OFFICE OF THE PRIME MINISTER OF THE REPUBLIC OF ARMENIA TRADE PROMOTION AND QUALITY INFRASTRUCTURE PROJECT LOAN No. 8390-AM

SPECIAL PURPOSE FINANCIAL STATEMENTS

AND

INDEPENDENT AUDITORS' REPORT

For the year ended 31 December 2020

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INDEPENDENT AUDITORS' REPORT

To the Office of Prime Minister of the Republic of Armenia

We have audited the accompanying special purpose financial statements of the Trade Promotion and Quality Infrastructure Project (hereinafter the TPQIP), implemented by Office of the Prime Minister of the Republic of Armenia., which comprise Statement of Project Sources and Uses of Funds, Statement of Uses of Funds by Project Activity, Reconciliation Statement of Withdrawal Applications, Statement of Designated Account and Government Co-financed Account for the year ended 31 December 2020, and Statement of Financial Position as at 31 December 2020 and a summary of significant accounting policies and other explanatory notes.

In our opinion, the special purpose financial statements present fairly in all material respects the project sources and uses of funds, uses of funds by project activity and its cash flows for the year ended 31 December 2020 in accordance with the cash basis of accounting in line with International Public Sector Accounting Standard (IPSAS): Financial Reporting under the Cash Basis of Accounting and Financing Agreement between the Republic of Armenia and International Bank for Reconstruction and Development dated 6 August, 2014 (Loan #8390-AM).

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditors Responsibilities for the Audit of the Special Purpose Financial Statements* section of our report. We are independent of the Office of the Prime Minister of the Republic of Armenia. 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 m accordance with these requirements. We believe that the audit evidence we have obtained is sufficient appropriate to provide a basis for our opinion.

Emphasis of Matter - Restriction on Distribution or Use

We draw attention to Note 2(a) to the special purpose financial statements, which describes the basis of accounting. The special purpose financial statements have been prepared for providing information to the Government of the Republic of Armenia and the International Development Association to assist them in evaluating the TPQIP's implementation. As a result, the special purpose financial statements may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the special purpose financial statements of the current period. These matters were addressed in the context of our audit of the special purpose financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. In addition to the matter described in the Grant Funds Payable to Armenian National Interests Fund section, we have determined the matters described below to be key audit matters to be communicated in our report.

Results Based Financing (RBF)

In the scope of implementation of TPQIP's objectives, PHP Partners CJSC was selected as an independent auditor for validation of the actual level of Eligible Expenditure Programs (EEPs) in the scope of agreed upon procedures. Validation of the actual EEPs covered in these special purpose financial statements is for the year ended 31 December 2019. The validated amount by the auditor is USD 2,238,921.

Our audit procedures in this area included:

- reconciling report on validation of the actual level of Eligible Expenditure Programs in the scope of agreed upon procedures to the payment made to the Government of the Republic of Armenia;
- reviewing the application of the withdrawal for any discrepancies.

As result of our audit procedures, we concluded that the World Bank accepted evidence submitted in the fulfillment of DLIs and approved payment for the total amount of USD 500,000 as defined by the loan agreement schedule and authorized payment of USD 500,000 based on withdrawal application. No any discrepancies were noted.

Procurements

In the scope of implementation of TPQIP's objectives, the procurements incurred for receipt of consulting services, works and supply of goods amounted to USD 685,372. The procurements shall be performed in line with applicable procurement guidelines designated by World Bank.

Our audit procedures in this area included, among other:

- Corroborating with management the process of procurement and compliance to applicable procurement guidelines designated by World Bank;
- Analysing the procurement plan, conditions associated to each procurement, correspondence with the World Bank, method of procurement and discussing compliance of these conditions to applicable procurement guidelines designated by World Bank;
- On sample basis, reviewing compliance of procurement packages to applicable procurement guidelines designated by World Bank;
- On sample basis, reviewing the documentation supporting the procurement as well as availability of deliverables designated by the procurement contracts.

As result of our audit procedures, we concluded that procurements were performed in line with applicable procurement guidelines designated by World Bank.

Expenditures incurred by implementing agencies

In the scope of implementation of TPQIP's objectives, grants are provided to implementing agencies in the amount of USD 2,223,522. The implementing agencies shall incur expenditures using the grant funds in line with grant agreement.

Our audit procedures in this area included, among other:

- Corroborating with management the process of provision of grant funding and internal controls related to the eligibility incurred expenditure;
- On sample basis, reviewing incurred expenditure to the budget approved by the grant agreement;
- On sample basis, reviewing the documentation supporting the expenditure incurred by the implementing agencies.

As result of our audit procedures, we concluded that incurred expenditure in the scope of grants are eligible under grant agreements.

Other Matter - Grant Funds Payable to Armenian National Interests Fund

Armenian National Interests Fund (ANIF) is acting as an implementing agency in the scope TPQIP. Expenditures incurred by ANIF are provided in Note 7(b) of the financial statements. The audited consolidated financial statement of Armenian National Interests Fund (ANIF) for the year ended December 31, 2020 prepared in accordance with IFRSs include the grant receivable by ANIF in the scope of TPQIP that do not match grant payable in the scope TPQIP if calculated using accrual basis of accounting. Accrual basis of accounting is when an entity recognises items as assets, liabilities, equity, income and expenses (the elements of financial statements) when they satisfy the definitions and recognition criteria for those elements in the Conceptual Framework for Financial Reporting.

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

Management is responsible for the preparation and fair presentation of the special purpose financial statements in accordance with cash basis of accounting as described in Note 2(a), and for such internal control as management determine is necessary to enable the preparation of the special purpose financial statements that are free from material misstatement whether due to fraud or error.

In preparing the special purpose financial statements, management is responsible for assessing the TPQIP'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 Office of the Prime Minister of the Republic of Armenia. or to cease operations of TPQIP, or has no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Special Purpose Financial Statements

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

Hovhannes Petrosyan

Director

PHP Partners cjsc 28 June 2021 Lilit Minasyan

Partner, Head of Audit Services

USD		Actual			Planned			Variance
5	2020	2019	Cumulative	2020	2019	Cumulative	2020	2019
Opening Cash Balance Government co-financing account for Credit Designated Account for	75	: :						
World Bank financing	2,482,382	321,371	-					
Total	2,482,382	321,371	-1					
Add:								
Sources of Funds		0.000 198802000						
Government co-finincing	835,987	16,994	917,934					
World Bank financing	1,338,389	3,910,525	13,373,914					
Total donor funds	2,174,376	3,927,519	14,291,848					
Foreign Exchange Difference								
Government co-financing	(4,904)	(14)	(4,730)					
Total	(4,904)	(14)	(4,730)					
Less:								
Uses of Funds (1) Payments made for EEP under Part A of the Project								
Government co-financing	-	ā	(5 1)					
Credit financing	500,000	1,700,000	9,700,000					

PAD

Life of

Project

Cumulative

USD		Actual			Planned			Variance		PAD
	2020	2019	Cumulative	2020	2019	Cumulative	2020	2019	Cumulative	Life of
(2) Goods, works, non- consulting services, and consultants' services (including audits), Training, and Incremental Operating Costs under Parts B.1, C, and D of the Project				15.80				3 (may 1000)		Project
Government co-financing	572,100	16,980	654,221							
Credit financing	1,537,961	49,514	1,766,104							
(3) Grants under Part B.2 of the Project		,								
Government co-financing	40,316	*	40,316							
Credit financing	106,901	_	106,901							
(4) Financing for PPP Initiatives under Part B.3 of the Project	, , , , ,		100,701							
Government co-financing	218,667	8,500	218,667							
Credit financing	491,167	110	491,167							
(5) Front end fee WB (6) Goods, works, consulting services, non- consulting services for NVF Investments and NVF Subprojects under Part B.4 of the Project WB			125,000							
Government co-financing	831,083	16,980	913,204	2,277,722	429,765	2,359,843	(1,446,639)	(412,785)	(1,446,639)	7,292,497
Credit financing	2,636,029	1,749,514	12,189,172	10,385,843	8,949,208	19,938,986	(7,749,814)	(7,199,694)	(7,749,814)	48,000,000
Total _	3,467,112	1,766,494	13,102,376	12,663,565	9,378,973	22,298,829	(9,196,453)	(7,612,479)	(9,196,453)	55,292,497

USD		Actual		Planned			Variance			PAD
	2020	2019	Cumulative	2020	2019	Cumulative	2020	2019	Cumulative	Life of
Closing Cash Balance Government co-financing account for credit Designated Account for credit	e de la companya de l									Project
(World Bank financing) Total	1,184,742 1,184,742	2,482,382 2,482,382	-							

The project special purpose financial statements were approved by the management of Office of the Prime Minister of the Republic of Armenia and signed on its behalf on 28 June 2021.

Bagrat Badalyan

Head of Deputy Prime Minister's Office

Tigran Avinyan

Georgi Khachatryan TPQI Project Manager Susanna Sahadyan

CB dees Acting Head of Financial and

Accounting Department of the Office of the Prime Minster

Anahit Karapetyan

TPQI Project Financial Manager

		Actual			Planned			Variance		PAD
	2020	2019	Cumulative	2020	2019	Cumulative	2020	2019	Cumulative	Life of Project
Project Activities										
Part A: Improving the Effectiveness of Trade Promotion and Quality										
Systems	500,000	1,700,000	9,700,000	79		=	100	N#3	1000	10,000,000
Government co-financing	9 2 8	8 = 0	(=)		탈	(<u>2</u>	377.0		280	15
Credit financing	500,000	1,700,000	9,700,000	3,00€	*	2	E7		# *** *	10,000,000
Part B: Promoting Investment and Exports	2,223,522		2,223,522	:=	2	22			-	41,449,166
Government co-financing	657,170		657,170							(Z) (X)
Credit financing			150 - 0	10.00	-	<u> </u>	<u>a</u>	-	(20)	6,535,296
	1,566,352	57	1,566,352	12	\(\alpha \)	20	F	<u>~</u>	標準	34,913,870
Part C: Modernizing the National Quality					s: -	-	Ā		170	
Infrastructure	436,859	-	457,237			1/551	-	*		2,458,022
Government co-financing	96,762	-	105,860	-	=	(=	=	-	-	458,022
Credit financing	340,097	-	351,377	(4)	125	-	<u> </u>		-	2,000,000
Part D: Project Management,										
Monitoring and Evaluation	306,731	66,494	721,617	<u> </u>	57.0	256	0 . €(-	=	1,385,309
Government co-financing	77,151	16,980	150,174	-	-	3 2 5	121	2	2	299,179
Credit financing	229,580	49,514	446,443	22	-	-	-	_	-	961,130
Front End Fee WB	(VE)		125,000			98	280	52	-	125,000
Total project expendeture	3,467,112	1,766,494	13,102,376	12,663,565	9,378,973	22,298,829	(9,196,453)	(7,612,479)	(9,196,453)	55,292,497

1 Background

(a) Organisation and operations

The project initially was implemented by Foreign Financing Projects Management Centre (FFPMC) State Institution starting form 06 August 2014. Subsequently, based on the Republic of Armenia Government Decree #1427-N dated 13 December 2018, the activities of the FFPMC were transferred to Project Implementation Department of the Ministry of Finance of the Republic of Armenia through auxiliary professional structural subdivision. The subdivision of Ministry of Finance continued the management of the project. Nevertheless, starting from 1 January 2020 the project management, once again was changed and currently is being implemented by Office of the Prime Minister of the Republic of Armenia (hereinafter OPM).

According to the financing agreement concluded between the International Bank for Reconstruction and Development and Republic of Armenia dated 6 August 2014 (Loan Agreement) a loan in an amount equivalent to USD 50,000,000 was extended for the implementation of Trade Promotion and Quality Infrastructure Project to finance procurement of goods, consultants' services and incremental operating expenses. According to Third Amendment to the Loan Agreement, dated 29 October 2020, the initial amount of the loan was reduced by USD 2,000,000, amounting to USD 48,000,000.

Tax consequences arising from the procured goods, consultants' services and incurred operating expenses are paid form the proceeds of the co-financing received from the Government of the Republic of Armenia. Total amount of Government co-financing approximates to USD 7,300,000.

The Project's objective is to strengthen the Borrower's capacity to provide export promotion, investment attraction and quality management services to firms.

The Project consists of the following components:

- Part A: Improving the Effectiveness of the Trade Promotion and Quality System
 The objective of this Component is to promote reforms aimed at improving the trade promotion and quality infrastructure system.
- Part B: Promoting Investment and Exports
 The objective of this component is to strengthen the capacity of local exporters to compete in foreign markets, facilitate cluster development, and attract efficiency seeking FDI (Foreign Direct Investment).
- Part C: Modernizing the National Quality Infrastructure
 The objective of this component is to modernize metrological, accreditation and standards services in order to provide relevant quality assurance services to industry.
- Part D: Project Management and Monitoring and Evaluation
 The objective of this component is to finance project implementation and monitoring.

According to Loan Agreement Amendment dated on 10 January 2020 Part B Promoting Investment and Exports is mainly implemented by ANIF "Armenian National Interests Fund" (hereinafter ANIF), EIF "Enterprise Incubator Foundation" (hereinafter EIF) and ISC "Investment Support Center" (hereinafter ISC). ANIF is responsible for Subcomponent 2.1 (investment and export promotion support services). The Ministry of High-Tech Industry is responsible, through the Enterprise Incubator Foundation (EIF), for Subcomponents 2.2.2 (Innovation Matching Grants) and 2.3 (PPP activities) as well as the National Venture Fund (Subcomponent 2.4).

The Ministry of Economy is responsible, through the Investment Support Center for Subcomponent 2.2.1 (Exporter Development Grants Program). Incurred expenses by implementing agencies are presented in note 7.

Closing date of the Project is 31 May 2022.

(b) Results Based Financing (RBF)

In the scope of Part A "Improving the Effectiveness of the Trade Promotion and Quality System" of the Project, the World Bank has made Results Based Financing subject to validation by independent auditor.

This RBF component disburses loan funds to the Government of Armenia (GoA) for agreed-upon actions, outputs and outcomes ("Disbursement-Linked Indicators" or DLIs) that result in improvements to the trade promotion and quality system. The GoA receives disbursements based on established amounts allocated to the achieved DLIs to the extent there are sufficient Eligible Expenditure Programs (EEPs) incurred by the Government.

The Project Management Unit reports the achievement of the DLIs by providing documentation of the achievement of the given DLI and the EEPs.

2 Basis of preparation

(a) Statement of compliance

The special purpose financial statements are prepared in accordance with the cash basis of accounting in line with the International Public Sector Accounting Standard (IPSAS): Financial Reporting under the Cash Basis of the Accounting.

The special purpose project financial statements consist of:

- Project Sources and Uses of Funds,
- Uses of Funds by Project Activity,
- Statement of Financial Position,
- Statement of Designated Accounts,
- Statement of Project Account.

Cash basis of accounting recognizes transactions and other events only when cash is received or paid.

(b) Reporting currency

The reporting currency of special purpose financial statements is US dollar (USD). All financial information presented in USD has been rounded to the nearest USD.

3 Significant accounting policies

(a) Foreign currency transactions

Starting from 1 January 2020 in the scope of the Project IBRD makes disbursements in USD on the designated account 900000908302 for the project. Payment of eligible and accepted expenditires (goods, services and other) should be made by the OPM out of designated account, or OPM will submit withdrawal applications to the Bank for payments to contractors, suppliers and consultants directly from loan account. OPM converts the amounts received and transfers to contractors, suppliers and consultants.

The outstanding balances of the project account are translated to USD based on the USD exchange rate defined by the Central Bank of the Republic of Armenia as at 31 December 2020 equaling to AMD 522,59.

(b) Taxes

All the applicable tax liabilities are calculated and paid in accordance to tax regulations of the Republic of Armenia.

(c) Funds for the Project

Funds for the Project are received from the International Bank for Reconstruction and Development and from Government of Armenia.

4 Reconciliation statement of withdrawal applications

Withdrawal		Amount	MANAGEMENT IN DEED MONTH	2020
Application Reference	Application Type	Requested by OPM of the RA	Amount Paid by World Bank	Difference
	Reimbursement/ Results Based	USD	USD	USD
EEP-DA 7	Financing	500,000 500,000	500,000 500,000	
Withdrawal Application Reference	Application Type	Amount Requested by OPM of the RA	Amount Paid by World Bank	2019 Difference
EEP-DA 6	Reimbursement/ Results Based Financing	1,700,000 1,700,000	1,700,000 1,700,000	USD -

5 Statement of Designated Account and Government Co-financed Account

2020	2019
2,482,382	321,371
838,389	2,210,525
3,320,771	2,531,896
1,184,742	2,482,382
2,136,029	49,514
3,320,771	2,531,896
2020	2019
-	. *:
835,987	16,994
(4,904)	(14)
831,083	16,980
-	7
831,083	16,980
831,083	16,980
	2,482,382 838,389 3,320,771 1,184,742 2,136,029 3,320,771 2020 835,987 (4,904) 831,083

6 Statement of Financial Position

USD	2020	2019
ASSETS	254	
Current assets		
Cash and cash equivalents Government co-financing account for credit		
Designated Account for credit (World Bank financing)	(%) NAME OF THE PROPERTY.	7.
Total current assets	1,184,742	2,482,382
A otal cultent assets	1,184,742	2,482,382
Non-current assets		
Cumulative Project Expenditure		
Government co-financed cumulative expenditure	913,204	82,121
Credit financed cumulative expenditure	12,189,172	9,553,143
Total non-current assets	13,102,376	9,635,264
Total assets	14,287,118	12,117,646
FUNDS		
Project financing		
Government co-financing account for credit	917.934	81,947
Designated Account for credit (World Bank financing)	13,373,914	12,035,525
Total funds	14,291,848	12,117,472
₩V ₩ No. 2 25272		
Foreign exchange differences		
Government co-financing account for credit	(4,730)	174
Designated Account for credit (World Bank financing)	(1,750)	174
Total foreign exchange differences	(4,730)	174
Total net assets and liabilities	14,287,118	12,117,646

7 Expenses Incurred by Implementing Agencies

(a) Direct payments

In the scope of Part B: Promoting Investment and Exports TPQI project management unit has made direct payments to suppliers in the amount of USD 223,987.

(b) Expenses incurred by ANIF

O	Actual	Planned	Variance
Operating costs Salaries	510,325	912,158	(401,833)
IT equipment, information security	464,204	714,304	(250,100)
	28,290	42,484	(14,194)
Office rent, utility payments, telecommunications, stationary	14,948	73,643	(58,695)
Legal, accounting, audit services	2,255	3,778	(1,523)
Other operating expenses	628	77,949	(77,321)
Representations Salaries	565,981	1,234,933	(668,952)
	513,864	1,059,061	(545,197)
Legal, accounting, audit, procurement, HRM services Office rent, utility payments, telecommunications, office services	32,782	70,520	(37,738)
T equipment, information security, website, hosting services and	9,727	38,686	(28,959)
materials, other consumer goods	6,752	25,740	(18,988)
Other operating expenses	2,856	40,926	(38,070)
Total	1,076,306	2,147,091	(1,070,785)

As of 31 December 2020 the amount of outstanding advance is USD 192,637.

(c) Expenses incurred by ISC

USD Stoff comments:	Actual	Planned	Variance
Staff remuneration	24,593	33,824	(9,231)
Business trip expenses Services	1,837	4,912	(3,075)
	2,076	15,405	(13,329)
Office maintenance expenses Total	4,763	7,254	(2,491)
Total	33,269	61,395	(28,126)
94 0x2474537453		00-1-01-01-01-01-01-01-01-01-01-01-01-01	

As of 31 December 2020 the amount of outstanding advance is USD 4,969.

(d) Expenses incurred by EIF

<u>USD</u>	Actual	Planned	Variance
Engineering city operating costs	207,439	949,543	(742,104)
Salary	153,836	521,170	(367,334)
Acquisition of property, plant and		570775 A. W. W. W.	(201,001)
equipment	7,429	6,548	881
Rent	=	35,260	(35,260)
Professional services	2	5,038	(5,038)
Other	46,174	381,527	(335,353)
Innovation matching grants operating			, , , ,
costs Salary	52,389	243,691	(191,302)
	30,012	133,755	(103,743)
Acquisition of property, plant and equipment	5 (71	1.511	
Professional services	5,671	1,511	4,160
Other	1.5	15,112	(15,112)
Establishment of a supercomputing	16,706	93,313	(76,607)
centre operating costs	16,033	374,146	(259 112)
Professional services	7,968	5,038	(358,113)
Salary	6,759	205,359	2,930
Acquisition of property, plant and	0,739	203,339	(198,600)
equipment	j w i	10,074	(10,074)
Rent		3,023	(3,023)
Other	1,306	150,652	(149,346)
Establishment of a cybersecurity lab	193,712	922,576	(728,864)
Salary	152,605	506,376	(353,771)
Professional services	7,968	5,038	
Acquisition of property, plant and	7,700	5,056	2,930
equipment	3,105	22,667	(19,562)
Rent		35,260	(35,260)
Other	30,034	353,235	(323,201)
Total	469,573	2,489,956	(2,020,383)

As of 31 December 2020 the amount of outstanding advance is USD 222,781.

EIF has also incurred expenses constituting project operating expenses that are included in Part D: Project Management and Monitoring and Evaluation.

<u>USD</u>	Actual	Planned	Variance
Salary	52,163	82,122	(29,959)
Professional services	15,935	5,038	10,897
Rent	12,204	18,385	(6,181)
Other	16,426	43,998	(27,572)
Total	96,728	149,543	(52,815)

As of 31 December 2020 the amount of outstanding advance is USD 13,380.