |
|--|--------------|---------------------|---------------------|
| OPERATING REVENUE | | | |
| Programmes revenue | 18(a) | 8,209,792 | 9,136,730 |
| Ancillary service revenue | 18(b) | <u>6,677,582</u> | <u>7,496,406</u> |
| Overall revenue | | 14,887,374 | 16,633,136 |
| Less: Direct costs of sales | 19(a) | <u>(1,674,668)</u> | <u>(1,639,020)</u> |
| Gross profit | | 13,212,706 | 14,994,116 |
| (Loss)/gain on disposal of property, plant and equipment | | (105) | 440 |
| Other income | | <u>253,914</u> | <u>99</u> |
| | | <u>13,466,515</u> | <u>14,994,655</u> |
| OPERATING EXPENSES | | | |
| | 19(b) | | |
| Selling | | (3,923,894) | (4,571,456) |
| Other operations | | (3,924,232) | (3,679,140) |
| Administrative | | <u>(2,599,167)</u> | <u>(2,678,228)</u> |
| | | <u>(10,447,293)</u> | <u>(10,928,824)</u> |
| Profit before finance income and costs | | 3,019,222 | 4,065,831 |
| Finance income | 20(a) | 130,957 | 43,279 |
| Finance costs | 20(b) | (378,717) | (277,141) |
| Gain on disposal of investments | | <u>-</u> | <u>105,126</u> |
| Profit before taxation | | 2,771,462 | 3,937,095 |
| Income tax expense | 21 | <u>(433,108)</u> | <u>(405,000)</u> |
| Profit for the year | | <u>\$ 2,338,354</u> | <u>3,532,095</u> |
| Earnings per stock unit | 22 | <u>0.60¢</u> | <u>0.90¢</u> |

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

DOLPHIN COVE LIMITED

Group Statement of Other Comprehensive Income
Year ended December 31, 2018
(Expressed in United States dollars)

| | <u>Notes</u> | <u>2018</u> | <u>2017</u> |
|---|--------------|--------------------|------------------|
| Profit for the year | | 2,338,354 | 3,532,095 |
| Other comprehensive income: | | | |
| Items that will not be reclassified to profit or loss: | | | |
| Surplus on revaluation of dolphins | 11 | 880,000 | - |
| Deferred tax on surplus on revaluation of dolphins | | (220,000) | - |
| Surplus on revaluation of land and buildings | | 1,130,145 | - |
| Deferred tax on revalued buildings | | 105,958 | - |
| Items that are or may be reclassified to profit or loss: | | | |
| Fair value appreciation of available-for-sale Investments | | - | 9,523 |
| Realised gain on disposal of available-for-sale investments recognised in profit or loss | | - | (105,126) |
| Total comprehensive income | | <u>\$4,234,457</u> | <u>3,436,492</u> |

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

DOLPHIN COVE LIMITED

Group Statement of Changes in Stockholders' Equity
 Year ended December 31, 2018
 (Expressed in United States dollars)

| | Share capital (note 16) | Capital reserves (note 17) | Retained earnings | Total |
|--|-------------------------------|----------------------------------|----------------------|---------------------|
| Balances as at December 31, 2016 | <u>3,654,390</u> | <u>10,655,913</u> | <u>11,131,026</u> | <u>25,441,329</u> |
| Total comprehensive income: | | | | |
| Profit for the year | - | - | 3,532,095 | 3,532,095 |
| Other comprehensive income: | | | | |
| Fair value appreciation of available-for-sale investments | - | 9,523 | - | 9,523 |
| Realised gain on disposal of available-for-sale investments recognised in profit or loss | <u>-</u> | <u>(105,126)</u> | <u>-</u> | <u>(105,126)</u> |
| | <u>-</u> | <u>(95,603)</u> | <u>3,532,095</u> | <u>3,436,492</u> |
| Transactions with owners of the company: | | | | |
| Dividends (note 23) | <u>-</u> | <u>-</u> | <u>(2,433,822)</u> | <u>(2,433,822)</u> |
| Balances as at December 31, 2017, as previously reported | 3,654,390 | 10,560,310 | 12,229,299 | 26,443,999 |
| Adjustment on initial application on IFRS 9, net of taxes [note 3(i)] | <u>-</u> | <u>-</u> | <u>(79,405)</u> | <u>(79,405)</u> |
| Restated balances as at January 1, 2018 | <u>3,654,390</u> | <u>10,560,310</u> | <u>12,149,894</u> | <u>26,364,594</u> |
| Total comprehensive income: | | | | |
| Profit for the year | - | - | 2,338,354 | 2,338,354 |
| Other comprehensive income: | | | | |
| Surplus on revaluation of dolphins | - | 880,000 | - | 880,000 |
| Deferred tax on surplus on revaluation of dolphins | - | (220,000) | - | (220,000) |
| Revaluation surplus of land and buildings | - | 1,130,144 | - | 1,130,144 |
| Deferred tax on revalued buildings | <u>-</u> | <u>105,958</u> | <u>-</u> | <u>105,958</u> |
| Total comprehensive income | <u>-</u> | <u>1,896,102</u> | <u>2,338,354</u> | <u>4,234,456</u> |
| Transactions with owners of the company: | | | | |
| Dividends (note 23) | <u>-</u> | <u>-</u> | <u>(1,782,502)</u> | <u>(1,782,502)</u> |
| Balances as at December 31, 2018 | <u>\$3,654,390</u> | <u>12,456,412</u> | <u>12,705,746</u> | <u>28,816,548</u> |

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

DOLPHIN COVE LIMITED

Group Statement of Cash Flows Year ended December 31, 2018 (Expressed in United States dollars)

| | <u>Notes</u> | <u>2018</u> | <u>2017</u> |
|--|--------------|--------------------|--------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | | |
| Profit for the year | | 2,338,354 | 3,532,095 |
| Adjustments for: | | | |
| Depreciation and amortisation | 10,11 | 1,094,636 | 1,071,037 |
| Loss/(gain) on disposal of property, plant and equipment | | 105 | (440) |
| Gain on disposal of investments | | - | (105,126) |
| Interest income | 20(a) | (2,188) | (7,181) |
| Interest expense | 20(b) | 35,975 | 28,110 |
| Impairment of trade receivables | 6(b) | (64,392) | 79,245 |
| Taxation | 21 | <u>433,108</u> | <u>405,000</u> |
| | | 3,835,598 | 5,002,740 |
| Changes in: | | | |
| Accounts receivable | | 66,854 | (355,227) |
| Inventories | | 20,961 | (32,356) |
| Accounts payable | | 464,492 | 325,908 |
| Due to other related companies | | <u>76,905</u> | <u>(1,312)</u> |
| Cash generated from operations | | 4,464,810 | 4,939,753 |
| Interest paid | | (35,975) | (118,066) |
| Income tax paid | | <u>(563,876)</u> | <u>(451,341)</u> |
| Net cash provided by operating activities | | <u>3,864,959</u> | <u>4,370,346</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| Interest received | | 2,188 | 7,181 |
| Securities purchased under resale agreements, net | | - | - |
| Additions to property, plant and equipment | 10 | (1,373,980) | (1,406,435) |
| Proceeds from disposal of property, plant and equipment | | 31 | 3,848 |
| Additions to live assets | 11 | (27,749) | (410,160) |
| Due from related companies | | (70,999) | 200 |
| Due from parent company | | (264,000) | - |
| Proceeds from sale of investments | | <u>-</u> | <u>307,433</u> |
| Net cash used by investing activities | | <u>(1,734,509)</u> | <u>(1,497,933)</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | |
| Repayment of long term loans | | (404,939) | (716,905) |
| Proceeds from long term loan | | 27,762 | - |
| Dividends paid | | <u>(1,782,502)</u> | <u>(2,433,822)</u> |
| Net cash used by financing activities | | <u>(2,159,679)</u> | <u>(3,150,727)</u> |
| Net decrease in cash resources | | (29,229) | (278,314) |
| Cash resources at beginning of the year | | <u>831,930</u> | <u>1,110,244</u> |
| CASH RESOURCES AT END OF YEAR | | <u>\$ 802,701</u> | <u>831,930</u> |
| Comprising: | | | |
| Cash and cash equivalents | | 857,090 | 850,676 |
| Bank overdrafts | | <u>(54,389)</u> | <u>(18,746)</u> |
| | | <u>\$ 802,701</u> | <u>831,930</u> |

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

DOLPHIN COVE LIMITED

Company Statement of Financial Position

December 31, 2018

(Expressed in United States dollars)

| | <u>Notes</u> | <u>2018</u> | <u>2017</u> |
|---|--------------|---------------------|-------------------|
| CURRENT ASSETS | | | |
| Cash and cash equivalents | | 857,090 | 850,676 |
| Investments | 5 | 2,127 | 2,127 |
| Trade and other receivables | 6 | 1,893,163 | 1,975,030 |
| Due from related companies | 7(b)(ii)(a) | 410,787 | 339,788 |
| Due from parent company | 7b(iii) | 264,000 | - |
| Taxation recoverable | | 182,939 | - |
| Inventories | 8 | <u>355,098</u> | <u>376,059</u> |
| | | <u>3,965,204</u> | <u>3,543,680</u> |
| NON-CURRENT ASSETS | | | |
| Investment in subsidiaries | 9 | 314,539 | 314,539 |
| Property, plant and equipment | 10 | 9,919,922 | 9,039,128 |
| Live assets | 11 | 4,534,865 | 3,965,603 |
| Due from subsidiaries | 7(b)(i) | 4,482,617 | 4,390,795 |
| Due from related company | 7(b)(ii)(b) | <u>1,110,012</u> | <u>1,110,012</u> |
| | | <u>20,361,955</u> | <u>18,820,077</u> |
| TOTAL ASSETS | | <u>\$24,327,159</u> | <u>22,363,757</u> |
| CURRENT LIABILITIES | | | |
| Bank overdrafts | 12 | 54,389 | 18,746 |
| Accounts payable | 13 | 2,025,720 | 1,574,542 |
| Due to other related companies | 7(b)(iv) | 97,705 | 20,800 |
| Due to subsidiaries | 7(b)(v) | 300 | 300 |
| Current portion of long-term liabilities | 15 | 231,984 | 404,505 |
| Taxation payable | | <u>-</u> | <u>35,928</u> |
| | | <u>2,410,098</u> | <u>2,054,821</u> |
| NON-CURRENT LIABILITIES | | | |
| Deferred tax liability | 14 | 1,041,601 | 856,916 |
| Long-term liabilities | 15 | <u>21,508</u> | <u>226,164</u> |
| | | <u>1,063,109</u> | <u>1,083,080</u> |
| STOCKHOLDERS' EQUITY | | | |
| Share capital | 16 | 3,654,390 | 3,654,390 |
| Capital reserves | 17 | 4,883,776 | 3,902,835 |
| Retained earnings | | <u>12,315,786</u> | <u>11,668,631</u> |
| | | <u>20,853,952</u> | <u>19,225,856</u> |
| TOTAL STOCKHOLDERS' EQUITY AND LIABILITIES | | <u>\$24,327,159</u> | <u>22,363,757</u> |

The financial statements on pages 38 to 91 were approved by the Board of Directors on March 8, 2019 and signed on its behalf by:


 _____ Director
 Stafford Burrows


 _____ Director
 Travis Burke

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

DOLPHIN COVE LIMITED

Company Statement of Profit or Loss

Year ended December 31, 2018

(Expressed in United States dollars)

| | <u>Notes</u> | <u>2018</u> | <u>2017</u> |
|---|--------------|---------------------|---------------------|
| OPERATING REVENUE | | | |
| Programmes revenue | 18(a) | 8,209,792 | 9,136,730 |
| Ancillary services revenue | 18(b) | <u>6,677,582</u> | <u>7,496,406</u> |
| Overall revenue | | 14,887,374 | 16,633,136 |
| Less: Direct costs of sales | 19(a) | <u>(1,674,668)</u> | <u>(1,639,020)</u> |
| Gross profit | | 13,212,706 | 14,994,116 |
| (Loss)/gain on disposal of property, plant and equipment | | <u>(105)</u> | 440 |
| Other income | | <u>253,914</u> | <u>99</u> |
| | | <u>13,466,515</u> | <u>14,994,655</u> |
| OPERATING EXPENSES | | | |
| | 19(b) | | |
| Administrative | | <u>(2,767,355)</u> | <u>(2,845,466)</u> |
| Other operations | | <u>(3,847,288)</u> | <u>(3,593,558)</u> |
| Selling | | <u>(3,923,894)</u> | <u>(4,571,456)</u> |
| | | <u>(10,538,537)</u> | <u>(11,010,480)</u> |
| Profit before finance income and costs | | 2,927,978 | 3,984,175 |
| Finance income | 20(a) | 375,454 | 282,442 |
| Finance costs | 20(b) | <u>(378,718)</u> | <u>(349,451)</u> |
| Gain on disposal of investment | | <u>-</u> | <u>105,126</u> |
| Profit before taxation | | 2,924,714 | 4,022,292 |
| Taxation expense | 21 | <u>(415,652)</u> | <u>(405,000)</u> |
| Profit for the year | | <u>\$ 2,509,062</u> | <u>3,617,292</u> |

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

DOLPHIN COVE LIMITED

Company Statement of Other Comprehensive Income
Year ended December 31, 2018

(Expressed in United States dollars)

| | <u>Notes</u> | <u>2018</u> | <u>2017</u> |
|--|--------------|--------------------|-------------------|
| Profit for the year | | 2,509,062 | 3,617,292 |
| Other comprehensive income: | | | |
| Items that will not be reclassified to profit or loss: | | | |
| Surplus on revaluation of dolphins | 11 | 880,000 | - |
| Deferred tax on surplus on revaluation of dolphins | | (220,000) | - |
| Revaluation surplus of land and buildings | | 214,983 | - |
| Deferred tax on revalued buildings | | 105,958 | - |
| Items that are or may be reclassified to profit or loss: | | | |
| Fair value appreciation of available-for-sale investments | | - | 9,523 |
| Realised gain on disposal of available-for-sale investments recognised in profit or loss | | <u>-</u> | <u>(105,126)</u> |
| Total comprehensive income | | <u>\$3,490,003</u> | <u>3,521,689</u> |

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

DOLPHIN COVE LIMITED

Company Statement of Changes in Stockholders' Equity
Year ended December 31, 2018
(Expressed in United States dollars)

| | Share <u>capital</u> (note 16) | Capital <u>reserves</u> (note 17) | <u>Retained earnings</u> | <u>Total</u> |
|--|--------------------------------------|---|------------------------------|---------------------|
| Balances as at December 31, 2016 | <u>3,654,390</u> | <u>3,998,438</u> | <u>10,485,161</u> | <u>18,137,989</u> |
| Total comprehensive income: | | | | |
| Profit for the year | - | - | 3,617,292 | 3,617,292 |
| Other comprehensive income: | | | | |
| Fair value appreciation of available-for-sale investments | - | 9,523 | - | 9,523 |
| Realised gain on disposal of available-for-sale investments recognised in statement of profit or loss | <u>-</u> | <u>(105,126)</u> | <u>-</u> | <u>(105,126)</u> |
| Total comprehensive income | <u>-</u> | <u>(95,603)</u> | <u>3,617,292</u> | <u>3,521,689</u> |
| Transactions with owners of the company: | | | | |
| Dividends (note 23) | <u>-</u> | <u>-</u> | <u>(2,433,822)</u> | <u>(2,433,822)</u> |
| Balances as at December 31, 2017, as previously reported | 3,654,390 | 3,902,835 | 11,668,631 | 19,225,856 |
| Adjustment on initial application on IFRS 9, net of taxes [note 3(i)] | <u>-</u> | <u>-</u> | <u>(79,405)</u> | <u>(79,405)</u> |
| Restated balances as at January 1, 2018 | <u>3,654,390</u> | <u>3,902,835</u> | <u>11,589,226</u> | <u>19,146,451</u> |
| Total comprehensive income: | | | | |
| Profit for the year | - | - | 2,509,062 | 2,509,062 |
| Other comprehensive income: | | | | |
| Surplus on revaluation of dolphins | - | 880,000 | - | 880,000 |
| Deferred tax on surplus on revaluation of dolphins | - | (220,000) | - | (220,000) |
| Surplus on revaluation of land and buildings | - | 214,983 | - | 214,983 |
| Deferred tax on revalued buildings | <u>-</u> | <u>105,958</u> | <u>-</u> | <u>105,958</u> |
| Total comprehensive income | <u>-</u> | <u>980,941</u> | <u>2,509,062</u> | <u>3,490,003</u> |
| Transactions with owners of the company: | | | | |
| Dividends (note 23) | <u>-</u> | <u>-</u> | <u>(1,782,502)</u> | <u>(1,782,502)</u> |
| Balances as at December 31, 2018 | <u>\$3,654,390</u> | <u>4,883,776</u> | <u>12,315,786</u> | <u>20,853,952</u> |

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

DOLPHIN COVE LIMITED

Company Statement of Cash Flows

Year ended December 31, 2018

(Expressed in United States dollars)

| | <u>Notes</u> | <u>2018</u> | <u>2017</u> |
|--|--------------|--------------------|--------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | | |
| Profit for the year | | 2,509,062 | 3,617,292 |
| Adjustments for: | | | |
| Depreciation and amortisation | 10,11 | 1,029,511 | 996,562 |
| Loss/(gain) on disposal of property, plant and equipment | | 105 | (440) |
| Gain on disposal of investment | | - | (105,126) |
| Interest income | 20(a) | (246,685) | (246,344) |
| Interest expense | 20(b) | 35,975 | 28,110 |
| Impairment of trade receivables | 6(b) | (64,392) | 79,245 |
| Taxation | 21 | <u>415,652</u> | <u>405,000</u> |
| | | 3,679,228 | 4,774,299 |
| Change in: | | | |
| Accounts receivable | | 66,854 | (355,179) |
| Inventories | | 20,961 | (32,356) |
| Accounts payable | | 451,178 | 393,885 |
| Due to other related companies | | <u>76,905</u> | <u>(1,312)</u> |
| Cash generated from operations | | 4,295,126 | 4,779,337 |
| Interest paid | | (35,975) | (118,066) |
| Income tax paid | | <u>(563,876)</u> | <u>(423,115)</u> |
| Net cash provided by operating activities | | <u>3,695,275</u> | <u>4,238,156</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| Interest received | | 246,685 | 246,344 |
| Additions to property, plant and equipment | 10 | (1,356,971) | (1,284,114) |
| Proceeds from disposal of property, plant and equipment | | 31 | 3,848 |
| Additions to live assets | 11 | (27,749) | (410,160) |
| Due from subsidiaries | | (91,822) | (229,294) |
| Proceeds from sale of investments | | - | 307,433 |
| Due from related companies | | (70,999) | 200 |
| Due from parent company | | <u>(264,000)</u> | <u>-</u> |
| Net cash used by investing activities | | <u>(1,564,825)</u> | <u>(1,365,743)</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | |
| Repayment of long term loans | | (404,939) | (716,905) |
| Proceeds from long term loan | | 27,762 | - |
| Dividends paid | | <u>(1,782,502)</u> | <u>(2,433,822)</u> |
| Net cash used by financing activities | | <u>(2,159,679)</u> | <u>(3,150,727)</u> |
| Net decrease in cash resources | | (29,229) | (278,314) |
| Cash resources at beginning of the year | | <u>831,930</u> | <u>1,110,244</u> |
| CASH RESOURCES AT END OF YEAR | | <u>\$ 802,701</u> | <u>831,930</u> |
| Comprising: | | | |
| Cash and cash equivalents | | 857,090 | 850,676 |
| Bank overdrafts | | <u>(54,389)</u> | <u>(18,746)</u> |
| | | <u>\$ 802,701</u> | <u>831,930</u> |

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

DOLPHIN COVE LIMITED

March 4, 2019

Notes to the Financial Statements

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

1. Corporate structure and principal activities

- (a) Dolphin Cove Limited (the company) is incorporated and domiciled in Jamaica and its registered office and principal place of business is located at Belmont Road, Ocho Rios, St. Ann, Jamaica, W.I.

The principal activities of the company are the operation of a tourist attraction comprising dolphin programmes and ancillary operations such as restaurants, gift and video shops at several locations.

The company's shares were listed on the Junior Market of the Jamaica Stock Exchange on December 21, 2010.

- (b) The company and its wholly-owned subsidiaries, as listed below, are collectively referred to as "the group".

(i) Dolphin Cove (Negril) Limited was incorporated in Jamaica, on May 11, 2010, and commenced operations in September 2010. Its principal place of business is located at Point, Lucea, Hanover, Jamaica W.I. where it offered dolphin programmes and ancillary operations similar to that of the company. However, effective January 1, 2014, the company assumed its operations. Dolphin Cove (Negril) Limited continues to own the real estate in Hanover which is now leased to the company.

(ii) Too Cool Limited is incorporated in the Cayman Islands and owns land and buildings from which the company operates.

(iii) Cheshire Hall Limited was incorporated on June 22, 2012 as a St. Lucian International Business Company (IBC), controlled by the company through a deed. Its wholly-owned subsidiary, DCTCI Limited was incorporated in the Turks and Caicos Islands and owns land on which the group intends to develop an attraction.

(iv) Balmoral Dolphins Limited is a St. Lucia IBC, incorporated on April 5, 2012. Its wholly-owned subsidiary, Dolphin Cove TCI Limited, was incorporated in the Turks & Caicos Islands for the intended purpose of operating the attraction to be developed by DCTCI Limited.

(v) SB Holdings Limited was incorporated on November 4, 2013, as a St. Lucia IBC. Its wholly-owned subsidiary, Marine Adventure Park Limited, was also incorporated in St. Lucia and purchased land in St. Lucia on which the group intends to develop an attraction.

- (c) On November 18, 2015, World of Dolphins Inc. ("parent company"), incorporated in Barbados, acquired 229,610,218 shares in the company or 58.51% of its issued share capital, from a majority shareholder.

- (d) World of Dolphins, Inc. is a subsidiary of Controladora Dolphin SA de C.V. (intermediate holding company), which is in turn a subsidiary of Dolphin Capital Company, S. de RL de C.V. (ultimate holding company), referred to as the "Dolphin Discovery Group" – the 'wider group'. Both companies are incorporated in Mexico.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

1. Corporate structure and principal activities (cont'd)

- (e) On December 18, 2015, the parent company made a follow-up offer, expiring on January 8, 2016, to purchase all the remaining shares of the company, with the intention of not increasing its shareholdings beyond 79.99%. The offer was accepted by 110 shareholders tendering 48,815,711 ordinary shares or 12.44% of the issued share capital of the company. In addition, one of the lockout shareholders sold a further 35,475,929 shares to the parent company, at the offer price of \$0.1338 per share.
- (f) Effective January 8, 2016, World of Dolphins Inc. holds 79.99% of shares issued by Dolphin Cove Limited.

2. Statement of compliance and basis of preparation

(a) Statement of compliance:

The financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) and comply with the provisions of the Jamaican Companies Act. This is the first set of the group's annual financial statements in which IFRS 9, *Financial Instruments* and IFRS 15, *Revenue from Contracts with Customers* have been applied. Changes to significant accounting policies are described in note 3.

(b) New and amended standards and interpretations that are not yet effective:

Certain new and amended standards and interpretations have been issued which are not yet effective for the current year and which the group has not early adopted. The group has assessed them and determined that the following are relevant:

- Amendments to IFRS 9, *Financial Instruments*, effective retrospectively for annual reporting periods beginning on or after January 1, 2019, clarifies the treatment of:

(i) Prepayment features with negative compensation:

Financial assets containing prepayment features with negative compensation can now be measured at amortised cost or at fair value through other comprehensive income (FVOCI) if they meet the other relevant requirements of IFRS 9.

(ii) Modifications to financial liabilities:

If the initial application of IFRS 9 results in a change in accounting policy for these modifications or exchanges, then retrospective application is required, subject to particular transitional reliefs.

There is no change to the accounting for costs and fees when a liability has been modified (but not substantially) - these are recognised as an adjustment to the carrying amount of the liability and are amortised over the remaining term of the modified liability.

The group is assessing the impact that these amendments will have on its 2019 financial statements.

2. Statement of compliance and basis of preparation (cont'd)

(b) New and amended standards and interpretations that are not yet effective (cont'd):

- IFRIC 23, *Uncertainty Over Income Tax Treatments*, is effective for annual reporting periods beginning on or after January 1, 2019. Earlier application is permitted. IFRIC 23 clarifies the accounting for income tax treatments that have yet to be accepted by tax authorities and is to be applied to the determination of taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates, when there is uncertainty over income tax treatments under IAS 12.

An entity has to consider whether it is probable that the relevant tax authority would accept the tax treatment, or group of tax treatments, that is adopted in its income tax filing.

If the entity concludes that it is probable that the tax authority will accept a particular tax treatment in the tax return, the entity will determine taxable profit (tax loss), tax bases, unused tax losses, unused tax credits or tax rates consistently with the tax treatment included in its income tax filings and record the same amount in the financial statements. The entity will disclose uncertainty.

If the entity concludes that it is not probable that a particular tax treatment will be accepted, the entity has to use the most likely amount or the expected value of the tax treatment when determining taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates. The decision should be based on which method provides better prediction of the resolution of the uncertainty.

If facts and circumstances change, the entity is required to reassess the judgements and estimates applied.

IFRIC 23 reinforces the need to comply with existing disclosure requirements regarding:

- judgements made in the process of applying accounting policy to determine taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates;
- assumptions and other estimates used; and
- potential impact of uncertainties that are not reflected in the financial statements.

The group is assessing the impact that the interpretation will have on its 2019 financial statements.

- IFRS 16, *Leases*, which is effective for annual reporting periods beginning on or after January 1, 2019, eliminates the current dual accounting model for lessees, which distinguishes between on-balance sheet finance leases and off-balance sheet operating leases. Instead, there is a single, on-balance sheet accounting model that is similar to current finance lease accounting. Entities will be required to bring all major leases on-balance sheet, recognising new assets and liabilities. The on-balance sheet liability will attract interest; the total lease expense will be higher in the early years of a lease even if a lease has fixed regular cash rentals. Optional lessee exemption will apply to short-term leases and for low-value items with value of US\$5,000 or less.

2. Statement of compliance and basis of preparation (cont'd)

(b) New and amended standards and interpretations that are not yet effective (cont'd):

- IFRS 16, *Leases* (cont'd)

Lessor accounting remains similar to current practice as the lessor will continue to classify leases as finance and operating leases.

The group plans to apply IFRS 16 initially on January 1, 2019, using the modified retrospective approach. Therefore, the cumulative effect of adopting IFRS 16 will be recognised as an adjustment to the opening balance of retained earnings at January 1, 2019, with no restatement of comparative information.

The group plans to apply the practical expedient to grandfather the definition of a lease on transition. This means that it will apply IFRS 16 to all contracts entered into before January 1, 2019 and identified as leases in accordance with IAS 16 and IFRIC 4. The group is assessing the impact that this will have on its 2019 financial statements.

(c) Functional currency:

The financial statements are presented in United States dollars (\$), which is the functional currency of the group.

(d) Use of estimates and judgements:

The preparation of the financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the application of the group's accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual amounts could differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis.

(i) Allowance for impairment losses on receivables:

The impairment allowances for trade and other receivables were established until December 31, 2017 based on estimates of incurred losses arising from the failure or inability of the group's customers to make payments. This allowance was based on the ageing of customer accounts, customer creditworthiness and the group's historical write-off experiences. Effective January 1, 2018, such allowances are determined upon origination of the trade accounts receivable based on a model that calculates the expected credit loss ("ECL") of the trade accounts receivable.

2. Statement of compliance and basis of preparation (cont'd)

(d) Use of estimates and judgements (cont'd):

(i) Allowance for impairment losses on receivables (cont'd):

Under this ECL model, the group segments its accounts receivable in a matrix by days past due and determined for each age bracket an average rate of ECL, considering actual credit loss experience over the last 12 months and analysis of future delinquency, that is applied to the balance of the accounts receivable. The average ECL rate increases in each segment of days past due until the rate is 100% for the segment of 91 days or more past due. The use of assumptions make uncertainty inherent in such estimates.

In determining amounts recorded for impairment losses in the financial statements, management makes judgements regarding indicators of impairment, that is, whether there are indicators that there may be a measurable decrease in the estimated future cash flows from receivables, due to default or adverse economic conditions. Management also makes estimates of the likely estimated future cash flows from impaired receivables as well as the timing of such cash flows.

(ii) Fair value of land and buildings:

Land and buildings are revalued annually to fair market value at each reporting date. These valuations are conducted periodically by independent professional valuers, using recent selling prices of comparable properties.

However, as no two properties are exactly alike, adjustments are made to reflect differences between properties. Consequently, the determination of fair market value of the property requires that the valuers analyse the differences in relation to age and physical condition, time of sale, land to building ratio, the advantages and disadvantages of the location and other functional gains to be derived from the property, and make necessary adjustments.

(iii) Fair value of dolphins:

All dolphins are carried at fair value. The fair values are determined based on the market price of dolphins of similar age and recent transactions relating to the purchase and sale of dolphins within the wider group.

For further information in respect of the determination of fair values and the assumptions made see also notes 6(b), 10(a) and 11.

It is reasonably possible, based on existing knowledge, that outcomes within the next financial year that are different from those assumptions, could require a material adjustment to the carrying amount reflected in the financial statements.

2. Statement of compliance and basis of preparation (cont'd)

(e) Basis of consolidation:

The consolidated financial statements include the separate financial statements of the company and its subsidiaries (note 1), made up to December 31, 2018. The financial statements have been prepared using uniform accounting policies for like transactions and other events in similar circumstances.

(i) Subsidiaries:

Subsidiaries are entities controlled by the group. The group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. The financial statements of a subsidiary are included in the consolidated financial statements from the date control commences until the date that control ceases.

(ii) Transactions eliminated on consolidation:

Intra-group balances and transactions, and any unrealised income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements.

3. Changes in accounting policies

The group has initially adopted IFRS 9 *Financial Instruments* and IFRS 15 *Revenue from Contracts with Customers* from January 1, 2018. Other new standards were also effective from January 1, 2018 but they do not have a material effect on the group's financial statements.

New and amended standards issued that became effective during the year:

The effect of initially applying these standards is mainly attributed to the following:

- an increase in impairment losses recognised on financial assets;
- additional disclosures related to IFRS 9 [see notes 4(t) and 6];
- additional disclosures related to IFRS 15 [see note 4(o)].

As permitted by the transition provisions of IFRS 9, comparative information throughout these financial statements has not been restated to reflect the requirements of the standard.

Except for the changes below, the group has consistently applied the accounting policies as set out in note 4 to all periods presented in these financial statements.

3. Changes in accounting policies (cont'd)

New and amended standards issued that became effective during the year (cont'd):

(i) *IFRS 9, Financial Instruments*

IFRS 9 sets out requirements for recognising and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. This standard replaces IAS 39, *Financial Instruments: Recognition and Measurement*.

As a result of the adoption of IFRS 9, the group has adopted consequential amendments to IAS 1 *Presentation of Financial Statements*, which require separate presentation in the statement of profit or loss and other comprehensive income of interest revenue calculated using the effective interest method.

Additionally, the group has adopted consequential amendments to IFRS 7 *Financial Instruments: Disclosures* that are applied to disclosures for 2018, but have not been applied to the comparative information.

The key changes to the group's accounting policies and the full impact resulting from its adoption of IFRS 9 are summarised below.

The impact of transition to IFRS 9 on the impairment allowance (note 6) with impact on opening retained earnings is as follows:

| | <u>Group</u> | <u>Company</u> |
|---|------------------|----------------|
| Closing balance under IAS 39 (December 31, 2017) | 607,052 | 544,728 |
| Recognition of expected credit losses under IFRS 9: | | |
| Trade receivables | <u>79,405</u> | <u>79,405</u> |
| Opening balance under IFRS 9 (January 1, 2018) | <u>\$686,457</u> | <u>624,133</u> |

IFRS 9 contains three principal classification categories for financial assets: measured at amortised cost, fair value through other comprehensive income (FVOCI) and fair value through profit or loss (FVTPL). IFRS 9 classification is generally based on the business model in which a financial asset is managed and its contractual cash flows. The standard eliminates the previous IAS 39 categories of held-to-maturity, loans and receivables and available-for-sale. Under IFRS 9, derivatives embedded in contracts where the host is a financial asset in the scope of the standard are never separated. Instead, the whole hybrid instrument is assessed for classification.

IFRS 9 largely retains the existing requirements in IAS 39 for the classification and measurement of financial liabilities.

For an explanation of how the group classifies and measures financial instruments under IFRS 9, see note 4(t).

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

3. Changes in accounting policies (cont'd)

New and amended standards issued that became effective during the year (cont'd):

(i) IFRS 9, Financial Instruments (cont'd)

The following table and the accompanying notes explain the original measurement categories under IAS 39 and the new measurement categories under IFRS 9 for each class of the group's financial assets as at January 1, 2018.

The effect of adopting IFRS 9 on the carrying amounts of financial assets at January 1, 2018 relates solely to the new impairment requirements.

| | | Group | | | | |
|-----------------------------|-----------------------|---|--|---|-----------------|---|
| | | Original Classification under IAS 39 | New classification under IFRS 9 | IAS 39 carrying amount at December 31, 2017 | Remeasurement | IFRS 9 carrying amount at January 1, 2018 |
| Financial assets | | | | | | |
| Due from related companies | Loans and receivables | | Amortised cost | 1,449,800 | - | 1,449,800 |
| Trade and other receivables | Loans and receivables | | Amortised cost | 1,975,490 | (79,405) | 1,896,085 |
| Cash and cash equivalents | Loans and receivables | | Amortised cost | 850,676 | - | 850,676 |
| Fixed deposits | Held to maturity | | Amortised cost | <u>2,127</u> | <u>-</u> | <u>2,127</u> |
| Total financial assets | | | | <u>\$4,278,093</u> | <u>(79,405)</u> | <u>4,198,688</u> |
| | | Company | | | | |
| | | Original Classification | New classification under IFRS 9 | IAS 39 carrying amount at December 31, 2017 | Remeasurement | IFRS 9 carrying amount at January 1, 2018 |
| Financial assets | | | | | | |
| Due from related companies | Loans and receivables | | Amortised cost | 1,449,800 | - | 1,449,800 |
| Due from subsidiaries | Loans and receivables | | Amortised cost | 4,390,795 | - | 4,390,795 |
| Trade and other receivables | Loans and receivables | | Amortised cost | 1,975,030 | (79,405) | 1,895,625 |
| Cash and cash equivalents | Loans and receivables | | Amortised cost | 850,676 | - | 850,676 |
| Fixed deposits | Held to maturity | | Amortised cost | <u>2,127</u> | <u>-</u> | <u>2,127</u> |
| Total financial assets | | | | <u>\$8,668,428</u> | <u>(79,405)</u> | <u>8,589,023</u> |

3. Changes in accounting policies (cont'd)

New and amended standards issued that became effective during the year (cont'd):

(i) IFRS 9, *Financial Instruments* (cont'd)

Trade receivable that were classified as loans and receivables under IAS 39 are now classified at amortised cost. An increase of \$79,405 in the allowance for impairment over these receivables was recognised in opening retained earnings at January 1, 2018, on transition to IFRS 9.

Impairment of financial assets

IFRS 9 replace the “incurred loss” model in IAS 39 with an “expected credit loss” (ECL) model. The new impairment model applies to financial assets measured at amortised cost. Under IFRS 9, credit losses are recognised earlier than under IAS 39.

Transition

For assets in the scope of the IFRS 9 impairment model, impairment losses are generally expected to increase and become more volatile. The group has determined that application to IFRS 9’s impairment requirements at January 1, 2018, results in an additional allowance for impairment as follow:

| | <u>The Group and the Company</u> |
|--|----------------------------------|
| Loss allowance under IAS 39 at December 31, 2017 | 79,245 |
| Additional impairment recognised at January 1, 2018: | |
| Trade receivables | <u>79,405</u> |
| Loss allowance under IFRS 9 at January 1, 2018 | <u>\$158,650</u> |

Changes in accounting policies resulting from the adoption of IFRS 9 have been applied retrospectively, except that comparative periods generally have not been restated. Differences in the carrying amounts of financial assets resulting from the adoption of IFRS 9 are recognised in retained earnings as at January 1, 2018. Accordingly, the information presented for 2017, does not reflect the requirements of IFRS 9 and therefore is not comparable to the information presented for 2018 under IFRS 9.

(ii) IFRS 15, *Revenue from Contracts with Customers*

Under IFRS 15, an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services, following a five step model: Step 1: Identify the contract(s) with a customer (agreement that creates enforceable rights and obligations); Step 2: Identify the different performance obligations (promises) in the contract and account for those separately; Step 3: Determine the transaction price (amount of consideration to which an entity expects to be entitled in exchange for transferring promised goods or services); Step 4: Allocate the transaction price to each performance obligation based on the relative stand-alone selling prices of each distinct good or service; and Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation by transferring control of a promised good or service to the customer. A performance obligation may be satisfied at a point in time or over time.

3. Changes in accounting policies (cont'd)

New and amended standards issued that became effective during the year (cont'd):

(ii) IFRS 15, *Revenue from Contracts with Customers* (cont'd)

IFRS 15 also includes disclosure requirements to provide comprehensive information about the nature, amount, timing and uncertainty of revenue and cash flows arising from the entity's contracts with customers. IFRS 15 was effective on January 1, 2018, and supersedes all existing guidance on revenue recognition.

The adoption of IFRS 15 did not impact the timing or amount of sales from contracts with customers and the related assets and liabilities recognised by the group based on the nature of services offered by the group. Accordingly, the impact on the comparative information is limited to new disclosure requirements.

(iii) IFRIC 22, *Foreign Currency Transactions and Advance Consideration*, effective for annual reporting periods beginning on or after January 1, 2018, addresses how to determine the transaction date when an entity recognises a non-monetary asset or liability (e.g. non-refundable advance consideration in a foreign currency) before recognising the related asset, expense or income. It is not applicable when an entity measures the related asset, expense or income or initial recognition at fair value or at the fair value of the consideration paid or received at the date of initial recognition of the non-monetary asset or liability.

An entity is not required to apply this interpretation to income taxes or insurance contracts that it issues or reinsurance contracts held.

The interpretation clarifies that the transaction date is the date on which the group initially recognises the prepayment or deferred income arising from the advance consideration. For transactions involving multiple payments or receipts, each payment or receipt gives rise to a separate transaction date.

The adoption of this interpretation did not result in any change to the amounts recognised, presented and disclosed in the financial statements.

4. Significant accounting policies

(a) Foreign currencies:

(i) Foreign currency transactions and balances:

Monetary assets and liabilities denominated in foreign currencies are translated to the United States dollar (\$) at the rates of exchange at the reporting date. Non-monetary assets and liabilities that are measured at fair value in a foreign currency are translated to the functional currency at the exchange rate when the fair value was determined.

Transactions in foreign currencies are converted to the functional currency at the rates of exchange ruling at the dates of those transactions. Non-monetary items that are measured based on historical cost in a foreign currency are not translated.

4. Significant accounting policies (cont'd)

(a) Foreign currencies (cont'd):

(i) Foreign currency transactions and balances (cont'd):

Gains and losses arising from fluctuations in exchange rates are generally included in profit or loss. However, foreign currency differences arising from the translation of available-for-sale equity investments are recognised in other comprehensive income, except on impairment, in which case the foreign currency differences that have been recognised in other comprehensive income are reclassified to profit or loss.

(ii) Foreign operations:

The assets and liabilities of foreign operations are translated into the group's functional currency at exchange rates at the reporting date. The income and expenses for foreign operations are translated into the group's presentation currency at exchange rates at the date of those transactions. These foreign currency differences are recognised in other comprehensive income and accumulated in the foreign currency translation reserve.

Foreign exchange gains or losses arising on a monetary item receivable from or payable to a foreign operation are recognised in the consolidated financial statements in other comprehensive income and presented within equity in the foreign currency translation reserve. In the separate financial statements of the company, these foreign exchange gains or losses are recognised in profit or loss.

(b) Cash and cash equivalents:

Cash and cash equivalents comprise cash in hand and at bank including short-term deposits, where the original maturities of such deposits do not exceed three months.

Bank overdrafts that are repayable on demand and form an integral part of the group's cash management activities, are included as a component of net cash resources for the purpose of the statements of cash flows.

(c) Securities purchased under resale agreements:

Securities purchased under resale agreements are short-term transactions in which the group makes funds available to other parties and in turn receives securities which it agrees to resell on a specified date at a specified price. Resale agreements are accounted for as short-term collateralised lending.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

4. Significant accounting policies (cont'd)

(d) Investments:

Fixed deposits that were previously classified as held-to-maturity are now classified at amortised cost. The group intends to hold the assets to maturity to collect contractual cash flows and these cash flows consist solely of payments of principal and interest on the principal amount outstanding. There was no increase in the allowance for impairment recognised in opening retaining earnings at January 1, 2018 on transition to IFRS 9.

(e) Accounts receivable:

Accounts receivable comprising trade and other receivables are measured at amortised cost, less impairment losses.

(f) Related parties:

A related party is a person or company that is related to the company that is preparing its financial statements (referred to in IAS 24 *Related Party Disclosures* as the “reporting entity”).

(a) A person or a close member of that person’s family is related to a reporting entity if that person:

- (i) has control or joint control over the reporting entity;
- (ii) has significant influence over the reporting entity; or
- (iii) is a member of the key management personnel of the reporting entity or of a parent of the reporting entity.

(b) An entity is related to a reporting entity if any of the following conditions applies:

- (i) The entity and the reporting entity are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others).
- (ii) One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member).
- (iii) Both entities are joint ventures of the same third party.
- (iv) One entity is a joint venture of a third entity and the other entity is an associate of the third entity.

4. Significant accounting policies (cont'd)

(f) Related parties (cont'd):

(b) An entity is related to a reporting entity if any of the following conditions applies (cont'd):

(v) The entity is a post-employment benefit plan for the benefit of employees of either the reporting entity or an entity related to the reporting entity.

(vi) The entity is controlled, or jointly controlled by a person identified in (a).

(vii) A person identified in (a)(i) has significant influence over the reporting entity or is a member of the management personnel of the reporting entity (or of a parent of the company).

(viii) The entity, or any member of a group of which it is a part, provides key management services to the reporting entity or the parent of the reporting entity.

(c) A related party transaction involves transfer of resources, services or obligations between related parties, regardless of whether a price is charged.

(g) Inventories:

Inventories are measured at the lower of cost, determined on the weighted average basis, and net realisable value.

(h) Property, plant and equipment:

(i) Recognition and measurement:

Land and buildings are measured at valuation, less subsequent depreciation. All other categories of property, plant and equipment are measured at cost less accumulated depreciation and impairment losses.

Any revaluation increase arising on the revaluation of land and buildings is credited to capital reserves through other comprehensive income, except to the extent that it reverses a revaluation decrease for the same asset previously recognised in profit or loss, in which case the increase is credited to profit or loss to the extent of the decrease previously charged. A decrease in carrying amount arising on the revaluation of such land and buildings is charged to profit or loss to the extent that it exceeds the balance, if any, held in capital reserve relating to a previous revaluation of such assets.

4. Significant accounting policies (cont'd)

(h) Property, plant and equipment (cont'd):

(i) Recognition and measurement (cont'd):

On a sale or retirement of the revalued asset, the attributable revaluation surplus remaining in unrealised capital reserve is transferred directly to realised reserve.

Cost includes expenditures that are attributable to the acquisition of the asset. The cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item, if it is probable that the future economic benefit embodied within the part will flow to the group and its cost can be measured reliably.

The costs of day-to-day servicing of property, plant and equipment are recognised in profit or loss as incurred.

The cost of self-constructed assets includes the cost of materials, direct labour and related costs to put the asset into service. Borrowing costs, including but not limited to, interest on borrowings and exchange differences arising on such borrowings, that are directly attributable to the acquisition and/or construction of a qualifying asset are capitalised as part of the cost of that asset.

Capitalisation of borrowing costs ceases when substantially all the activities necessary to prepare the qualifying asset for its intended use are complete. Thereafter, borrowing costs are recognised in profit or loss when they are incurred.

If significant parts of an item of property, plant and equipment have different useful lives, then they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment is recognised in profit or loss.

(ii) Subsequent expenditure:

Subsequent expenditure is capitalised only if it is probable that future economic benefits associated with the expenditure will flow to the group.

(iii) Depreciation:

Depreciation is recognised in profit or loss on the straight-line basis computed at annual rates estimated to write down the assets to their estimated residual values over their estimated useful lives.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

4. Significant accounting policies (cont'd)

(h) Property, plant and equipment (cont'd):

(iii) Depreciation (cont'd):

The estimated useful lives are as follows:

| | |
|-----------------------------------|----------|
| Buildings | 40 years |
| Leasehold improvements | 10 years |
| Furniture, fixtures and equipment | 10 years |
| Computers | 5 years |
| Motor vehicles | 5 years |
| Dune buggies | 3 years |

No depreciation is charged on land and capital work-in-progress.

(i) Live assets:

This comprises the carrying value of dolphins and other marine life, as well as birds and animals capitalised. Dolphins are stated at valuation and are amortised over an estimated life span of thirty years. The remaining useful life of dolphins approaching an estimated useful life span of thirty years during production is reassessed and estimated by qualified professional based on health and other relevant factors. Other marine life, as well as birds and animals are stated at cost less amortisation over periods not exceeding fifteen years.

(j) Accounts payable:

Trade and other payables are measured at amortised cost.

(k) Provisions:

A provision is recognised when the group has a legal or constructive obligation as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and the amount can be estimated reliably. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the obligation.

(l) Interest bearing borrowings:

Interest bearing borrowings are recognised initially at cost. Subsequent to initial recognition, interest bearing borrowings are stated at amortised cost, with any difference between cost and redemption value being recognised in profit or loss over the period of the borrowing on an effective interest basis.

4. Significant accounting policies (cont'd)

(m) Share capital and dividends:

Ordinary shares are classified as equity and carried at cost. Incremental costs directly attributable to the issue of ordinary shares, net of any tax effects, are recognised as a deduction from equity.

Dividends on ordinary shares are recognised as a liability in the period in which they are declared.

(n) Impairment:

The carrying amounts of the group's assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated. An impairment loss is recognised whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognised in profit or loss.

When a decline in the fair value of an available-for-sale financial asset has been recognised directly in other comprehensive income and there is objective evidence that the asset is impaired, the cumulative loss that had been recognised directly in other comprehensive income is recognised in profit or loss even though the financial asset has not been derecognised. The amount of the cumulative loss that is recognised in profit or loss is the difference between the acquisition cost and current fair value less any impairment loss on that financial asset previously recognised in profit or loss.

(i) Calculation of recoverable amounts:

The recoverable amount of the company's receivables is calculated as the present value of expected future cash flows, discounted at the original effective interest rate inherent in the asset. Receivables with a short duration are not discounted.

The recoverable amount of other assets is the greater of their net selling price 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 an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash-generating unit to which the asset belongs.

(ii) Reversals of impairment:

An impairment loss in respect of receivables is reversed if the subsequent increase in recoverable amount can be related objectively to an event occurring after the impairment loss was recognised.

An impairment loss in respect of an investment in an equity instrument classified as available-for-sale is not reversed through profit or loss, but through other comprehensive income. If the fair value of a debt instrument classified as available-for-sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss shall be reversed, with the amount of the reversal recognised in the profit or loss.

4. Significant accounting policies (cont'd)

(n) Impairment (cont'd):

(ii) Reversals of impairment (cont'd):

In respect of other assets, an impairment loss is reversed if there has been a change in the estimate used to determine the recoverable amount.

An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

(o) Revenue recognition:

The effects of initially applying IFRS 15 on the group's revenue from contracts is described in note 3(ii).

Revenue recognition under IFRS 15 (applicable from January 1, 2018).

Revenue from services is measured at fair value of the consideration received or receivable, net of volume rebates and sales taxes.

Performance obligations and revenue recognition policies:

The nature and timing of the satisfaction of performance obligations in contracts with customers, including significant payment terms, and the related revenue recognition policies are as follows:

| <i>Type of products and services</i> | <i>Nature and timing of satisfaction of performance obligations, including significant payment terms.</i> | <i>Revenue recognition under IFRS 15.</i> |
|--------------------------------------|--|---|
| Rendering of services | Customers obtain control of service when programme attraction service and ancillary service have been provided. Invoices for services are generated at that point in time. Invoices are usually payable within 30 days. | The group recognises revenue at a point in time as services are provided. |

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

4. Significant accounting policies (cont'd)

(o) Revenue recognition (cont'd):

Revenue recognition under IFRS 15 (applicable from January 1, 2018) (cont'd).

| <i>Type of products and services</i> | <i>Nature and timing of satisfaction of performance obligations, including significant payment terms.</i> | <i>Revenue recognition under IFRS 15</i> |
|--------------------------------------|--|--|
| Sale of goods | Customers obtain control of goods when the good is transferred to the customer. Invoices for goods are generated at that point in time. | Revenue is recognised at a point in time in the amount of the price, before tax on sales, expected to be received by the group for goods and services supplied as a result of their ordinary activities, as contractual performance obligations are fulfilled, and control of goods and services passes to the customer. Revenues are decreased by any trade discounts granted to customers. |

(i) Rendering of services *(policy applicable before January 1, 2018):*

Revenue from the provision of services is recognised when the service has been provided to customers.

(ii) Sale of goods *(policy applicable before January 1, 2018):*

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership have been transferred to the buyer. No revenue is recognised if there are significant uncertainties regarding recovery of the consideration due.

(iii) Finance income:

Finance income comprises interest earned on funds invested and foreign exchange gains recognised in profit or loss. Interest income is recognised in profit or loss as it accrues, taking into account the effective yield on the asset.

(p) Employee benefits:

Employee benefits include current or short-term benefits such as salaries, statutory contributions paid, annual vacation leave and non-monetary benefits such as medical care and housing. Short-term employee benefits are recognised as a liability, net of payments made, and charged as expenses. The expected cost of vacation leave that accumulates is recognised over the period that the employees become entitled to the leave.

4. Significant accounting policies (cont'd)

(q) Expenses:

(i) Expenses:

Expenses are recognised on the accrual basis.

(ii) Finance costs:

Finance costs comprise interest incurred on borrowings, calculated using the effective interest method, foreign exchange losses and bank related charges.

(iii) Operating lease payments:

Payments under leases are recognised in profit or loss on the straight-line basis over the term of the lease.

(r) Income taxes:

(i) Current tax:

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in profit or loss, except to the extent that it relates to items recognised directly to equity, in which case it is recognised in other comprehensive income.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

(ii) Deferred tax:

Deferred tax is provided for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted at the reporting date.

A deferred tax liability is recognised for taxable temporary differences, except to the extent that the group is able to control the timing of the reversal of the temporary difference and it is probable that the temporary differences will not reverse in the foreseeable future.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

4. Significant accounting policies (cont'd)

(s) Segment reporting:

An operating segment is a component of the group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the group's other components. Each operating segment's operating results are reviewed regularly by the group's Chief Operating Decision Maker ("CODM"), to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial information is available. The group has identified the Managing Director as its CODM.

During the year, a review of the operating segment was conducted. Based on the economic and operational similarities and the way the CODM monitors the operations, the group has concluded that its operating segments should be aggregated and that it has one operating segment.

(t) Financial instruments:

A financial instrument is any contract that gives rise to a financial asset of one enterprise and a financial liability or equity instrument of another enterprise.

For the purpose of these financial statements, financial assets have been determined to include cash and cash equivalents, investments, accounts receivable and related party receivables. Similarly, financial liabilities include bank overdrafts, accounts payable, long-term liabilities and related party payables.

Classification and subsequent measurement

Financial assets – Policy applicable from January 1, 2018

The financial assets that meet both of the following conditions and are not designated as at fair value through profit or loss: a) are held within a business model whose objective is to hold assets to collect contractual cash flows, and b) its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding, are classified as "Held to collect" and measured at amortised cost.

Amortised cost represents the net present value ("NPV") of the consideration receivable or payable as of the transaction date. This classification of financial assets comprises the following captions:

- Cash and cash equivalents
- Fixed deposits
- Trade and other receivables
- Due from related companies
- Due from parent company
- Due from subsidiaries

4. Significant accounting policies (cont'd)

(t) Financial instruments (cont'd):

Classification and subsequent measurement (cont'd)

Financial assets – Policy applicable from January 1, 2018 (cont'd)

Due to their short-term nature, the group initially recognises these assets at the original invoiced or transaction amount less expected credit losses

Subsequent measurement

The subsequent measurement of financial assets depends on their classification as described in the particular recognition methods disclosed in their individual policy statements associated with each item.

Impairment of financial assets

Impairment losses of financial assets, including receivables, are recognised using the expected credit loss model for the entire lifetime of such financial assets on initial recognition, and at each subsequent reporting period, even in the absence of a credit event or if a loss has not yet been incurred, considering their measurement past events and current conditions, as well as reasonable and supportable forecasts affecting collectability.

Derecognition

A financial asset is primarily derecognised when the rights to receive cash flows from the asset have expired, or the group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the group has transferred substantially all the risks and rewards of the asset, or (b) the group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

Financial liabilities

Initial recognition and measurement

All financial liabilities are recognised initially at fair value and in the case of loans and borrowings, plus directly attributable transaction costs. The group's financial liabilities, which include payables and accruals, bank borrowings and loan obligations, due to other related companies which are recognised initially at fair value.

Subsequent measurement

The subsequent measurement of financial liabilities depends on their classification as described in the particular recognition methods disclosed in their individual policy statements associated with each item.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

4. Significant accounting policies (cont'd)

(t) Financial instruments (cont'd):

Classification and subsequent measurement (cont'd)

Financial liabilities (cont'd)

Derecognition

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires.

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognised in the statement of profit or loss.

Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

(u) Fair value measurement:

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

When available, the fair value of an instrument is measured by using the quoted price in an active market for that instrument. A market is regarded as active if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

If there is no quoted price in an active market, valuation techniques are used that maximise the use of relevant observable inputs and minimise the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

4. Significant accounting policies (cont'd)

(u) Fair value measurement (cont'd):

Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

- Level 1 – Quoted market price (unadjusted) in an active market for identical assets or liabilities.
- Level 2 – Valuation techniques based on observable inputs, either directly (i.e. as prices) or indirectly (i.e., derived from prices). This category includes instruments valued using: quoted market prices in active markets for similar instruments; quoted prices for identical or similar instruments in markets that are considered less than active; or other valuation techniques where all significant inputs are directly or indirectly observable from market data.
- Level 3 – Valuation techniques using significant unobservable inputs. This category includes all instruments where the valuation technique includes inputs not based on observable data and the unobservable inputs have a significant effect on the instrument's valuation. This category includes instruments that are valued based on quoted prices for similar instruments where significant unobservable adjustments or assumptions are required to reflect differences between the instruments.

5. Investments

| | <u>The Group and the Company</u> | |
|-----------------|----------------------------------|--------------|
| | <u>2018</u> | <u>2017</u> |
| Current: | | |
| Amortised cost: | | |
| Fixed deposits | \$ <u>2,127</u> | <u>2,127</u> |

6. Trade and other receivables

| | <u>The Group</u> | | <u>The Company</u> | |
|--------------------------------|--------------------|--------------------|--------------------|--------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Trade receivables | 2,070,389 | 2,308,843 | 2,008,017 | 2,246,471 |
| Other receivables (a) | <u>270,852</u> | <u>273,699</u> | <u>270,440</u> | <u>273,287</u> |
| | 2,341,241 | 2,582,542 | 2,278,457 | 2,519,758 |
| Less: Allowance for impairment | (<u>447,618</u>) | (<u>607,052</u>) | (<u>385,294</u>) | (<u>544,728</u>) |
| | <u>\$1,893,623</u> | <u>1,975,490</u> | <u>1,893,163</u> | <u>1,975,030</u> |

(a) Other receivables include:

Amounts due from related parties aggregating \$110,932 (2017: \$92,254) for the group and the company.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

6. Trade and other receivables (cont'd)

(b) Impairment allowance:

The average ECL rate used as at December 31, 2018 to apply against the accounts receivable balance less 90 days was 19.2% for the company and 21.6% for the group [Note 26 (a)]. Comparative amounts for 2017 represent the allowance for impairment losses under IAS 39.

Changes in impairment allowance

| | <u>Group</u> | | <u>Company</u> | |
|-----------------------------------|------------------|----------------|------------------|----------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Balance as at January 1 | 607,052 | 527,807 | 544,728 | 465,483 |
| Transitional adjustment [Note 3] | 79,405 | - | 79,405 | - |
| Write-off | (174,447) | - | (174,447) | - |
| (Reduction)/increase in allowance | <u>(64,392)</u> | <u>79,245</u> | <u>(64,392)</u> | <u>79,245</u> |
| Balance as at December 31 | <u>\$447,618</u> | <u>607,052</u> | <u>385,294</u> | <u>544,728</u> |

7. Related party balances and transactions

(a) Identity of related parties:

The company has related party relationships with its parent company, its holding companies, subsidiaries, fellow subsidiaries, its directors and key management personnel.

(b) The statement of financial position includes balances arising in the ordinary course of business with related parties as follows:

(i) Due from subsidiaries – non-current:

| | | <u>The Company</u> | |
|--------------------------------|-----|--------------------|------------------|
| | | <u>2018</u> | <u>2017</u> |
| Dolphin Cove (Negril) Limited: | | | |
| 10% US\$ loan | (a) | 1,522,089 | 1,545,111 |
| DCTCI Limited: | | | |
| 3.5% US\$ loan | (b) | 1,943,316 | 1,872,199 |
| Marine Adventure Park Limited | | | |
| 3.5% US\$ loan | (c) | 1,010,312 | 968,185 |
| Dolphin Cove TCI Limited | (d) | 3,150 | 1,550 |
| SB Holdings | (e) | 1,750 | 1,750 |
| Cheshire Hall Limited | (f) | 1,000 | 1,000 |
| Balmoral Dolphins Limited | (g) | <u>1,000</u> | <u>1,000</u> |
| | | <u>\$4,482,617</u> | <u>4,390,795</u> |

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

7. Related party balances and transactions (cont'd)

(b) (Continued)

(i) Due from subsidiaries - non-current (cont'd):

- (a) This loan bears interest at 10% per annum, is unsecured and has no fixed repayment terms. However, the company's intent is not to require repayment within 12 months of the reporting date.
- (b) These balances materially comprise advances for the purchase of property and expenses incurred so far in respect of the proposed developments in St. Lucia and the Turks & Caicos Islands [note 10(c)]. These loans, along with additional advances during the year, are unsecured, bear interest at 3.5% per annum and have no fixed repayment terms. However, the company's intent is not to require repayment within 12 months of the reporting date.
- (c) This balance comprises professional fees and other expenses in respect of the expansion of the experience at Marine Adventure Park Limited [note 10(c)]. These loans, along with additional advances during the year, are unsecured, bear interest at 3.5% per annum and have no fixed repayment terms. However, the company's intent is not to require repayment within 12 months of the reporting date.
- (d) This balance comprises an advance for professional fees due from Dolphin Cove TCI Limited that is unsecured, interest free and repayable on demand.
- (e) This balance comprises an advance for professional fees due from SB Holdings Ltd. that is unsecured, interest free and repayable on demand.
- (f) This balance comprises an advance for professional fees due from Cheshire Hall Limited that is unsecured, interest free and repayable on demand.
- (g) This balance comprises an advance for professional fees due from Balmoral Dolphins Limited that is unsecured, interest free and repayable on demand.

(ii) Due from related companies

| | <u>The Group and the Company</u> | |
|-----------------------------------|----------------------------------|------------------|
| | <u>2018</u> | <u>2017</u> |
| (a) Current: | | |
| Dolphin Discovery Tortola BVI | 34,347 | 34,347 |
| Dtraveller Limited | 376,440 | 224,683 |
| Controladora Dolphin S.A. de C.V. | - | 8,521 |
| Viajero Cibernetico S.A. | - | <u>72,237</u> |
| | <u>\$ 410,787</u> | <u>339,788</u> |
| (b) Non-current: | | |
| Dolphin Discovery Inc. | <u>\$1,110,012</u> | <u>1,110,012</u> |

This amount is the initial deposit in respect of the construction of a new dolphin encounter park, to be located in St. Lucia. This deposit represents forty percent (40%) of the estimated amount of the aggregate park cost. [See note 25(b)(i)].

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

7. Related party balances and transactions (cont'd)

(b) (Continued)

(iii) Due from parent company.

| | <u>The Group and the Company</u> | |
|------------------------|----------------------------------|-------------|
| | <u>2018</u> | <u>2017</u> |
| World of Dolphins Inc. | \$264,000 | - |

This represents shelter fees due from World of Dolphins Inc. in respect of dolphins brought from the British Virgin Islands, is unsecured, interest free and repayable on demand.

(iv) Amounts due to other related companies are interest free, unsecured and repayable on demand.

| | <u>The Group and the Company</u> | |
|------------------------------------|----------------------------------|---------------|
| | <u>2018</u> | <u>2017</u> |
| Controladora Dolphin S.A. de C.V. | 46,745 | - |
| Dolphin Discovery Anguilla Limited | 14,946 | 14,946 |
| Dolphin Cove Cayman Limited | 12,385 | 5,854 |
| Viajero Cibernetico S.A. | 23,629 | - |
| | <u>\$97,705</u> | <u>20,800</u> |

(v) Amounts due to subsidiaries are interest free, unsecured and repayable on demand.

| | <u>The Company</u> | |
|--------------------------------|--------------------|-------------|
| | <u>2018</u> | <u>2017</u> |
| Due from Balmoral Dolphins | 100 | 100 |
| Due from Cheshire Hall Limited | 100 | 100 |
| Due from SB Holdings Limited | 100 | 100 |
| | <u>\$300</u> | <u>300</u> |

(c) Profit or loss includes the following (income)/expense transactions with related parties in the ordinary course of business (not disclosed elsewhere).

| | <u>The Group</u> | | <u>The Company</u> | |
|---|------------------|----------------|--------------------|----------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| | <u>\$</u> | <u>\$</u> | <u>\$</u> | <u>\$</u> |
| Management fees to intermediate holding company | 294,826 | 390,788 | 294,826 | 390,788 |
| Rental paid to a subsidiary | - | - | 176,988 | 176,988 |
| Interest earned from subsidiaries [note 7(b)(i)(a),(b),(c)] | - | - | (244,121) | (238,821) |
| Commissions paid to related companies | - | 180,000 | - | 180,000 |
| | <u>-</u> | <u>180,000</u> | <u>-</u> | <u>180,000</u> |

Other related party balances and transactions are disclosed in note (d) below, 6(a), 9 and note 25(a).

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

7. Related party balances and transactions (cont'd)

(d) Key management personnel compensation:

| | <u>The Group and the Company</u> | |
|--|----------------------------------|----------------|
| | <u>2018</u> | <u>2017</u> |
| | <u>\$</u> | <u>\$</u> |
| Directors' emoluments: | | |
| Fees | 60,626 | 20,216 |
| Management | 15,466 | 65,016 |
| Key management personnel compensation* | <u>223,902</u> | <u>172,164</u> |

*Key management personnel compensation is included in staff costs [note 19(c)].

Directors of the company and entities under their control hold approximately 82% (2017: 82%) of the voting stock units of the company [see note 1(c) and (e)].

8. Inventories

| | <u>The Group and the Company</u> | |
|---|----------------------------------|-----------------|
| | <u>2018</u> | <u>2017</u> |
| Items for resale | 271,489 | 337,545 |
| Dolphin food | <u>83,609</u> | <u>43,745</u> |
| | 355,098 | 381,290 |
| Less: Allowance for impairment | <u>-</u> | <u>(5,231)</u> |
| | <u>\$355,098</u> | <u>376,059</u> |
| Inventories charged to expenses during the year | <u>\$432,206</u> | <u>351,947</u> |

9. Investment in subsidiaries

This represents the cost of the company's 100% interest in the shares of its subsidiaries [note 1(b)].

| | <u>The Company</u> | |
|---------------------------|--------------------|----------------|
| | <u>2018</u> | <u>2017</u> |
| Too Cool Limited | 314,239 | 314,239 |
| Cheshire Hall Limited | 100 | 100 |
| Balmoral Dolphins Limited | 100 | 100 |
| SB Holdings Limited | <u>100</u> | <u>100</u> |
| | <u>\$314,539</u> | <u>314,539</u> |

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

10. Property, plant and equipment

| | The Group | | | | | Total |
|------------------------|--------------------|------------------------|--|-------------------------------|--------------------------|------------|
| | Land and buildings | Leasehold improvements | Furniture, fixtures, computers & equipment | Motor vehicles & dune buggies | Capital work-in-progress | |
| Cost or valuation: | | | | | | |
| December 31, 2016 | 15,274,830 | 216,421 | 3,759,144 | 836,142 | 2,889,609 | 22,976,146 |
| Additions | 167,444 | 382,937 | 494,501 | 119,854 | 241,699 | 1,406,435 |
| Disposal | - | - | - | (9,920) | - | (9,920) |
| December 31, 2017 | 15,442,274 | 599,358 | 4,253,645 | 946,076 | 3,131,308 | 24,372,661 |
| Additions | - | 265,669 | 657,685 | 246,307 | 204,319 | 1,373,980 |
| Transfer | 892,502 | (541,310) | - | - | (351,192) | - |
| Revaluation | 671,223 | - | - | - | - | 671,223 |
| Disposal | - | - | (227) | - | - | (227) |
| December 31, 2018 | 17,005,999 | 323,717 | 4,911,103 | 1,192,383 | 2,984,435 | 26,417,637 |
| Depreciation: | | | | | | |
| December 31, 2016 | 336,740 | 32,689 | 1,892,131 | 421,953 | - | 2,683,513 |
| Charge for the year | 130,533 | 27,860 | 387,992 | 217,827 | - | 764,212 |
| Eliminated on disposal | - | - | - | (6,512) | - | (6,512) |
| December 31, 2017 | 467,273 | 60,549 | 2,280,123 | 633,268 | - | 3,441,213 |
| Charge for the year | 134,849 | 67,625 | 424,651 | 128,789 | - | 755,914 |
| Transfers | 47,252 | (47,252) | - | - | - | - |
| Revaluation | (458,921) | - | - | - | - | (458,921) |
| Eliminated on disposal | - | - | (91) | - | - | (91) |
| December 31, 2018 | 190,453 | 80,922 | 2,704,683 | 762,057 | - | 3,738,115 |
| Net book values: | | | | | | |
| December 31, 2018 | \$16,815,546 | 242,795 | 2,206,420 | 430,326 | 2,984,435 | 22,679,522 |
| December 31, 2017 | \$14,975,001 | 538,809 | 1,973,522 | 312,808 | 3,131,308 | 20,931,448 |

| | The Company | | | | | Total |
|------------------------|--------------------|------------------------|--|-------------------------------|--------------------------|------------|
| | Land and buildings | Leasehold improvements | Furniture, fixtures, computers & equipment | Motor vehicles & dune buggies | Capital work-in-progress | |
| Cost or valuation: | | | | | | |
| December 31, 2016 | 6,184,906 | 216,421 | 3,458,539 | 796,039 | 163,044 | 10,818,949 |
| Additions | 153,795 | 382,937 | 494,501 | 119,854 | 133,027 | 1,284,114 |
| Disposal | - | - | - | (9,920) | - | (9,920) |
| December 31, 2017 | 6,338,701 | 599,358 | 3,953,040 | 905,973 | 296,071 | 12,093,143 |
| Additions | - | 265,669 | 657,685 | 246,307 | 187,310 | 1,356,971 |
| Transfer | 335,237 | (335,237) | - | - | - | - |
| Revaluation | (243,938) | - | - | - | - | (243,938) |
| Disposal | - | - | (227) | - | - | (227) |
| December 31, 2018 | 6,430,000 | 529,790 | 4,610,498 | 1,152,280 | 483,381 | 13,205,949 |
| Depreciation: | | | | | | |
| December 31, 2016 | 222,469 | 32,689 | 1,729,169 | 386,118 | - | 2,370,445 |
| Charge for the year | 92,442 | 27,860 | 356,223 | 213,557 | - | 690,082 |
| Eliminated on disposal | - | - | - | (6,512) | - | (6,512) |
| December 31, 2017 | 314,911 | 60,549 | 2,085,392 | 593,163 | - | 3,054,015 |
| Charge for the year | 96,758 | 67,625 | 403,228 | 123,413 | - | 691,024 |
| Transfers | 47,252 | (47,252) | - | - | - | - |
| Revaluation | (458,921) | - | - | - | - | (458,921) |
| Eliminated on disposal | - | - | (91) | - | - | (91) |
| December 31, 2018 | - | 80,922 | 2,488,529 | 716,576 | - | 3,286,027 |
| Net book values: | | | | | | |
| December 31, 2018 | \$6,430,000 | 448,868 | 2,121,969 | 435,704 | 483,381 | 9,919,922 |
| December 31, 2017 | \$6,023,790 | 538,809 | 1,867,648 | 312,810 | 296,071 | 9,039,128 |

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

10. Property, plant and equipment (cont'd)

- (a) The group's land and buildings were revalued as at December 31, 2018 on an open market basis by Property Consultants Limited (an independent firm of registered real estate agents, appraisers, auctioneers and consultants) of Kingston, Jamaica.

This fair value was determined using level 3 fair value measurements as the valuation model used both observable and unobservable inputs and the unobservable inputs are considered significant to the fair value measurement [see also note 2(d)(ii)].

The surpluses arising on revaluation are recognised in other comprehensive income and included in capital reserves (note 17).

- (b) Land and buildings include land at a valuation of \$12,656,000 (2017: \$11,289,041) for the group and \$3,180,000 (2017: \$2,541,185) for the company.
- (c) Capital work-in-progress includes land, at a cost of \$1,850,000 (2017: \$1,850,000), and related expenditure incurred in connection with the planned development of an attraction in the Turks and Caicos Islands and St. Lucia [note 1(b)(iii) and (v)].
- (d) As at December 31, 2018, properties with a carrying value of approximately J\$1 billion (2017: J\$1 billion) were subject to registered mortgages and debentures that form security for certain bank loans [see note 15(a)].

11. Live assets

| | <u>The Group</u> | | |
|-------------------------|--------------------|----------------|------------------|
| | <u>Dolphins</u> | <u>Other</u> | |
| | <u>costs</u> | <u>animals</u> | <u>Total</u> |
| At cost/valuation: | | | |
| December 31, 2016 | 6,380,179 | 219,609 | 6,599,788 |
| Additions | <u>404,092</u> | <u>6,068</u> | <u>410,160</u> |
| December 31, 2017 | 6,784,271 | 225,677 | 7,009,948 |
| Additions | 23,295 | 4,454 | 27,749 |
| Fair value appreciation | <u>880,000</u> | <u>-</u> | <u>880,000</u> |
| December 31, 2018 | <u>7,687,566</u> | <u>230,131</u> | <u>7,917,697</u> |
| Amortisation: | | | |
| December 31, 2016 | 2,597,211 | 137,044 | 2,734,255 |
| Charge for the year | <u>292,048</u> | <u>14,777</u> | <u>306,825</u> |
| December 31, 2017 | 2,889,259 | 151,821 | 3,041,080 |
| Charge for the year | <u>323,740</u> | <u>14,982</u> | <u>338,722</u> |
| December 31, 2018 | <u>3,212,999</u> | <u>166,803</u> | <u>3,379,802</u> |
| Net book values: | | | |
| December 31, 2018 | <u>\$4,474,567</u> | <u>63,328</u> | <u>4,537,895</u> |
| December 31, 2017 | <u>\$3,895,012</u> | <u>73,856</u> | <u>3,968,868</u> |

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

11. Live assets (cont'd)

| | <u>The Company</u> | | |
|-------------------------|-----------------------|----------------------|------------------|
| | <u>Dolphins costs</u> | <u>Other animals</u> | <u>Total</u> |
| At cost/valuation: | | | |
| December 31, 2016 | 6,380,179 | 214,432 | 6,594,611 |
| Additions | <u>404,092</u> | <u>6,068</u> | <u>410,160</u> |
| December 31, 2017 | 6,784,271 | 220,500 | 7,004,771 |
| Additions | 23,295 | 4,454 | 27,749 |
| Fair value appreciation | <u>880,000</u> | <u>-</u> | <u>880,000</u> |
| December 31, 2018 | <u>7,687,566</u> | <u>224,954</u> | <u>7,912,520</u> |
| Amortisation: | | | |
| December 31, 2016 | 2,597,211 | 135,477 | 2,732,688 |
| Charge for the year | <u>292,048</u> | <u>14,432</u> | <u>306,480</u> |
| December 31, 2017 | 2,889,259 | 149,909 | 3,039,168 |
| Charge for the year | <u>323,652</u> | <u>14,835</u> | <u>338,487</u> |
| December 31, 2018 | <u>3,212,911</u> | <u>164,744</u> | <u>3,377,655</u> |
| Net book values: | | | |
| December 31, 2018 | <u>\$4,474,655</u> | <u>60,210</u> | <u>4,534,865</u> |
| December 31, 2017 | <u>\$3,895,012</u> | <u>70,591</u> | <u>3,965,603</u> |

The group's Dolphins were revalued as at December 31, 2018, by management on the basis of the market price of dolphins of similar age and recent transactions relating to the purchase and sale of dolphins within the wider group. The surpluses arising on revaluation are recognised in other comprehensive income and included in capital reserves (note 17).

This fair value measurements for dolphins have been categorized as Level 2 fair values based on observable market data. The directors have determined that the market values of these dolphins as at the reporting date are not materially different from their carrying value.

During the year, management reviewed the estimated useful life of its Dolphins and determined an estimated useful life span of dolphins during production, to be thirty years.

12. Bank overdrafts

The group has a J\$6.5 million overdraft facility, with The Bank of Nova Scotia Jamaica Limited at an interest rate of 17.75%, which is secured by a hypothecation of cash deposits. Bank overdraft, in the current and prior year, represent credit balances in the amount of \$54,389 and \$18,746 respectively, on the group's and company's bank accounts arising from items in transit at the reporting date.

The bank has also issued guarantees aggregating J\$17.8 million (2017: J\$15.2 million) on behalf of the company in favor of the Commissioner of Customs.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

13. Accounts payable

| | <u>The Group</u> | | <u>The Company</u> | |
|------------------------------|--------------------|------------------|--------------------|------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Trade payables | 1,177,976 | 798,940 | 1,222,945 | 843,300 |
| Statutory deductions payable | 149,688 | 101,481 | 149,688 | 101,481 |
| Accruals | 488,284 | 354,937 | 428,237 | 308,813 |
| Other payables | <u>224,850</u> | <u>320,948</u> | <u>224,850</u> | <u>320,948</u> |
| | <u>\$2,040,798</u> | <u>1,576,306</u> | <u>2,025,720</u> | <u>1,574,542</u> |

14. Deferred tax liability

Deferred tax is attributable to the following:

| | <u>The Group and the Company</u> | | | | | |
|-------------------------------|------------------------------------|--------------------------------------|------------------------------------|--------------------------------------|---|------------------------------------|
| | Balance at December 31, 2016 | Recognised in income (note 21) | Balance at December 31, 2017 | Recognised in income (note 21) | Recognised in other comprehensive income | Balance at December 31, 2018 |
| Accounts receivable | 22 | 25,200 | 25,222 | 573 | - | 25,795 |
| Property, plant and equipment | 419,242 | (108,537) | 310,705 | 897 | (105,958) | 205,644 |
| Live assets | 535,258 | (5,865) | 529,393 | 71,864 | 220,000 | 821,257 |
| Accounts payable | (17,606) | 9,202 | (8,404) | (2,691) | - | (11,095) |
| | <u>\$936,916</u> | <u>(80,000)</u> | <u>856,916</u> | <u>70,643</u> | <u>114,042</u> | <u>1,041,601</u> |

15. Long-term liabilities

| | <u>The Group and the Company</u> | |
|--|----------------------------------|------------------|
| | <u>2018</u> | <u>2017</u> |
| Long-term loans: | | |
| Sagicor Bank Jamaica Limited loans: | | |
| Loan A J\$1,031,850 (2017: J\$9,919,464) | (a) 8,079 | 80,250 |
| Loan B J\$27,910,396 (2017: J\$68,036,065) | (b) 218,528 | 550,419 |
| Loan C J\$3,433,752 (2017: J\$Nil) | (c) <u>26,885</u> | - |
| | 253,492 | 630,669 |
| Less: Current portion | <u>(231,984)</u> | <u>(404,505)</u> |
| | <u>\$ 21,508</u> | <u>226,164</u> |

- (a) This represents the balance on a Jamaica dollar J\$50,000,000 loan financed by Development Bank of Jamaica Limited in 2013, which bears interest at a fixed rate of 9.5% per annum. The loan is for seventy-two (72) months with a moratorium of six (6) months on principal payments. Thereafter, the principal is repayable in sixty-six (66) equal monthly installments.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

15. Long-term liabilities (cont'd)

(a) (Cont'd)

The loan is secured as follows:

- Corporate guarantee of Too Cool Limited supported by a first legal mortgage over the Ocho Rios property stamped to cover J\$100 million; and
- Debenture over the fixed and floating assets of the company, stamped to cover J\$100 million.

- (b) This represents a J\$ loan equivalent to \$2,250,000 financed by Development Bank of Jamaica Limited, also in 2013. This loan is for seventy-two (72) months and bears interest at a fixed rate of 9.5% per annum. There is a moratorium on principal payments of six (6) months. Thereafter, principal is repayable in sixty-six (66) equal monthly installments.

The loan is secured as disclosed in note (a) above, except that the debenture over the fixed and floating assets of the company is to be upstamped by a further J\$125 million.

- (c) This represents a loan of J\$3,495,000 financed by Sagicor Bank in December 2018. The loan is for a period of 60 months and bears interest at a rate of 7.5% per annum. The loan is repayable in equal monthly instalments of J\$70,033 which comprises principal and interest. The loan is secured by a mortgage bill of sale over a certain motor vehicle purchased by the company.

16. Share capital

Authorised:

432,426,376 ordinary shares of no par value

| | <u>The Group and the Company</u> | |
|--|----------------------------------|------------------|
| | <u>2018</u> | <u>2017</u> |
| Stated capital, issued and fully paid: | | |
| 392,426,376 ordinary stock units of no par value | 3,901,554 | 3,901,554 |
| Less: Transaction costs of share issue | (247,164) | (247,164) |
| | <u>\$3,654,390</u> | <u>3,654,390</u> |

Holders of ordinary stock units are entitled to dividends as declared from time to time and are entitled to one vote per stock unit at general meetings of the company.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

17. Capital reserves

| | <u>The Group</u> | | <u>The Company</u> | |
|--|---------------------|-------------------|--------------------|------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Revaluation surplus arising on (note 10): | | | | |
| Land | 9,647,532 | 8,280,573 | 2,793,543 | 2,154,728 |
| Buildings | <u>2,625,625</u> | <u>2,862,439</u> | <u>1,906,977</u> | <u>2,330,809</u> |
| | 12,273,157 | 11,143,012 | 4,700,520 | 4,485,537 |
| Deferred tax arising on revalued buildings | (476,744) | (582,702) | (476,744) | (582,702) |
| Surplus on revaluation of dolphins (note 11) | 880,000 | - | 880,000 | - |
| Deferred tax on revaluation of dolphins | <u>(220,000)</u> | <u>-</u> | <u>(220,000)</u> | <u>-</u> |
| | <u>\$12,456,413</u> | <u>10,560,310</u> | <u>4,883,776</u> | <u>3,902,835</u> |

18. Operating revenue

This represents revenue from the operation of attractions and is reported net of discounts and General Consumption Tax.

- (a) Programme attraction revenue represents programme fees from hotels, cruise ships and walk-in guests.
- (b) Ancillary services revenue represents revenue from the operation of restaurants, gift shops, photo shops and other adventure tours.

19. Disclosure of expenses

- (a) Direct cost of sales:

| | <u>The Group and the Company</u> | |
|--|----------------------------------|------------------|
| | <u>2018</u> | <u>2017</u> |
| Direct cost of programmes (i) | 696,194 | 612,325 |
| Direct cost of ancillary services (ii) | <u>978,474</u> | <u>1,026,695</u> |
| | <u>\$1,674,668</u> | <u>1,639,020</u> |

- (i) Direct costs of dolphin programmes represent dolphin food, medication and veterinary services and other consumables.
- (ii) Direct costs of ancillary services represent operating costs of restaurants, gift shops, photo shops and other adventure tours.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

19. Disclosure of expenses (cont'd)

(b) Operating expenses:

| | <u>The Group</u> | | <u>The Company</u> | |
|--|---------------------|-------------------|--------------------|-------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Repairs and maintenance | 359,505 | 350,596 | 359,506 | 350,596 |
| Staff costs | 4,453,608 | 4,381,785 | 4,453,608 | 4,381,785 |
| Advertising, marketing and promotion | 757,694 | 955,125 | 757,694 | 955,125 |
| Guest transportation and tour charge | 1,731,379 | 2,023,117 | 1,611,003 | 2,023,117 |
| Travel and entertainment | 147,037 | 250,987 | 147,037 | 250,987 |
| Legal and professional fees | 169,524 | 100,338 | 178,667 | 96,888 |
| Rental, utilities and office expenses | 565,644 | 525,295 | 727,865 | 702,283 |
| Insurance | 136,178 | 101,372 | 124,960 | 90,264 |
| Security | 308,030 | 266,264 | 308,030 | 266,264 |
| Management fees | 294,826 | 390,788 | 294,826 | 390,788 |
| Depreciation and amortisation | 1,094,636 | 1,071,037 | 1,029,511 | 996,563 |
| Auditors' remuneration | 78,017 | 67,440 | 59,474 | 61,140 |
| Cleaning and sanitation | 106,785 | 78,332 | 106,785 | 78,332 |
| Bad debt | (64,392) | 79,245 | (64,392) | 79,245 |
| Donation and subscription | 14,278 | 27,117 | 14,277 | 27,117 |
| Other | <u>294,544</u> | <u>259,986</u> | <u>429,686</u> | <u>259,986</u> |
| | <u>\$10,447,293</u> | <u>10,928,824</u> | <u>10,538,537</u> | <u>11,010,480</u> |

(c) Staff costs:

| | <u>The Group and the Company</u> | |
|--------------------|----------------------------------|------------------|
| | <u>2018</u> | <u>2017</u> |
| Salaries and wages | 3,119,128 | 3,088,486 |
| Payroll taxes | 374,479 | 367,049 |
| Commission | 482,470 | 478,601 |
| Other benefits | <u>477,531</u> | <u>447,649</u> |
| | <u>\$4,453,608</u> | <u>4,381,785</u> |

20. Finance income/(costs)

| | <u>The Group</u> | | <u>The Company</u> | |
|----------------------------|------------------|---------------|--------------------|----------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| (a) Finance income: | | | | |
| Net foreign exchange gains | 128,769 | 36,098 | 128,769 | 36,098 |
| Interest income | <u>2,188</u> | <u>7,181</u> | <u>246,685</u> | <u>246,344</u> |
| | <u>\$130,957</u> | <u>43,279</u> | <u>375,454</u> | <u>282,442</u> |

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

20. Finance income/(costs) (cont'd)

| | <u>The Group</u> | | <u>The Company</u> | |
|-----------------------------|--------------------|------------------|--------------------|------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| (b) Finance costs: | | | | |
| Interest expense | (35,975) | (28,110) | (35,975) | (28,110) |
| Bank charges | (118,085) | (120,260) | (118,085) | (120,260) |
| Credit card charges | (96,226) | (109,764) | (96,226) | (109,764) |
| Net foreign exchange losses | (128,431) | (19,007) | (128,431) | (91,317) |
| | <u>\$(378,717)</u> | <u>(277,141)</u> | <u>(378,717)</u> | <u>(349,451)</u> |

21. Taxation

| | <u>The Group</u> | | <u>The Company</u> | |
|--|------------------|------------------|--------------------|------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| (a) Income tax charge: | | | | |
| (i) Current tax at 25% | 362,465 | 485,000 | 345,009 | 485,000 |
| (ii) Deferred taxation: | | | | |
| Origination of temporary differences (note 14) | <u>70,643</u> | <u>(80,000)</u> | <u>70,643</u> | <u>(80,000)</u> |
| | <u>\$433,108</u> | <u>405,000</u> | <u>415,652</u> | <u>405,000</u> |

(b) Reconciliation of actual tax:

| | <u>The Group</u> | | <u>The Company</u> | |
|--|--------------------|-------------------|--------------------|-------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Profit before taxation | <u>\$2,771,462</u> | <u>3,937,095</u> | <u>2,924,714</u> | <u>4,022,292</u> |
| Computed "expected" tax charge at the company's statutory rate of 25% | 692,866 | 984,274 | 731,179 | 1,005,573 |
| Tax effect of differences between treatment for financial statement and taxation purposes: | | | | |
| Disallowed items and other adjustments, net | 85,252 | (94,257) | 29,483 | (115,556) |
| Tax remission [note (c)] | <u>(345,010)</u> | <u>(485,017)</u> | <u>(345,010)</u> | <u>(485,017)</u> |
| Actual tax credit recognised in profit for the year | <u>\$ 433,108</u> | <u>405,000</u> | <u>415,652</u> | <u>405,000</u> |

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

21. Taxation (cont'd)

- (c) The company's shares were listed on the Junior Market of the Jamaica Stock Exchange on December 21, 2010. Consequently, the company is entitled to a remission of taxes for 10 years in the proportions set out below, provided the shares remain listed for at least 15 years:

| <u>Years</u> | <u>Tax rate</u> |
|--------------|------------------------|
| 2011 to 2015 | 100% of standard rates |
| 2016 to 2020 | 50% of standard rates |

- (d) Approval granted under Section 86 of the Income Tax Act for Dolphin Cove (Negril) Limited for relief of income tax arising from operations expired in August 2015.
- (e) In 2014, the Government of Jamaica enacted new tax measures to change the tax incentive regimes applicable to various industries. One such measure is the employment tax credit. Businesses that are tax compliant with respect to statutory contributions (both employer and employee portions) are now able to claim such statutory contributions paid as a credit against and up to 30% of their income tax liability. Unused employment tax credit (ETC) cannot be carried forward or refunded and some or all of the ETC claimed may be clawed back out of future distributions to shareholders.

These new tax measures have resulted in changes in the income tax and capital allowances computations only for Dolphin Cove (Negril) Limited. However, given the current tax position of the company, as disclosed in note (c) above, they will not materially affect the group's tax position until the end of the tax remission period.

- (f) Chesire Hall Limited, SB Holdings Limited, Marine Adventure Park Limited and Balmoral Dolphins Limited have elected to pay income tax at 1% of profits earned in St. Lucia. However, the companies had not commenced operations as at the reporting date [note 1(b)].
- (g) Dolphin Cove TCI Limited and DCTCI Limited are not required to pay income tax in the Turks & Caicos Islands.
- (h) At December 31, 2018, unutilised tax losses available for set-off against future taxable profits, subject to agreement by the Commissioner General, Tax Administration Jamaica, amounted to approximately J\$50 million (2017: J\$59 million) for the group and J\$Nil (2017: J\$Nil) for the company. Tax losses may still be carried forward indefinitely; however, the amount that can be utilised in any one year is restricted to 50% of chargeable income for that year.
- (i) A deferred tax asset of approximately J\$9 million (2017: J\$12 million) relating to available tax losses and timing differences has not been recognised at December 31, 2018, by a subsidiary as management considers that the financial and operational strategies initiated to utilise the benefits of the deferred tax asset are still to be initiated.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

22. Earnings per stock unit

Earnings per stock unit is calculated by dividing the profit for the year by the weighted average number of ordinary shares in issue for the year.

| | <u>2018</u> | <u>2017</u> |
|--|----------------------|--------------------|
| Profit for the year attributable to stockholders of the company | \$ <u>2,338,353</u> | <u>3,532,095</u> |
| Weighted average number of ordinary stock units held during the year | <u>\$392,426,376</u> | <u>392,426,376</u> |
| Earnings per stock unit (expressed in ¢ per share) | <u>0.60¢</u> | <u>0.90¢</u> |

23. Dividends

| | <u>The Group and the Company</u> | | | |
|--|---|---------------------------|---|---------------------------|
| | <u>2018</u> | | <u>2017</u> | |
| | <u>Dividend per ordinary stock unit</u> | <u>Dividends paid</u> | <u>Dividend per ordinary stock unit</u> | <u>Dividends paid</u> |
| | J\$ | \$ | J\$ | \$ |
| First interim dividend: | | | | |
| March 27, 2018 (2017: April 4, 2017) | 20¢ | 617,806 | 20¢ | 609,987 |
| Second interim dividend: | | | | |
| June 19, 2018 (2017: May 30, 2017) | 20¢ | 592,409 | 20¢ | 603,451 |
| Third interim dividend: | | | | |
| September 24, 2018 (2017: September 20, 2017) | 20¢ | 572,287 | 20¢ | 598,314 |
| Fourth interim dividend: | | | | |
| Nil (2017: December 7, 2017) | - | - | 20¢ | 622,070 |
| | <u>60¢</u> | <u>1,782,502</u> | <u>80¢</u> | <u>2,433,822</u> |

24. Segment information

The group maintains discrete financial information for each of its parks, which is used by the Chief Operating Decision Maker (“CODM”), identified as the group’s Managing Director, as a basis for allocating resources. Each park has been identified as an operating segment and meets the criteria for aggregation under IFRS 8 due to similar economic characteristics and all of the parks provide similar products and services, share similar processes for delivering services and target the same type and class of customer.

Accordingly, based on these economic and operational similarities and the way the CODM monitors the operations, the group has concluded that its operating segments should be aggregated and that it has one operating segment.

Financial information related to the operating segment results for the year ending December 31, 2018, can be found in the Group income statement and related notes. There are no differences in the measurement of the reportable segment results and the group’s results.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

24. Segment information (cont'd)

Details of the segment assets and liabilities for the year ended December 31, 2018 can be found in the group's statement of financial position and related notes. There are no differences in the measurement of the reportable segment assets and liabilities and the Group's assets and liabilities.

25. Commitments

(a) Operating lease commitments:

The company pays rent to Dolphin Cove (Negril) Limited [(note 1(b)(i)).

Future payments under these leases relative to the reporting date are as follows:

| | <u>The Group</u> | | <u>The Company</u> | |
|--|-------------------|------------------|--------------------|------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Within one year | 126,000 | 118,000 | 302,988 | 294,988 |
| Between one and five years | 700,812 | 653,999 | 1,585,752 | 1,361,951 |
| Over five years | <u>1,401,624</u> | <u>603,446</u> | <u>3,171,504</u> | <u>2,727,302</u> |
| | <u>2,228,436</u> | <u>1,375,445</u> | <u>5,060,244</u> | <u>4,384,241</u> |
| Operating lease payments recognised in profit or loss | \$ <u>128,218</u> | <u>106,626</u> | <u>305,206</u> | <u>283,706</u> |

(b) Capital commitments:

(i) At December 31, 2018, commitments for capital expenditure in respect of the construction of a new encounter park in St. Lucia, for which no provision has been made in these financial statements is \$3,500,000 (2017: \$3,500,000) [see note 7(ii)(b)].

(ii) At December 31, 2018, commitments for capital expenditure in respect of the construction of a new attraction park at Puerto Seco Beach is \$167,690 (2017: \$Nil).

26. Financial instruments

(a) Financial risk management:

The group has exposure to credit risk, market risk and liquidity risk from its use of financial instruments in the ordinary course of the business. Derivative financial instruments are not used to reduce exposure to fluctuations in interest and foreign exchange rates.

(i) Credit risk:

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss.

The maximum exposure to credit risk at the reporting date is represented by the carrying amount of each relevant financial asset.

26. Financial instruments (cont'd)

(a) Financial risk management (cont'd):

(i) Credit risk (cont'd):

Cash and cash equivalents, securities purchased under resale agreements and investments

The group limits its exposure to credit risk by:

- placing cash resources with substantial counterparties who are believed to have minimal risk of default;
- only investing in liquid securities with credit worthy institutions; and
- obtaining sufficient collateral as a means of mitigating the risk of financial loss from defaults.

Accounts receivable

The group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. Management has a credit policy in place under which each customer is analysed for credit worthiness prior to being offered credit. The group does not require collateral in respect of trade and other receivables. At the reporting date there were significant concentrations of credit risk in respect of 5 (2017: 14) major customers for the group and the company who materially comprise trade receivables. As at December 31, 2018, amounts receivable from these customers aggregated \$1,314,604 (2017: \$1,484,514) for the group and the company. These represent 65% (2017: 64%) of trade receivables for the group and 65% (2017 66%) for the company.

The group establishes an allowance for impairment that represents its estimate of incurred losses in respect of trade and other receivables. The allowances for doubtful debts are based on the aging of the receivables, with write-offs made if attempts to collect fail and the amount is deemed to be uncollectible.

Expected credit loss assessment as at January 1, 2018

The group uses an allowance matrix to measure ECLs of trade receivables. The provision matrix is based on its historical observed default rates over the expected life of the trade receivables and is adjusted for forward looking estimates.

Loss rates are calculated based on the probability of a receivable progressing through successive stages of delinquency to write-off, current conditions and the economic conditions over the expected lives of the receivables.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

26. Financial instruments (cont'd)

(a) Financial risk management (cont'd):

(i) Credit risk (cont'd):

Expected credit loss assessment as at January 1, 2018 (cont'd)

The following table provides information about the exposure to credit risk and ECLs for trade receivable as at December 31, 2018.

| <u>Age buckets</u> | <u>Weighted average loss rate</u> % | <u>The Group</u> | | <u>The Company</u> | | <u>Credit impaired</u> |
|---------------------------|--|--|--|--|--|----------------------------|
| | | <u>Gross carrying amount</u> \$ | <u>Impairment loss allowance</u> \$ | <u>Gross carrying amount</u> \$ | <u>Impairment loss allowance</u> \$ | |
| Current (not past due) | - | 1,507,623 | - | 1,507,575 | - | No |
| 31-60 days | 24.10 | 132,398 | 31,911 | 132,398 | 31,911 | No |
| 61-90 days | 48.51 | 28,477 | 13,816 | 28,477 | 13,816 | No |
| Over 90 days | 100.00 | <u>401,891</u> | <u>401,891</u> | <u>339,567</u> | <u>339,567</u> | Yes |
| | | <u>2,070,389</u> | <u>447,618</u> | <u>2,008,017</u> | <u>385,294</u> | |

Due from related parties

At the reporting date there were no significant concentrations in respect of amounts due from related parties.

There were no changes in the group's approach to managing credit risk during the year.

(ii) Market risk:

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of changes in market prices. These arise mainly from changes in interest rates and foreign exchange rates and will affect the group's income or the value of its holdings of financial instruments.

- Interest rate risk:

Interest rate risk is the risk that the value or cash flows of a financial instrument will fluctuate due to changes in market interest rates.

Subject to normal conditions, the group materially contracts financial liabilities at fixed interest rates for the duration of the term.

Interest-bearing financial assets are primarily represented by cash and cash equivalents, securities purchased under resale agreements and investments. Interest-bearing financial liabilities are mainly represented by loans and bank overdrafts.

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

*(Expressed in United States dollars, unless otherwise stated)*26. Financial instruments (cont'd)

(a) Financial risk management (cont'd):

(ii) Market risk (cont'd):

• Interest rate risk (cont'd):

Financial instruments are subject to interest as follows:

| | Carrying amount | | | |
|----------------------------|---------------------|------------------|------------------|------------------|
| | The Group | | The Company | |
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Fixed rate instruments: | | | | |
| Financial assets | 2,127 | 2,127 | 4,468,201 | 4,341,685 |
| Financial liabilities | (253,492) | (630,669) | (253,492) | (630,669) |
| | <u>\$ (251,365)</u> | <u>(628,542)</u> | <u>4,214,709</u> | <u>3,711,016</u> |
| Variable rate instruments: | | | | |
| Financial assets | 765,920 | 886,368 | 765,920 | 886,368 |
| Financial liabilities | (54,389) | (18,746) | (54,389) | (18,746) |
| | <u>\$711,531</u> | <u>867,622</u> | <u>711,531</u> | <u>867,622</u> |

Cash flow sensitivity analysis for variable rate instruments

An increase or decrease in basis points in interest rates at the reporting date would have increased/(decreased) profit for the year by amounts shown below.

| | The Group and the Company | | | |
|---|---------------------------|--------------------------|--------------------------|-------------------------|
| | 2018 | | 2017 | |
| | <u>Increase</u> 100bp | <u>Decrease</u> 100bp | <u>Increase</u> 100bp | <u>Decrease</u> 50bp |
| Effect on profit (decrease)/increase | <u>\$7,115</u> | <u>(7,115)</u> | <u>8,676</u> | <u>(8,676)</u> |

This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis for 2017.

Fair value sensitivity analysis for fixed rate instruments

The group does not account for any fixed rate financial instrument at fair value. Therefore, a change in interest rates at the reporting date would not affect the profit or other comprehensive income recognised for the year.

• Foreign currency risk:

Foreign currency risk is the risk that the value or cash flows of a financial instrument will fluctuate due to changes in foreign exchange rates.

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

26. Financial instruments (cont'd)

(a) Financial risk management (cont'd):

(ii) Market risk (cont'd):

• Foreign currency risk (cont'd):

The group incurs foreign currency risk primarily on purchases and borrowings that are denominated in a currency other than the United States dollar (\$). The principal foreign currency exposures of the group are denominated in Jamaica dollars (J\$).

Exposure to foreign currency risk arising mainly in respect of J\$ denominated balances was as follows:

| | <u>The Group</u> | | <u>The Company</u> | |
|---------------------------|------------------------|----------------------|----------------------|----------------------|
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| Cash and cash equivalents | 2,527,983 | 312,733 | 2,527,983 | 312,733 |
| Accounts receivable | 16,694,204 | 21,332,903 | 16,694,204 | 21,332,903 |
| Bank overdrafts | (7,070,508) | (2,380,705) | (7,070,508) | (2,380,705) |
| Accounts payable | (180,955,809) | (100,037,445) | (180,955,809) | (99,909,565) |
| Short term loans | (699,000) | - | (699,000) | - |
| Long term loans | (2,796,000) | (77,955,529) | (2,796,000) | (77,955,529) |
| | <u>\$(172,299,130)</u> | <u>(158,728,043)</u> | <u>(172,299,130)</u> | <u>(158,600,163)</u> |
| Equivalent to | <u>\$(1,346,899)</u> | <u>(1,286,077)</u> | <u>(1,346,899)</u> | <u>(1,285,043)</u> |

Exchange rates in terms of the United States dollar (\$) were as follows:

At December 31, 2018: J\$127.72

At December 31, 2017: J\$123.61

Sensitivity analysis

Changes in the exchange rates of the United States dollar (\$) to the Jamaica dollar (\$) would have the effects described below:

| | Increase/(decrease) in profit for the year | | | |
|--|---|-----------------|--------------------|-----------------|
| | <u>The Group</u> | | <u>The Company</u> | |
| | <u>2018</u> | <u>2017</u> | <u>2018</u> | <u>2017</u> |
| | \$ | \$ | \$ | \$ |
| 4% (2017: 4%) strengthening of the \$ against the J\$ | <u>(53,876)</u> | <u>51,443</u> | <u>(53,876)</u> | <u>51,402</u> |
| 2% (2017: 2%) weakening of the \$ against the J\$ | <u>(26,938)</u> | <u>(25,722)</u> | <u>(26,938)</u> | <u>(25,701)</u> |

The analysis assumes that all other variables, in particular interest rates, remain constant. The analysis is performed on the same basis for 2017.

26. Financial instruments (cont'd)

(a) Financial risk management (cont'd):

(iii) Liquidity risk:

Liquidity risk, also referred to as funding risk, is the risk that the group will encounter difficulty in raising funds to meet commitments associated with financial instruments. Liquidity risk may result from an inability to sell a financial asset quickly at close to its fair value. Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, and the availability of funding through an adequate amount of committed credit facilities. The management of the group aims at maintaining flexibility in funding by keeping lines of funding available.

The following are the contractual maturities of financial liabilities measured at amortised cost, including interest payments. The tables show the undiscounted cash flows of non-derivative financial liabilities based on the earliest date on which the group can be required to pay:

| | The Group | | | | | |
|--------------------------------|--------------------|------------------------|------------------|---------------|--------------|---------------|
| | Carrying amount | Contractual cash flows | 6 months or less | 6-12 months | 1-2 years | 2-5 years |
| Bank overdrafts | 54,389 | 54,389 | 54,389 | - | - | - |
| Accounts payable | 2,040,798 | 2,040,798 | 2,040,798 | - | - | - |
| Due to other related companies | 97,705 | 97,705 | 97,705 | - | - | - |
| Long-term liabilities | <u>253,492</u> | <u>263,149</u> | <u>179,452</u> | <u>56,995</u> | <u>6,676</u> | <u>20,026</u> |
| Total financial liabilities | <u>\$2,446,384</u> | <u>2,456,041</u> | <u>2,372,344</u> | <u>56,995</u> | <u>6,676</u> | <u>20,026</u> |

| | The Group | | | | | |
|--------------------------------|--------------------|------------------------|------------------|----------------|----------------|-----------|
| | Carrying amount | Contractual cash flows | 6 months or less | 6-12 months | 1-2 years | 2-5 years |
| Bank overdrafts | 18,746 | 18,746 | 18,746 | - | - | - |
| Accounts payable | 1,576,306 | 1,576,306 | 1,576,306 | - | - | - |
| Due to other related companies | 20,800 | 20,800 | 20,800 | - | - | - |
| Long-term liabilities | <u>630,669</u> | <u>681,085</u> | <u>227,892</u> | <u>218,710</u> | <u>234,483</u> | - |
| Total financial liabilities | <u>\$2,246,521</u> | <u>2,296,937</u> | <u>1,843,744</u> | <u>218,710</u> | <u>234,483</u> | - |

| | The Company | | | | | |
|--------------------------------|--------------------|------------------------|------------------|---------------|--------------|---------------|
| | Carrying amount | Contractual cash flows | 6 months or less | 6-12 months | 1-2 years | 2-5 years |
| Bank overdrafts | 54,389 | 54,389 | 54,389 | - | - | - |
| Accounts payable | 2,025,720 | 2,025,720 | 2,025,720 | - | - | - |
| Due to subsidiaries | 300 | 300 | 300 | - | - | - |
| Due to other related companies | 97,705 | 97,705 | 97,705 | - | - | - |
| Long-term liabilities | <u>253,492</u> | <u>263,149</u> | <u>179,452</u> | <u>56,995</u> | <u>6,676</u> | <u>20,026</u> |
| Total financial liabilities | <u>\$2,431,606</u> | <u>2,441,263</u> | <u>2,357,566</u> | <u>56,995</u> | <u>6,676</u> | <u>20,026</u> |

DOLPHIN COVE LIMITED

Notes to the Financial Statements (Continued)

Year ended December 31, 2018

(Expressed in United States dollars, unless otherwise stated)

26. Financial instruments (cont'd)

(a) Financial risk management (cont'd):

(iii) Liquidity risk (cont'd):

| | The Company | | | | | |
|--------------------------------|------------------------|-------------------------------|-------------------------|--------------------|------------------|------------------|
| | 2017 | | | | | |
| | <u>Carrying amount</u> | <u>Contractual cash flows</u> | <u>6 months or less</u> | <u>6-12 months</u> | <u>1-2 years</u> | <u>2-5 years</u> |
| Bank overdrafts | 18,746 | 18,746 | 18,746 | - | - | - |
| Accounts payable | 1,574,542 | 1,574,542 | 1,574,542 | - | - | - |
| Due to subsidiaries | 300 | 300 | 300 | - | - | - |
| Due to other related companies | 20,800 | 20,800 | 20,800 | - | - | - |
| Long-term liabilities | <u>630,669</u> | <u>681,085</u> | <u>227,892</u> | <u>218,710</u> | <u>234,483</u> | <u>-</u> |
| Total financial liabilities | <u>\$2,245,057</u> | <u>2,295,473</u> | <u>1,842,280</u> | <u>218,710</u> | <u>234,483</u> | <u>-</u> |

The group manages the adequacy of capital by managing the returns on equity and borrowed funds to protect against losses on its business activities so as to be able to generate an adequate level of return for its stockholders.

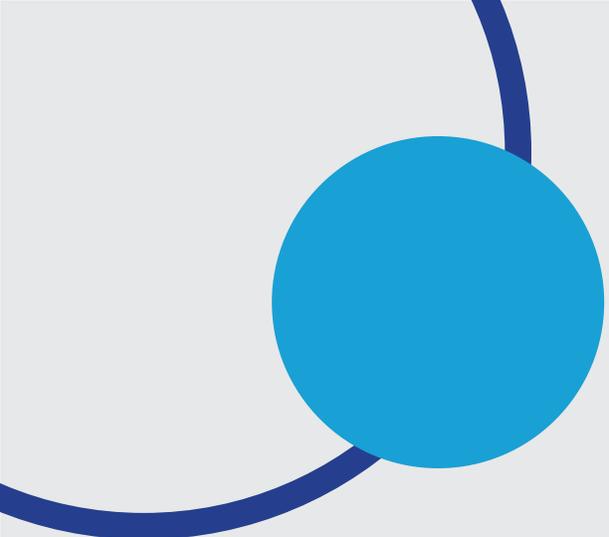
As a condition of its long term loans, the company is required to have positive stockholders' equity.

There are no other externally imposed capital requirements and there have been no changes in the group's approach to managing capital during the year.

(b) Fair values:

The following methods and assumptions have been used:

- (i) The fair value of cash and cash equivalents, fixed deposits, accounts receivable and accounts payable are assumed to approximate their carrying values due to their relatively short-term nature.
- (ii) Amounts due from related parties are assumed to approximate their fair value due to their short-term nature and/or an ability to effect future set-offs in the amounts disclosed.
- (iii) The carrying value of long-term loans approximate the fair values as these loans are carried at amortised cost reflecting their contractual obligations and the interest rates are reflective of market rates for similar loans.



12

Form of Proxy

Form of Proxy

I/We
of
being the registered holder of ordinary shares in Dolphin Cove Limited,
hereby appoint..... of
or failing him of
as my proxy to attend and, on a poll, vote on my/our behalf at the annual general meeting of the
company to be held on Wednesday 26 June 2019, and at any adjournment thereof.

Dated this..... day of 2019

.....
Signature of Member

STAMP DUTY - \$100.00

