# NH Hotel Group, S.A. and Subsidiaries

Consolidated Financial Statements for the year ended 31 December 2017 and Consolidated Directors' Report, together with Independent Auditor's Report

Translation of a report originally issued in Spanish based on our work performed in accordance with the audit regulations in force in Spain. In the event of a discrepancy, the Spanish-language version prevails.



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Translation of a report originally issued in Spanish based on our work performed in accordance with the audit regulations in force in Spain. In the event of a discrepancy, the Spanish-language version prevails.

## INDEPENDENT AUDITOR'S REPORT ON CONSOLIDATED FINANCIAL STATEMENTS

To the Shareholders of NH Hotel Group, S.A.,

#### **Report on the Consolidated Financial Statements**

#### Opinion

We have audited the consolidated financial statements of NH Hotel Group, S.A. (the Parent) and its subsidiaries (the Group), which comprise the abrogated consolidated balance sheet as at 31 December 2017, and the consolidated comprehensive profit and loss statement, consolidated statement of changes in shareholders equity, consolidated cash flow statement and notes to the consolidated financial statements for the year then ended.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated equity and consolidated financial position of the Group as at 31 December 2017, and its consolidated results and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union (EU-IFRSs) and the other provisions of the regulatory financial reporting framework applicable to the Group in Spain.

#### **Basis for Opinion**

We conducted our audit in accordance with the audit regulations in force in Spain. Our responsibilities under those regulations are further described in the *Auditor's Responsibilities* for the *Audit of the Consolidated Financial Statements* section of our report.

We are independent of the Group in accordance with the ethical requirements, including those pertaining to independence, that are relevant to our audit of the consolidated financial statements in Spain pursuant to the audit regulations in force. In this regard, we have not provided any services other than those relating to the audit of financial statements and there have not been any situations or circumstances that, in accordance with the aforementioned audit regulations, might have affected the requisite independence in such a way as to compromise our independence.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

#### Impairment test on assets associated with the hotel activity

#### Description

As Indicated in Note 1 to the consolidated financial statements, at 31 December 2017 the Group was carrying on its activity through 380 hotel establishments (owned, leased and under management) in 31 countries. All the assets associated with the hotel activity include goodwill, property, plant and equipment and intangible assets whose carrying amounts at 31 December 2017 amount to EUR 1,846 million.

At the end of each reporting period, management performs an impairment test in order to determine the recoverable amount of the aforementioned assets. In order to calculate the recoverable amount of each cashgenerating unit ("CGU"), Group management generally considers the calculation of the value in use of each of these units based on the estimate of future cash flows and applying growth rates and a discount rate adjusted for each country in which the Group operates.

The valuation of the hotel assets is a key audit matter, since it requires the use of estimates with a significant degree of uncertainty. Specifically, the valuation method generally applied to hotel assets is the discounted cash flow method, which requires estimates to be made, inter alia, of the future room rental revenue of each CGU (projected as the percentage of occupancy, the average rate per room and the total number of rooms available per year).

- The rest of the revenue projected as the average ratio of the room rental revenue to that revenue.
- Staff costs and other direct expenses associated with each CGU.
- The internal rate of return or opportunity cost used when discounting.
- The residual value of the assets at the end of the projection period.

#### Procedures applied in the audit

We obtained the impairment test performed by management and, with the involvement of our internal experts, our audit procedures included, among others:

- The review of the design and implementation of the relevant controls that mitigate the risks associated with the process to assess the potential impairment of the assets associated with the hotel activity, as well as tests to verify that the aforementioned controls operate effectively;
- The comparison of the consistency of the methodology used in 2017 with that of the previous year;
- The clerical review of the calculations;
- Based on a sample of assets, taken on a selective basis, the assessment of the reasonableness of the main assumptions applied in relation to room rental revenue, as well as the future investments and the comparison with objective data and the countries in which the Group operates;
- The analysis of the reasonableness of the discount rate used and review of the sensitivity analyses;
- A retrospective review, based on a sample of predictions with the objective of identifying bias in management's assumptions and the assessment of the historical achievement of the Group's budgets.

We also assessed whether the disclosures made by the Group in relation to these matters, which are included in Notes 4.4, 6, 7 and 8 to the accompanying consolidated financial statements for 2017, contain the information required by the applicable accounting legislation.

#### Recoverability of deferred tax assets

#### Description

The consolidated statement of financial position as at 31 December 2017 includes deferred tax assets amounting to EUR 138 million, of which EUR 97 million relate to tax assets (mainly tax loss and tax credit carryforwards) of the Spanish tax group.

At the end of the year the Group prepares financial models to assess the recoverability of the tax losses recognised, taking into consideration new legislative developments and the most recently approved business plans.

We identified this matter as key in our audit, since the preparation of these models requires a significant level of judgement, largely in connection with the projections of business performance, which affect the estimate of the recoverability of the tax assets.

#### Procedures applied in the audit

Our audit procedures included, among others, the review of the design and implementation of the relevant controls, as well as tests to verify that those controls operate effectively, the review of the aforementioned financial models, including the analysis of the consistency of the actual results obtained by the various divisions with the results projected in the previous year's models, the obtainment of evidence of the approval of the budgeted results included in the current year's models and the tax legislation applicable where the deferred tax assets are recognised, as well as the reasonableness of the projections for future years. We also involved our internal experts from the tax area in the analysis of the reasonableness of the tax assumptions on the basis of the applicable legislation.

We also verified and concluded that Note 18 to the accompanying consolidated financial statements contains the disclosures required by the accounting regulations in relation to the Group's deferred taxes.

#### Other Information: Consolidated Directors' Report

The other information comprises only the consolidated directors' report for 2017, the preparation of which is the responsibility of the Parent's directors and which does not form part of the consolidated financial statements.

Our audit opinion on the consolidated financial statements does not cover the consolidated directors' report. Our responsibility relating to the consolidated directors' report is defined in the audit regulations in force, which establish two distinct levels of review:

- a) A specific level that applies to the consolidated non-financial information statement, as well as to certain information included in the Annual Corporate Governance Report (ACGR), as defined in Article 35.2.b) of Spanish Audit Law 22/2015, which consists solely of checking that the aforementioned information has been provided in the consolidated directors' report and, if this is not the case, reporting this fact.
- b) A general level applicable to the other information included in the consolidated directors' report, which consists of evaluating and reporting on whether the aforementioned information is consistent with the consolidated financial statements, based on the knowledge of the Group obtained in the audit of those consolidated financial statements and excluding any information other than that obtained as evidence during the audit, as well as evaluating and reporting on whether the content and presentation of the consolidated directors' report are in conformity with the applicable regulations. If, based on the work we have performed, we conclude that there are material misstatements, we are required to report that fact.

Based on the work performed, as described above, we have checked that the specific information described in section a) above has been provided in the corporate responsibility report for 2017 to which a reference is included in the consolidated directors' report, and that the other information in the consolidated directors' report is consistent with that contained in the consolidated financial statements for 2017 and its content and presentation are in conformity with the applicable regulations.

## Responsibilities of the Directors and Audit Committee of the Parent for the Consolidated Financial Statements

The Parent's directors are responsible for preparing the accompanying consolidated financial statements so that they present fairly the Group's consolidated equity, consolidated financial position and consolidated results in accordance with EU-IFRSs and the other provisions of the regulatory financial reporting framework applicable to the Group in Spain, and for such internal control as the directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the Parent's directors are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

The Parent's audit committee is responsible for overseeing the process involved in the preparation and presentation of the consolidated financial statements.

## Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated 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 the audit regulations in force in Spain 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 consolidated financial statements.

A further description of our responsibilities for the audit of the consolidated financial statements is included in Appendix I to this auditor's report. This description, which comes later in this report, forms part of our auditor's report.

#### Report on Other Legal and Regulatory Requirements

#### Additional Report to the Parent's Audit Committee

The opinion expressed in this report is consistent with the content of our additional report to the Parent's audit committee dated 27 February 2018.

#### **Engagement Period**

The Annual General Meeting held on 29 June 2017 appointed us as auditors for a period of one year from the year ended 31 December 2016.

Previously, we were designated pursuant to a resolution of the General Meeting for the period of one year and have been auditing the consolidated financial statements uninterruptedly since the year ended 31 December 1993, taking into account the content of Article 17.8 of Regulation (EU) No 537/2014 on specific requirements regarding statutory audit of public-interest entities.

DELOITTE, S.L. Registered in ROAC under no. S0692

Pilar Cerezo Sobrino

Registered in ROAC under no. 16502

28 February 2018

#### Appendix I to our auditor's report

Further to the information contained in our auditor's report, in this Appendix we include our responsibilities in relation to the audit of the consolidated financial statements.

## Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

As part of an audit in accordance with the audit regulations in force in Spain, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated 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 the Parent's directors.
- Conclude on the appropriateness of the use by the Parent's directors 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 Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated 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 auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated 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.

We communicate with the Parent's audit committee 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 the Parent's audit committee with a statement that we have complied with relevant ethical requirements, including those regarding independence, and we have communicated with it to report on all matters that may reasonably be thought to jeopardise our independence, and where applicable, on the related safeguards.

From the matters communicated with the Parent's audit committee, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters.

We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter.



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#### NH HOTEL GROUP, S.A. AND SUBSIDIARIES

Consolidated Financial Statements for 2017 drawn up in accordance with the International Financial Reporting Standards adopted by the European Union.

## NH HOTEL GROUP, S.A. AND SUBSIDIARIES ABRIDGED CONSOLIDATED BALANCE SHEETS AT 31 DECEMBER 2017 AND 31 DECEMBER 2016

(Thousands of euros)

Content ASSETS:								
1	ASSETS	Note	31/12/2017	31/12/2016	NET ASSETS AND LIABILITIES	Note	31/12/2017	31/12/2016
1	NON CURDENT ASSETS.				FOURTY.			
1		6	111 684	117 736		1.4	700 544	700 544
Property plant and equipment   8   1.583.164   1.70.428   Reserves of fully consolidated companies   2.38,877   137.51								
Investments accounted for using the equity method   9   9,419   10,646   75,895   91,056   00 free quity instruments   10   75,895   91,056   00 free quity instruments   10   10   10   10   10   10   10   1		,				14		
Non-current financial investments-	Investments accounted for using the equity method	_					,	
Loans and accounts receivable not available for trading Other non-current financial investments   10.741   12.671   17.681   10.741   12.671   17.681   18.187.96   15.2889   18.187.96   15.2889   16.448   18.939   16.448   18.		_						
10,741   12,671   Treasury shares and shareholdings   14   3(9,250)   (39,98)   (39,		10		,			. ,	
18   137,996   152,389   16,448   18,939   16,448   18,949   16,448   14,	v e			,		1.4	` ' '	. , ,
16,448   18,939   2,085,689   2,218,647   Non-controlling interests   14   43,472   43,595   1,111,905   1,151,976   1,151,9		1.0	. , .			14		
Total non-current assets		10			1 1			
Total equity						1.4	_ / /	/ /
NON-CURRENT LIABILITIES   Debt instruments and other marketable securities   15   387,715   763,65   763,65   763,65   764,727   764,65   72,77   764,65   72,77   764,65   72,77   764,65   72,77   764,65   72,77   764,65   764,745   7	Total non-current assets		2,005,009	2,210,047	$\epsilon$	14		
Debt instruments and other marketable securities   15   387,715   763,65     Debts with credit institutions   15   71,246   72,77     Other financial liabilities   16   38,976   34,07     Other non-current liabilities   16   38,976   34,07     Other non-current liabilities   16   38,976   34,07     Other non-current liabilities   16   38,976   34,07     Provisions for contingencies and charges   17   50,413   52,90     Deferred tax liabilities   18   167,433   174,98     Total non-current liabilities   728,264   1,099,71     Total non-current liabilities   18   167,433   174,98     Total non-current liabilities   11   2,377   2,60     Trade receivables   12   132,582   146,197   Debt instruments and other marketable securities   15   246,195   2,23     Other non-trade receivables   18   23,743   29,237   Debt with credit institutions   15   11,724   23,23     Other non-trade debtors   19,043   25,279   Trade and other payables   19   222,951   229,76     Tade and other payables   18   45,860   44,96     Total non-current liabilities   18   46,865     Tade and other payables   18   45,860   44,96     Total non-current liabilities   18   46,865     Tade and other payables   18   45,860   44,96     Total non-current liabilities   18   46,109     Tade and other payables   18   45,860   44,96     Total non-current liabilities   18   46,109     Total non-current liabilities   19   222,951     Tade and other payables   18   45,860   44,96     Total non-current liabilities   19   222,951     Total non-current liabilities   21   41,768   56,28     Total non-current liabilities   21   41,768     Total n					Total equity		1,131,970	1,133,070
Debt instruments and other marketable securities   15   387,715   763,65     Debts with credit institutions   15   71,246   72,77     Other financial liabilities   16   38,976   34,07     Other non-current liabilities   16   38,976   34,07     Other non-current liabilities   16   38,976   34,07     Other non-current liabilities   16   38,976   34,07     Provisions for contingencies and charges   17   50,413   52,90     Deferred tax liabilities   18   167,433   174,98     Total non-current liabilities   728,264   1,099,71     Total non-current liabilities   18   167,433   174,98     Total non-current liabilities   11   2,377   2,60     Trade receivables   12   132,582   146,197   Debt instruments and other marketable securities   15   246,195   2,23     Other non-trade receivables   18   23,743   29,237   Debt with credit institutions   15   11,724   23,23     Other non-trade debtors   19,043   25,279   Trade and other payables   19   222,951   229,76     Tade and other payables   18   45,860   44,96     Total non-current liabilities   18   46,865     Tade and other payables   18   45,860   44,96     Total non-current liabilities   18   46,865     Tade and other payables   18   45,860   44,96     Total non-current liabilities   18   46,109     Tade and other payables   18   45,860   44,96     Total non-current liabilities   18   46,109     Total non-current liabilities   19   222,951     Tade and other payables   18   45,860   44,96     Total non-current liabilities   19   222,951     Total non-current liabilities   21   41,768   56,28     Total non-current liabilities   21   41,768     Total n					NON CUDDENT I IADII ITIES			
Debts with credit institutions						1.5	207 715	762 627
CURRENT ASSETS:   Non-current assets classified as held for sale   11   109,166   9,809   9,870   12   132,582   146,197   146,197   147,244   147,244   147,244   147,245   1								
Other non-current liabilities						13	. , .	· · · · · · · · · · · · · · · · · · ·
Provisions for contingencies and charges   17   50,413   52,90     Deferred tax liabilities   18   167,433   174,98     Total non-current liabilities   18   10,099,71     CURRENT LIABILITIES:						16		
Deferred tax liabilities   18   167,433   174,98   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1728,264   1,099,71   1,								
Total non-current liabilities   Total non-current liabilitie						- /		
CURRENT ASSETS: Non-current assets classified as held for sale Inventories Support of the receivables Non-trade debtors Italian Investments Italian Invest						10	,	
11   109,166   46,685   9,809   9,870   Liabilities associated with non-current assets classified as held for sale   11   2,377   2,66   12   132,582   146,197   Debt instruments and other marketable securities   15   246,195   2,23   2,23					Total non-current habilities		728,204	1,099,/10
11   109,166   46,685   9,809   9,870   Liabilities associated with non-current assets classified as held for sale   11   2,377   2,66   12   132,582   146,197   Debt instruments and other marketable securities   15   246,195   2,23   2,23	CUDDENT ACCETS.							
1		11	109 166	16 685	CUDDENT I JARII ITIES.			
Trade receivables     12     132,582     146,197     Debt instruments and other marketable securities     15     246,195     2,23       Non-trade receivables-     42,786     54,510     Debts with credit institutions     15     11,724     23,22       Tax receivables     18     23,743     29,231     Other financial liabilities     11,618     1,07       Other non-trade debtors     19,043     25,279     Trade and other payables     19     222,951     229,76       Short- term financial investments     1,918     Tax payables     18     45,860     44,93       Cash and cash equivalents     13     80,249     136,733     Provisions for contingencies and charges     17     8,971     11,42       Other current assets     11,423     12,677     Other current liabilities     21     41,768     56,28		11		-,		11	2 377	2 661
Non-trade receivables-		12		- ,			,	2,233
Tax receivables         18         23,743         29,231         Other financial liabilities         11,618         1,00           Other non-trade debtors         19,043         25,279         Trade and other payables         19         222,951         229,76           Short- term financial investments         -         1,918         Tax payables         18         45,860         44,93           Cash and cash equivalents         13         80,249         136,733         Provisions for contingencies and charges         17         8,971         11,40           Other current liabilities         21         41,768         56,28		12		-,			- ,	
Other non-trade debtors         19,043         25,279         Trade and other payables         19         222,951         229,76           Short- term financial investments         -         1,918         Tax payables         18         45,860         44,93           Cash and cash equivalents         13         80,249         136,733         Provisions for contingencies and charges         17         8,971         11,46           Other current assets         11,423         12,677         Other current liabilities         21         41,768         56,28		18		,		13		1,076
Short- term financial investments		10				10		229.769
Cash and cash equivalents         13         80,249   136,733   136,733   136,733   12,677   11,423   12,677   11,423   12,677   12,6			12,043	,	1 7	18	,	44.938
Other current assets         11,423         12,677         Other current liabilities         21         41,768         56,28		13	80 249			17	- ,	11,462
		13						56,280
Total current accets     4X6 III   AIX SUI   Total current lightliftes	Total current assets		386.015	408,590	Total current liabilities	21	591.464	371.645
				,				2,627,237

Notes 1 to 31 set forth in the Consolidated Annual Report and Annexes I/III are an integral part of the Consolidated Balance Sheet at 31 December 2017.

The Consolidated Balance Sheet at 31 December 2016 is presented solely for the purposes of comparison.

#### NH HOTEL GROUP, S.A. AND SUBSIDIARIES

## **CONSOLIDATED COMPREHENSIVE PROFIT AND LOSS STATEMENT FOR THE YEARS 2017 AND 2016** (Thousands of euros)

	Note	2017	2016
	11010	2017	2010
Revenues	24.1	1,546,086	1,447,903
Other operating income	24.1	11,101	7,687
Net gains on disposal of non-current assets	7, 8 and 24.1	30,148	41,526
Procurements		(75,712)	(66,857)
Staff costs	24.3	(427,140)	(415,889)
Depreciation and amortisation charges	7 and 8	(123,085)	(114,170)
Net Profits/(Losses) from asset impairment	6, 7 and 8	9,005	(2,686)
Other operating expenses	17	(815,011)	(791,011)
Variation in the provision for onerous contracts Other operating expenses	17 24.4	4,216 (819,227)	4,163 (795,174)
Gains on financial assets and liabilities and other	24.4	(1,927)	9,856
		(2.10)	110
Profit (Loss) from entities valued through the equity method	9	(349)	119
Financial income	24.2	2,995	3,310
Change in fair value of financial instruments	24.2 24.6	(7)	435
Financial expenses Not expenses differences (Income/(Europea))	24.6	(76,747)	(72,304)
Net exchange differences (Income/(Expense))		(6,360)	(3,561)
PROFIT BEFORE TAX			
FROM CONTINUING OPERATIONS		72,997	44,357
Income tax	18	(33,512)	(7,935)
PROFIT FOR THE PERIOD - CONTINUING		39,485	36,422
Profit (loss) for the year from discontinued operations net of tax	11	(278)	(2,274)
PROFIT FOR THE PERIOD		39,207	34,148
Exchange differences		(26,494)	(3,203)
Income and expenses recognised directly in equity		(26,494)	(3,203)
TOTAL COMPREHENSIVE PROFIT		12,713	30,945
Profit / (Loss) for the year attributable to:			
Parent Company Shareholders		35,489	30,749
Non-controlling interests		3,718	3,399
Non-controlling interests in discontinued operations			-
Comprehensive Profit / (Loss) attributable to:			
Parent Company Shareholders		11,712	27,332
Non-controlling interests	14.4	1,001	3,614
Profit per share in euros (basic)	5	0.104	0.090

Notes 1 to 31 set forth in the Consolidated Annual Report and Annexes I/II form an integral part of the consolidated comprehensive profit and loss statement for 2017.

The Consolidated Comprehensive Profit and Loss Statement for 2016 is presented solely for the purposes of comparison.

#### NH HOTEL GROUP, S.A. AND SUBSIDIARIES

#### CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY FOR 2017 AND 2016

(Thousands of euros)

		Reserv	es of the parent c	ompany		on companies				Results			
	Share capital	Share premium		Other reserves	Full consolidation	the equity method	Currency translation difference	Equity instruments	Treasury shares and shareholdings	attributable to Parent Company	Total	Non- controlling interests	Total Shareholders'
Balances at 31 December 2015	700,544	634,659	43,121	(177,808)	48,480	(21,135)	(130,347)	27,230	(37,561)	938	1,088,121	37,963	1,126,084
Adjustments after the end of the year	-	-	-	-	-	-	-	-	-	-	-	-	-
Initial balance adjusted at 1 January 2016	700,544	634,659	43,121	(177,808)	48,480	(21,135)	(130,347)	27,230	(37,561)	938	1,088,121	37,963	1,126,084
Net profit (loss) for 2016	_	-	-	-	-	-	-	-	-	30,750	30,750	3,399	34,149
Exchange differences	-	-	-	-	-	-	(3,418)	-	-	-	(3,418)	215	(3,203)
Recognised income and expenses for the period	-	-	-	-	-	-	(3,418)	-	-	30,750	27,332	3,614	30,946
Distribution of Profit (Loss) 2015-													
- To Reserves	-	-	-	(89,072)	90,673	(663)	-	-	-	(938)	-	-	-
Changes in treasury shares	_	_	_	-		- ` ′	_	-	(2,422)	- ` ′	(2,422)	_	(2,422)
Remuneration Scheme in shares	-	-	-	1,927	-	-	-	-	-	-	1,927	-	1,927
Acquisition of non-controlling interests	-	-	-	- 1	-	-	-	-	-	-	-	-	-
Business combination	_	_	_	_	1,483	(1,483)	_	-	-	_	_	2,589	2,589
Distribution of dividends	_	_	_	_	-	-	_	-	-	_	_	(1,056)	
Other transactions with shareholders or owners	_	_	_	_	(782)	-	_	-	-	_	(782)	782	, , ,
Other movements	-	-	-	-	(2,342)	75	-	-	-	-	(2,267)	75	(2,192)
Balances at 31 December 2016	700,544	634,659	43,121	(264,953)	137,512	(23,206)	(133,765)	27,230	(39,983)	30,750	1,111,909	43,967	1,155,876
Adjustments after the end of the year	-	-	-	-	-	-	-	-	-	-	-	-	-
Initial balance adjusted 01 January 2017	700,544	634,659	43,121	(264,953)	137,512	(23,206)	(133,765)	27,230	(39,983)	30,750	1,111,909	43,967	1,155,876
Not and \$4 (1000) \$50,0017										35,489	25 490	2.710	20.207
Net profit (loss) for 2017	-	-	-	-	-	-	- (22 555)	-	-	35,489	35,489	3,718	
Exchange differences	-	-	-	-	-	-	(23,777)	=	-	-	(23,777)	(2,717)	(26,494)
Others Recognised income and expenses for the period	-	-	-	-	-	-	(23,777)	-	-	35,489	11,712	1,001	12,713
Recognisea income ana expenses for the perioa	-	-	-	-	-	-	(23,777)	-	-	33,469	11,/12	1,001	12,/13
Distribution of Profit (Loss) 2016-													
- To Reserves	-	-	12,896	116,068	(98,333)	119	-	-	-	(30,750)	-	-	-
- To Dividends	-	-	-	(17,056)	-	-	-	-	-	-	(17,056)	-	(17,056)
Treasury shares and shareholdings	-	-	-	-	-	-	-	-	-	-	-	-	-
Remuneration Scheme in shares (Note 27 an 14.3)	-	-	-	1,508	-	-	-	-	733	-	2,241	-	2,241
Distribution of dividends (Note 14.4)	-	-	-	-	-	-	-	-	-	-	-	(1,496)	(1,496)
Other movements	-	-	-	-	(302)	=	=	≘	-	-	(302)	-	(302)
Balance at 31 December 2017	700,544	634,659	56,017	(164,433)	38,877	(23,087)	(157,542)	27,230	(39,250)	35,489	1,108,504	43,472	1,151,976

Notes 1 to 31 described in the consolidated Record and Appendices I/II form an integral part of the statement of changes in consolidated assets for the year 2017.

The statement of changes in consolidated assets for the year 2016 is presented for comparison only.

### NH HOTEL GROUP, S.A. AND SUBSIDIARIES CONSOLIDATED CASH FLOW STATEMENTS PRODUCED IN THE PERIODS 2017 AND 2016

(Thousands of euros)

	Note	31.12.2016	31.12.2016
1. OPERATING ACTIVITIES			
Consolidated profit (loss) before tax:		72,997	44,358
Adjustments:  Depreciation of tangible and amortisation of intangible assets (+)	7 and 8	123.085	114,171
Impairment losses (net) (+/-)	6, 7 and 8	(9,005)	2,685
Allocations for provisions (net) (+/-)	17	(4,216)	(4,163)
Gains/Losses on the sale of tangible and intangible assets (+/-)	7, 8 and 24.1	(30,148)	(41,526)
Gains/Losses on investments valued using the equity method (+/-)	9	349	(119)
Financial income (-)	24.2	(2,995)	(3,310)
Financial expenses and variation in fair value of financial instruments (+)  Net exchange differences (Income/(Expense))	24.6	76,754 6,360	71,869 3,561
Profit (loss) on disposal of financial investments	25.5	1,927	(9,856)
Other non-monetary items (+/-)	25.5	10,036	19,692
Adjusted profit (loss)		245,144	197,362
Net variation in assets / liabilities:			
(Increase)/Decrease in inventories		61	(290)
(Increase)/Decrease in trade debtors and other accounts receivable		10,405	28,622
(Increase)/Decrease in other current assets		6,072	13,960
Increase/(Decrease) in trade payables Increase/(Decrease) in other current liabilities		(3,088) (196)	(24,586) (23,478)
Increase/(Decrease) in provisions for contingencies and expenses		(7,196)	(7,710)
(Increase)/Decrease in non-current assets		748	291
Increase/(Decrease) in non-current liabilities		(412)	5,784
Income tax paid		(21,903)	(13,381)
Total net cash flow from operating activities (I)		229,635	176,574
2. INVESTMENT ACTIVITIES			
Finance income		1,345	2,013
Investments (-):			
Group companies, joint ventures and associates  Tangible and intangible assets and investments in property		(22,269)	(5,597)
Non-current financial investments		(81,750)	(139,392)
D:		(104,019)	(144,989)
Disinvestment (+):		62	
Group companies, joint ventures and associates  Tangible and intangible assets and investments in property		62 60,301	88,590
Non-current financial investments		-	30,723
		60,363	119,313
Total net cash flow from investment activities (II)		(42,311)	(23,663)
3. FINANCING ACTIVITIES			
Dividends paid out (-)	14.1 and 14.4	(18,552)	(1,056)
Interest paid on debts (-)		(67,781)	(53,926)
Financial expenses for means of payment		(16,317)	(14,472)
Interest paid on debts and other interest Variations in (+/-):		(51,464)	(39,454)
Equity instruments			
- Treasury shares		-	(2,422)
Debt instruments:			
- Bonds and other tradable securities (+)	15	-	285,000
- Loans from credit institutions (+)	15	(135,000)	28,217
- Loans from credit institutions (-) - Finance leases	15	(21.772)	(349,874)
- Pinance leases - Other financial liabilities (+/-)	15	(21,772) (681)	(1,133) 761
Total net cash flow from financing activities (III)		(243,786)	(94,433)
4. GROSS INCREASE/DECREASE IN CASH AND CASH EQUIVALENTS (I+II+III)		(56,462)	58,478
5. Effect of exchange rate variations on cash and cash equivalents (IV)		-	591
6. Effect of variations in the scope of consolidation (V)		(22)	(35)
7. NET INCREASE/DECREASE IN CASH AND CASH EQUIVALENTS (I+II+III-IV+VI)		(56,484)	59,034
8. Cash and cash equivalents at the start of the financial year		136,733	77,699
9. Cash and cash equivalents at the end of the financial year (7+8)		80,249	136,733

Notes 1 to 31 described in the consolidated Record and Appendices I/II form an integral part of the consolidated cash flow statement for the year 2017. The consolidated cash flow statement for the year 2016 is presented for comparison purposes only.

# NH HOTEL GROUP, S.A. Y SUBSIDIARIES REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS FOR 2017

#### 1.- ACTIVITY AND COMPOSITION OF THE PARENT COMPANY

NH HOTEL GROUP, S.A. (hereinafter the Parent Company) was incorporated as a public limited company in Spain on 23 December 1981 under the trade name "Material para Ferrocarriles y Construcciones, S.A.", which was subsequently changed to "Material y Construcciones, S.A." (MACOSA) and later to "Corporación Arco, S.A."

In 1992, Corporación Arco, S.A. took over Corporación Financiera Reunida, S.A. (COFIR), while at the same time adopting the trade name of the company taken over and amending its corporate purpose to the new activity of the Parent Company, which focused on the management of its shareholding portfolio.

During the 1998 financial year, Corporación Financiera Reunida, S.A. (COFIR) merged with Grupo Catalán, S.L. and its subsidiaries and Gestión NH, S.A. through the absorption of these companies by the former. Subsequently, Corporación Financiera Reunida, S.A. (COFIR) took over NH Hoteles, S.A., adopted its trade name and broadened its corporate purpose to allow for the direct performance of hotel activities, activities in which it had already been engaged indirectly through its subsidiaries.

Information on these mergers can be found in the financial statements of the years in which said transactions took place.

The General Shareholders' Meeting of 21 June 2014 agreed to change the company's name from "NH Hoteles, S.A." to "NH Hotel Group, S.A."

The Group entered into an agreement with Grupo Inversor Hesperia, S.A. (hereinafter "Hesperia") in 2009 to merge their respective hotel management businesses. As a result, the Group now manages certain hotels owned or operated by Hesperia. On 7 March 2017 a new framework agreement to manage 28 hotels in Spain was signed between NH Hotel Group, S.A. (and its subsidiaries NH Hoteles España, S.A. and Hoteles Hesperia, S.A.) and Grupo Inversor Hesperia, S.A. ("GIHSA") and certain subsidiaries over a 9-year period. This contract replaces and extends the previous one, signed in 2009 (see Note 7.2).

The Parent Company is the head of a group of subsidiaries engaged in the same activities and that constitute, together with NH Hotel Group, S.A., the NH Hotels Group (hereinafter the "Group" – see Appendices I and II).

At the end of 2017, the Group was operating hotels in 31 countries, with 380 hotels and 58,926 rooms, of which around 74% are located in Spain, Germany, Italy and the Benelux countries.

NH Hotel Group, S.A. has its registered address in Madrid.

## 2.- BASIS OF PRESENTATION OF THE CONSOLIDATED FINANCIAL STATEMENTS AND CONSOLIDATION PRINCIPLES

#### 2.1 Basis of presentation of the Consolidated Financial Statements

The consolidated financial statements for 2017 were drawn up by the directors of NH Hotel Group, S.A. at the Board meeting held on 28 February 2018, in accordance with the regulatory reporting framework applicable to the Group, as established in the Code of Commerce and all other Spanish corporate law, and in the International Financial Reporting Standards ("IFRS") adopted by the European Union in accordance with Regulation (EC) No. 1606/2002 of the European Parliament and in Law 62/2003, of 30 December, the Tax, Administrative, Labour and Social Security Measures Act as well as in the applicable standards and circulars of the National Securities Market Commission and the remaining Spanish accounting standards which may be applicable, and as such give a true and fair presentation the Group's equity and financial position at 31 December 2017 and of the results of its operations, changes in equity and consolidated cash flows for the year then ended.

The consolidated financial statements for 2017 of the Group and the entities that it comprises have not yet been approved by the shareholders at the respective Annual General Meetings or by the respective shareholders or sole shareholders. Nonetheless, the directors of the Parent Company believe that said financial statements will be approved without any significant changes. The consolidated financial statements for 2016 were approved by the shareholders at the Annual General Meeting held on 29 June 2017 and filed with the Companies Registry of Madrid.

Since the accounting standards and valuation criteria applied in the preparation of the Group's consolidated financial statements for 2017 may differ from those used by some of its component companies, the necessary adjustments and reclassifications have been made to standardise them and adapt them to the IFRS adopted by the European Union.

#### 2.1.1 Standards and interpretations effective in this period

In 2017 new accounting standards came into force and were therefore taken into account when preparing the accompanying consolidated financial statements, but which did not give rise to a change in the Group's accounting policies:

## (1) New obligatory regulations, amendments and interpretations for the year commencing 01 January 2017.

New standards, amendments an	Obligatory application in the years beginning on or after:	
Amendments and/or interpretat	ions	
Amendment to IAS 7 disclosure initiative (published in January 2016)	Introduces additional disclosure requirements in order to improve information provided to users.	
Amendment to IAS 12: Deferred tax: recovery of underlying assets (published in January 2016)	Classification of the principles set up in relation to the recognition of deferred tax assets for unrealised losses.	01 January 2017

These regulations and amendments have been applied to these consolidated financial statements without significant impacts on either the reported figures or the presentation and breakdown of the information, either because they do not entail relevant changes or because they refer to economic facts that do not affect the Group.

## (2) New regulations, amendments and interpretations which will be obligatory in the years following the year commencing 01 January 2017

The following standards and interpretations had been published by the IASB on the date the consolidated financial statements were drawn up but had not yet entered into force, either because the date of their entry into force was

subsequent to the date of these consolidated financial statements or because they had not yet been adopted by the European Union:

New standards, amendments an	New standards, amendments and interpretations						
Approved for use in the Europe	an Union						
IFRS 15 - Revenue from Contracts with Customers	New standard on revenue recognition, replacing IAS 18, IFRIC 15, IFRIC 18 and SIC-31						
IFRS 9 - Financial Instruments:	It replaces the requirements for classification, valuation, recognition and derecognition of financial assets and liabilities in accounts, hedge accounting and impairment of IAS 39.	— 01 January 2018					
Amendment to IFRS 4 Insurance contracts	It allows entities under the scope of IFRS 4 the option of applying IFRS 9 ("overlay approach") or their temporary exemption.	_ ,					
Improvements to IFRS 2014-2016 cycle	Minor amendments to a series of standards	_					
IFRS 16 Leases	Replaces IAS 17 and associated interpretations. The main change hinges on a single accounting model for lessees who will include all leases (with some exceptions) on the balance sheet with a similar impact to that of the current financial leases (the asset will depreciate due to the right of use and a financial expense for the cost of amortising the liability).	01 January 2019					
Awaiting approval for use in the	e European Union as of the date of publication of this docume	ent					
Amendment to IFRS 2 Classification and measurement of share-based payment transactions	Narrow-scope amendments clarifying specific matters such as the effects of vesting and non-vesting conditions in cash-settled share-based payments, the classification of share-based payments where there are net settlement clauses and some aspects of the modifications to terms of a share-based payment.						
Amendment to IAS 40 Reclassification of real estate investments	The amendment clarifies that the reclassification of an investment from or to real estate investment is only permitted when there is evidence of a change in its use.	01 January 2018					
IFRIC 22 Foreign currency transactions and advances	This interpretation establishes the "transaction date" for the purpose of determining the exchange rate applicable in transactions with foreign currency advances.	_					
IFRIC 23 Uncertainty over income tax treatments	This interpretation clarifies application of recognition and measurement requirements in IAS 12 when there is uncertainty over acceptability by the tax authorities of a certain income tax treatment used by the entity						
Amendment to IFRS 9 Characteristics of early cancellation with negative offset	It allows for the valuation of some financial instruments with early payment characteristics at amortised cost allowing the payment of an amount less than the unpaid amounts of principal and interest.	— 01 January 2019					
Amendment to IAS 28 Long- term interest in associates and joint ventures	Clarifies that IFRS 9 must be applied to long-term interests in an associate or joint venture if the equity method is not applied.	_					

Amendment to IAS 19 Amendment, reduction or liquidation of a plan	In accordance with the proposed amendments, when there is a change in a defined benefit plan (due to an amendment, reduction or liquidation), the entity will use updated assumptions to determine the costs of the services and net interest for the period after the change to the plan.	
IFRS 17 Insurance contracts	Replaces IFRS 4 and reflects the principles of registration, valuation, presentation and breakdown of insurance contracts with the objective that the entity provides relevant and reliable information which allows users of the information to determine the effect which contracts have on the financial statements.	01 January 2021
Amendment to IFRS 10 and IAS 28 Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	Clarification on the result of these operations if dealing with businesses or assets.	No date set

<sup>(1)</sup> The approval status of the standards by the European Union can be consulted on the EFRAG website.

#### (3) Analysis of IFRS 9 first application

IFRS 9 will replace IAS 39 as of the year beginning on 1 January 2018 and affects both financial instruments for assets and liabilities, covering three large blocks: classification and measurement, impairment and hedge accounting. There are very relevant differences with the current standard of recognition and measurement of financial instruments, the most significant being:

- Investments in financial assets whose contractual cash flows consist exclusively of principal and interest payments and, if the management model of such assets is to hold them to obtain the contractual flows will, in general, be valued at amortised cost. For the same assets, when the business model is to obtain the contractual flows and the sale of the assets, they will be measured at fair value with changes in other comprehensive profit and loss. All other financial assets which do not consist exclusively in of principal and interest payments and where the management model is their sale will be measured at fair value with changes in profit and loss. However, the Group may irrevocably choose to present the subsequent changes in the fair value of certain investments in equity instruments under "Other comprehensive income" (equity) and, in this case, generally only the dividends will be subsequently recognised in profit and loss.
- In regard to the valuation of financial liabilities optionally designated in fair value with changes in profit and loss, the amount of the change in the fair value of the financial liability which is attributable to changes in the credit risk itself must be presented in the "Other comprehensive profit and loss" (equity), unless this creates or increases an accounting asymmetry in profit and loss, and it will not be subsequently reclassified to the profit and loss account.
- In relation to the impairment of financial assets, IFRS 9 requires the application of a model based on the expected loss, compared to the IAS 39 model structured on the loss incurred. Under this model, the Group will account for the expected loss, as well as the changes in this at each presentation date to reflect the changes in credit risk from the date of initial recognition. In other words, it is no longer necessary for an impairment event to occur before recognising a credit loss.

The Group's intention is to apply IFRS 9 without restating the comparatives, i.e., the difference between the previous book values and the new values at the date of initial application of the standard will be recognised as an adjustment in reserves (equity) From an analysis of the Group's financial assets and liabilities at 31 December 2017, the Group's management has evaluated the effect of IFRS 9 on the annual accounts, as set out below:

#### **Classification and valuation**

As a result of the preliminary analysis, there are no significant changes in the classification and measurement of financial assets based on the Group's current model. The application of IFRS 9 will only have an impact on the presentation of other non-current financial investments (see Note 10).

The Group has renegotiated its financial liabilities (bonds and obligations) which, according to the provisions of IAS 39, were considered non-material and consequently did not require derecognition of financial liabilities. The treatment provided for by IFRS 9 requires recalculating the amortised cost book value of such financial liabilities on the renegotiation date and recognising a gain or loss for the change in the results of the period or at the time of applying the new standard. The estimated impact at 1 January 2018 is an 8.5 million euro decrease in the book value of financial liabilities, increasing the amount of opening reserves at that date.

All other financial assets and financial liabilities will continue to be measured on the same basis currently adopted by IAS 39.

#### **Impairment**

Financial assets measured at amortised cost, fair value through changes in other comprehensive results, accounts receivable from leases, assets from contracts with customers or a loan commitment and a financial guarantee contract will be subject to the provisions of IFRS 9 regarding impairment.

The new standard replaces the "incurred loss" models established in IAS 39 by the "expected loss" model. This model requires the registration of the financial assets on the date of initial recognition, as well as the amounts pending collection from customers of the expected loss resulting from a "default" during the next 12 months or throughout the life of the contract.

The Group has provisions on its trade debtors. As a result of the evaluation by the Group, it has been confirmed that it is not necessary to make significant adjustments to the provision of insolvencies recorded on the balance sheet.

#### (4) Analysis of IFRS 15 first application

IFRS 15 is the new comprehensive standard for recognition of income with customers, and replaces standards and interpretations currently in force: IAS 18 on Revenue from ordinary activities, IAS 11 on Construction Contracts, IFRIC 13 on customer loyalty programmes, IFRIC 15 on agreements for the construction of real estate, IFRIC 18 on Transfers of assets from customers and SIC 31 of Revenue – Barter transactions involving advertising services.

The new revenue model applies to all contracts with customers except those falling within the scope of other IFRS, such as leases, insurance contracts and financial instruments.

The central recognition model is structured around the following five steps.

- Identify the contract with the customer.
- Identify the separate obligations of the contract.
- Determining the price of the transaction.
- Distribute the transaction price between the identified obligations.
- Account for the income when it fulfils the obligations.

Due to the Group's activity, as well as the relationships with its customers, the Parent Company's Directors consider that no significant changes derive from its application in relation to the current record of the Group's operations.

#### (5) Preliminary analysis of IFRS 16.

The directors are assessing the potential impact of the future application of these regulations, and in particular, the application of IFRS 16 on Leases will entail a very significant change in the Group's consolidated financial statements, with an increase in assets due to the recognition of the right to use the leased asset, an increase in liabilities due to the corresponding future payment commitments and the impact of the consolidated profit and loss statements. In this regard, the scope of the transition to the application of the standard -early implementation is not intended- and the need for the adaptation of financial and accounting reporting systems are being assessed.

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In relation to the other standards, amendments and interpretations, the Group is analysing all future impacts of the adoption of these standards and it is not possible to provide a reasonable estimate of their effects until that analysis is complete.

#### 2.2 Information on 2016

As required by IAS 1, the information on 2016 contained in this consolidated annual report is presented for solely comparative purposes with the information on 2017 and consequently does not in itself constitute the Group's consolidated financial statements for 2016.

#### 2.3 Currency of presentation

These consolidated financial statements are presented in euros. Any foreign currency transactions have been recognised in accordance with the criteria described in Note 4.9.

#### 2.4 Responsibility for the information, estimates made and sources of uncertainty

The Directors of the Parent Company are responsible for the information contained in these consolidated financial statements.

Estimates made by the management of the Group and of the consolidated entities (subsequently ratified by their Directors) have been used in preparing the Group's consolidated financial statements to quantify some of the assets, liabilities, revenue, expenses and undertakings recognised. These estimates essentially refer to:

- Losses arising from asset impairment.
- The hypotheses used in the actuarial calculation of liabilities for pensions and other undertakings made to the workforce;
- The useful life of the tangible and intangible assets.
- The valuation of consolidation goodwill.
- The market value of specific assets.
- Calculation of provisions and evaluation of contingencies.
- The recoverability of the capitalized tax carryforward losses.

In spite of the fact that these estimates were carried out using the best information available at 31 December 2017 on events analysed, it is possible that events may take place in the future which compel their amendment (upwards or downwards) in years to come. This will be done in accordance with the provisions of IAS 8, prospectively recognising the effects of the change in estimate on the consolidated profit and loss statement.

#### 2.5 Consolidation principles applied

#### 2.5.1 Subsidiaries (See Appendix I)

Subsidiaries are considered as any company included within the scope of consolidation in which the Parent Company directly or indirectly controls their management due to holding the majority of voting rights in the governance and decision-making body, with the ability to exercise control. This ability is shown when the Parent Company has the power to direct an investee entity's financial and operating policy in order to obtain profits from its activities.

The financial statements of subsidiaries are consolidated with those of the Parent Company by applying the full consolidation method. Consequently, all significant balances and effects of any transactions taking place between them have been eliminated in the consolidation process. If necessary, adjustments are made to the financial statements of the subsidiaries to adapt the accounting policies used to those used by the Group.

Stakes held by non-controlling shareholders in the Group's equity and results are respectively presented in the "Non-controlling interests" item of the consolidated balance sheet and of the consolidated comprehensive profit and loss statement.

The profit or loss of any subsidiaries acquired or disposed of during the financial year are included in the consolidated comprehensive profit and loss statement from the effective date of acquisition or until to the effective date of disposal, as appropriate.

#### 2.5.2 Associates (See Appendix II)

Associates are considered as any companies in which the Parent Company has the ability to exercise significant influence, though it does not exercise either control or joint control. In general terms, it is assumed that significant influence exists when the percentage stake (direct or indirect) held by the Group exceeds 20% of the voting rights, as long as it does not exceed 50%.

Associates are valued in the consolidated financial statements using the equity method; in other words, through the fraction of their net equity value the Group's stake in their capital represents once any dividends received and other equity retirements have been considered. In the case of transactions with an associated company, the corresponding losses or gains are eliminated in the percentage of the Group's stake in its capital.

The profit (loss) net of tax of the associate companies is included in the Group's consolidated comprehensive profit and loss statement, in the item "Profit (Loss) from entities valued through the equity method", according to the percentage of the Group's stake.

If, as a result of the losses incurred by an associate company, its equity were negative, in the Group's consolidated balance sheet it would be nil; unless there were an obligation on the part of the Group to support it financially.

#### 2.5.3 Foreign currency translation

The following criteria have been different applied for converting into euros the different items of the consolidated balance sheet and the consolidated comprehensive profit and loss statement of foreign companies included within the scope of consolidation:

- Assets and liabilities have been converted by applying the effective exchange rate prevailing at yearend.
- Equity has been converted by applying the historical exchange rate. The historical exchange rate existing at 31 December 2003 of any companies included within the scope of consolidation prior to the transitional date has been considered as the historical exchange rate.
- The consolidated comprehensive profit and loss statement has been converted by applying the average exchange rate of the financial year.

Any difference resulting from the application these criteria have been included in the "Translation differences" item under the "Equity" heading.

Any adjustments arising from the application of IFRS at the time of acquisition of a foreign company with regard to market value and goodwill are considered as assets and liabilities of such company and are therefore converted using the exchange rate prevailing at year-end.

#### 2.5.4 Changes in the scope of consolidation

The most significant changes in the scope of consolidation during 2017 and 2016 that affect the comparison between financial years were the following:

#### a.1 Changes in the scope of consolidation in 2017

#### a.1.1 Additions to the consolidation scope

On 17 November 2017, the Group acquired 100% of the share capital of Wilan Ander S.L. and Wilan Huel, S.L., as well as the assignment of the credit which the seller had with these companies. These companies own the properties operated by NH Hoteles España, such as the hotels NH Ciudad de Santander and NH Luz de Huelva, until the date of taking control under the lease.

Said acquisition was carried out in accordance with that stipulated in IFRS 3 Business Combinations. The effect of the acquisition on the consolidated financial position statement due to their fair values at 31 December 2017 was as follows:

	Thousands of euros		
	Wilan Huel, S.L.	Wilan Ander S.L.	TOTAL
Property, plant and equipment (Note 8)	4,888	6,809	11,697
Other non-current assets	37	52	89
Current assets	7	69	76
Debts with credit institutions	(3,676)	(5,135)	(8,811)
Other non-current liabilities	(37)	(52)	(89)
Current liabilities	(65)	(4)	(69)
Fair value of the acquired entity's net assets	1,154	1,739	2,893
Loans granted prior to taking control	(875)	(1,117)	(1,992)
Net Consideration	(881)	(1,123)	(2,004)
Goodwill	(602)	(501)	(1,103)

The Group had granted subordinated loans amounting to 1,117 thousand euros to Wilan Ander, S.L. and 875 thousand euros to Wilan Huel, S.L. which the Group capitalised in the respective subsidiaries; the difference of 1,103 thousand euros corresponds to the Goodwill arising from the operation (see Note 6) and has been recorded against results.

In addition, the detail of the book value of the assets acquired and the revaluation carried out is as follows:

	Thousands of euros						
	Book value of the assets acquired	Impairment realised	Fair value of the assets acquired				
Property, plant and equipment (Note 8)	11,776	(79)	11,697				
Other non-current assets	69	20	89				
Current assets	76	-	76				
Debts with credit institutions	(8,811)	-	(8,811)				
Other non-current liabilities	(89)	-	(89)				
Current liabilities	(68)	-	(68)				

#### a.1.2 Disposals

On 19 April 2017 the Group sold 400,000 registered shares making up the equity capital of the commercial company Hesperia Enterprises de Venezuela, S.A. for 70,000 US dollars. The net result of the transaction was a consolidated profit of 3 thousand euros. An expenditure of 5,785 thousand euros was also recorded owing to the conversion differences associated with the aforementioned shareholding, which is entered in the net exchange differences item of the abridged consolidated comprehensive results.

#### a.2 Changes in the scope of consolidation in 2016

#### a.2.1 Additions to the consolidation scope

On 27 December 2016, the Group acquired 47% of the share capital of Palacio de la Merced, S.A., for an amount of 2,069 thousand euros, of which 621 thousand euros are outstanding.

Up to the date of purchase, the Group held a minority shareholding of 25% in that Company which was consolidated using the equity method. Following the purchase, the Group holds a 72% holding in the share capital,

thereby acquiring control of the share capital and, therefore, becoming consolidated by the full consolidation method.

Said acquisition was carried out in accordance with that stipulated in IFRS 3 Business Combinations. The effect of the acquisition of the aforementioned participating interest on the consolidated balance sheet at 31 December 2016 was as follows:

	Thousands of
	euros
Property, plant and equipment	16,813
Intangible Assets	2
Other non-current assets	2
Current assets	453
Bank borrowings (non-current)	(4,372)
Bank borrowings (current)	(566)
Deferred tax liabilities	(698)
Other non-current liabilities	(1,301)
Current liabilities	(1,094)
interests	(2,589)
Fair value of the acquired entity's net assets	6,650
Cost of the previous shareholding	(1,718)
Net Consideration	(2,069)
Profit of the transaction	2,863

In addition, the detail of the book value of the assets acquired and the revaluation carried out is as follows:

	Thousands of euros			
	Book value of the assets acquired	Revaluation carried out	Fair value of the assets acquired	
Property, plant and equipment	14,021	2,792	16,813	
Intangible Assets	2	-	2	
Other non-current assets	2	-	2	
Current assets	453	-	453	
Bank borrowings (non-current)	(4,372)	-	(4,372)	
Bank borrowings (current)	(566)	-	(566)	
Deferred tax liabilities	-	(698)	(698)	
Other non-current liabilities	(1,301)	-	(1,301)	
Current liabilities	(1,094)	-	(1,094)	
interests	-	(2,589)	(2,589)	

The effect of the acquisition of the additional ownership interest in the Company supposed a positive result of 2,863 thousand euros recorded in the "Gains on financial assets and liabilities and other" item in the consolidated comprehensive profit and loss statements.

On 28 December 2016, the Group acquired 50% of the inactive company Capredo Investments Gmbh for 3,190 thousand euros, of which 3,150 thousand euros is still outstanding at 2017 year-end (see Note 16), and now holds 100% of the share capital of this Company. In this regard, the Company owns a plot of land located in the Dominican Republic that does not have the consideration of business in accordance with IFRS 3. Following the acquisition, the Group acquired control of the company whose previous cost amounted to 6,764 thousand euros. The net assets associated with Capredo Investments Gmbh are recorded as "Non-current assets classified as held for sale and discontinued operations" (see Note 11).

The effect of the acquisition has had no effect on the consolidated comprehensive profit and loss statement.

#### a.1.2 Disposals

On 16 March 2016, the Group carried out the representative sale of a 4% stake in the company Varallo Comercial, S.A., in which it previously held a 14% stake. The net result of the transaction supposed a consolidated profit of 194 thousand euros and a negative effect of 635 thousand euros owing to the conversion differences associated with the aforementioned shareholding, which is entered in the net exchange differences item of the consolidated comprehensive profit and loss statement. As a result of this sale, the Group lost its significant influence on the aforementioned holding, ceasing to be considered an associate company and now being recognised under the "Other non-current financial assets" heading at fair value amounting to 9,343 thousand euros (see Note 10.2).

#### 2.5.5 Intra-group eliminations

All accounts receivable and accounts payable, and transactions performed between subsidiaries, with associate companies and joint ventures, and among each other, have been eliminated in the consolidation process.

#### 2.5.6 Valuation uniformity

The consolidation of the entities included in the scope of consolidation has been performed based on their individual financial statements, which are prepared in accordance with the Spanish General Accounting Plan for companies resident in Spain and in accordance with their own local regulations for foreign companies. All significant adjustments necessary to adapt them to International Financial Reporting Standards and/or homogenise them with the accounting principles of the parent company have been considered in the consolidation process.

#### 3.- PROPOSED DISTRIBUTION OF PROFITS

The proposed distribution of profits for the year prepared by the Company's Directors and that will be submitted for approval by the Shareholders at the General Shareholders' Meeting is as follows (in thousands of euros):

	2017
To legal reserve	2,817
To distribution of dividends	25,355
Total	28,172

Additionally, the distribution of dividends in the amount of 8,731 thousand euros with a charge to voluntary reserves is proposed, with the total estimated dividends to distribute at approximately 34,086 thousand euros. Both amounts are derived from a maximum amount to be distributed: gross 0.10 euros per share for all outstanding shares) The final amount in euros to be distributed will be updated according to the number of outstanding shares at the date of the dividend's approval by the General Shareholders' Meeting.

#### 4. VALUATION STANDARDS

The main principles, accounting policies and valuation standards applied by the Group to draw up these consolidated financial statements, which comply with IFRS in force on the date of the relevant financial statements, have been the following:

#### 4.1 Tangible fixed assets

Tangible fixed assets are valued at their original cost. They are subsequently valued at their reduced cost resulting from cumulative depreciation and, as appropriate, from any impairment losses they may have suffered.

Due to the transition to IFRS, the Group reappraised the value of some land to its market value on the basis of appraisals made by an independent expert for a total amount of 217 million euros. The reappraised cost of such land was considered as a cost attributed to the transition to the IFRS. The Group followed the criterion of not revaluing any of its tangible fixed assets at subsequent year-ends.

Enlargement, modernisation and improvement costs entailing an increase in productivity, capacity or efficiency or a lengthening of the assets' useful life are recognised as increases in the cost of such assets. Conservation and maintenance costs are charged against the consolidated comprehensive profit and loss statement for the year in which they are incurred.

Withdrawn assets and items, whether arising as a result of a modernisation process or due to any other cause, are accounted for by derecognising the balances presented in the corresponding cost and accumulated depreciation accounts.

The Group depreciates its property, plant and equipment following the straight line method, distributing the cost of the assets over their estimated useful lives, in accordance with the following table:

	Estimated years of useful life		
Buildings	33-50		
Plant and machinery	10-30		
Other plant, fixtures and furniture	5-10		
Other fixed assets	4-5		

These items are depreciated based on their estimated useful life or the remaining term of the lease, if this is less than the useful life.

The profit or loss resulting from the disposal or withdrawal of an asset is calculated as the difference between the profit from the sale and the asset's book value, and is recognised in the consolidated comprehensive profit and loss statement.

#### 4.2 Consolidation goodwill

The goodwill generated on consolidation represents the excess of the cost of acquisition over the Group's share in the market value of the identifiable assets and liabilities of a subsidiary.

Any positive differences between the cost of interests in the capital of consolidated and associated entities and the corresponding theoretical carrying amounts acquired, adjusted on the date of the first consolidation, are recognised as follows:

- 1. If they are assignable to specific equity elements of the companies acquired, by increasing the value of any assets the market value of which is above their carrying amount appearing in the balance statements.
- 2. If they are assignable to specific intangible assets, by explicitly recognising them in the consolidated balance sheet, provided their market value on the date of acquisition can be reliably determined.
- 3. Any remaining differences are recognised as goodwill, which is assigned to one or more specific cash-generating units (in general hotels) which are expected to make a profit.

Goodwill is recognised only when it has been acquired for valuable consideration and represents, therefore, advance payments made by the acquirer of the future economic benefits derived from the assets of the acquired entity that are not individually and separately identifiable and recognisable.

Any goodwill generated through acquisitions prior to the IFRS transition date, 1 January 2004, is kept at its net value recognised at 31 December 2003 in accordance with Spanish accounting standards.

At the time of the disposal of a subsidiary or jointly controlled entity, the amount attributable to the goodwill is included when determining the profits or losses arising from the disposal.

Goodwill arising on the acquisition of companies with a functional currency other than the euro is valued in the functional currency of the acquired company, with the conversion to euros being made at the exchange rate prevailing at the balance sheet date.

Goodwill is not amortised. In this regard, at the end of every year, or whenever there are indications of a loss of value, the Group estimates, using the so-called "Impairment Test", the possible existence of permanent losses of value that would reduce the recoverable amount of goodwill to less than the net cost recognised. Should this be the case, it is written down in the consolidated comprehensive profit and loss statement. Any write-downs recognised cannot subsequently be reversed.

All goodwill is assigned to one or more cash-generating units in order to conduct the impairment test. The recoverable amount of each cash-generating unit is determined as the higher of the value in use and the fair value less sale costs.

The value in use is considered as the current value of expected future cash flows discounted at an after- tax rate that reflects the current market valuation with respect to the cost of money and the specific risks associated with the asset.

#### 4.3 Intangible assets

Intangible assets are considered to be any specifically identifiable non-monetary assets which have been acquired from third parties or developed by the Group. Only those whose cost can be estimated in an objective way and from which future economic profits are expected are recognised.

Intangible assets are initially recognised at acquisition or production cost and are subsequently measured at cost less, as appropriate, their accumulated amortisation and any impairment losses they have suffered.

Any assets deemed to contribute indefinitely to the generation of profits are considered to have an indefinite useful life. The remaining intangible assets are considered have a "finite useful life".

Intangible assets with an indefinite useful life are not amortised and are hence subjected to the "impairment test" at least once a year (see Note 4.4).

Intangible assets with a finite useful life are amortised according to the straight-line method on the basis of the estimated years of useful life of the asset in question.

The following are the main items recognised under the "Intangible assets" heading:

- i) Hotel Operating Rights: this item reflects, on the one hand, the right to operate Hotel NH Plaza de Armas in Seville, acquired in 1994, amortisation of which is recognised in the consolidated comprehensive profit/loss over the 30-year term of the agreement at a rate which increases by 4% each year. On the other hand, as a consequence of entering into the consolidation Hoteles Royal, S.A., operating rights of the hotel portfolio for 35 years were recognised within this concept.
- ii) "Agreement premiums" reflect the amounts paid as a condition to obtain certain agreements. They are amortised on a straight-line basis depending on the term of the contract. This item includes premiums related to lease contracts as well as the framework agreement with Grupo Inversor Hesperia, S.A. for the management of 28 hotels (see note 7.2).
- "Concessions, patents and trademarks" basically reflect the disbursements made by Gran Círculo de Madrid, S.A. for the refurbishment and remodelling of the building where the Casino de Madrid is located. The amortisation of such works is calculated on a straight-line basis by taking into account the term of the concession for operating and managing the services provided in the building where the Casino de Madrid is located, which finalises on 1 January 2037. Furthermore, this item includes the brands of the Grupo Royal with a useful life of 20 years.
- iv) "Computer applications" include the costs incurred by the Group Companies in the acquisition and development of various computer software programmes acquired by the different consolidated companies. The amortisation of software applications is performed using the straight-line method at a rate of 20-25% per year.

#### 4.4 Impairment in the value of tangible and intangible assets excluding goodwill

The Group evaluates the possible existence of a loss of value each year that would oblige it to reduce the carrying amounts of its tangible and intangible assets. A loss is deemed to exist when the recoverable value is less than the carrying amount.

The recoverable amount is determined as the value in use, with the sole exception of two cases, not significant in the context of the assets as a whole, in which the valuation of an independent third party was used as the recoverable amount. The value in use is calculated from the estimated future cash flows, discounted at a discount rate after tax that reflects the current market valuation with respect to the value of money and the specific risks associated with the asset, covering a five-year period and a perpetual value, except in the case of leased hotels that correspond to the lease period, a perpetual value therefore not being considered in the latter.

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As a general rule, the Group has defined each of the hotels it operates as cash-generating units, according to the real management of their operations.

In the case of Hoteles Royal, S.A. which was purchased in 2015 the cash-generating unit corresponds to the Group as a whole (Colombian, Chilean and Ecuadorian market).

For each CGU (hotel or Royal Group) the operating result is obtained at the end of the year without taking into account non-recurring results (if any) or financial results.

Once the operating result is obtained for each CGU, the impairment test is performed for those in which there are indications of impairment. Among others, the Group considers that a CGU has indications of impairment if it meets the following conditions: it has negative operating results and its business is stable (that is to say, they are not recently opened hotels until, generally speaking, they have been open for 3 years).

In addition, for all those CGUs in which impairment was recognised in previous years, an individual analysis and, therefore, an impairment test is performed for them.

For the estimation of future cash flows, the baseline information is the result of the year approved by the Group's Management and the historical information relating to at least five previous years. The first projected year corresponds to the budget approved by the Board of Directors for the year following the impairment test. The projections for the following years are consistent with the macroeconomic information from external information sources and the knowledge of the business by the Group's Operations Department.

There are a number of factors that are considered by the Group's Management to make the projections, which are:

- Estimate of GDP (Gross Domestic Product) growth issued by the International Monetary Fund (IMF) in its report published in October of each year for the next five years.
- Knowledge of the business/asset/local situation of the local Management of each Business Unit to which each CGU belongs.
- Historical results obtained by the CGUs.
- Investments in repositioning the CGUs.

These factors are reflected in the cash flows through the following working hypotheses used to obtain the projections:

- Income from accommodation is projected as the product of the occupancy percentage, the average daily rate (ADR) per room, and the total available rooms per year.
- The other revenues are projected based on the average of the relationship between the revenue from accommodation and those revenues.
- Staff costs are calculated based on the average staff costs with a growth in the inflation index (CPI).
- For its part, tax is calculated from the tax rates applicable in each country.
- Direct expenses are directly associated with each of the revenues and are projected on the basis of an average ratio, while undistributed expenses are projected based on the average ratio between these and direct expenses.

For the calculation of the discount rate the Weighted Average Cost of Capital (WACC) methodology has been applied: Weighted Average Cost of Capital (WACC), as follows:

$$WACC = Ke*E/(E+D) + Kd*(1-T)*D/(E+D)$$

Where:

Ke: Cost of Equity

Kd: Cost of Financial Debt

E: Own FundsD: Financial DebtT: Tax Rate

The Capital Asset Pricing Model (CAPM) is used to estimate the cost of equity (ke).

The main variables used to calculate the discount rate are as follows:

- Risk-free rate: using the average long-term interest rates of a 10-year bond over the last 12 months for each country, in the local currency.
- Market risk premium: defined as 6.7% (6% in 2016), based on market reports.

- Beta or systematic risk: Used as outside sources of information, this information is gathered from independent databases and concerns the ratio between the risk of companies and overall market risk. The re-leveraged beta coefficient has been estimated on the basis of 64% de-leveraged betas (70% in 2016), the debt structure of comparable companies (Debt / (Debt + Equity) of 31% (32% in 2016) and the corresponding tax rate in each country.
- Market value of debt, amounting to 8% (5% in 2016).
- Premium by size: based on recent expert reports.

The discount rates after tax used by the Group for these purposes range in Europe from 5.6% to 9.8% (5.8% and 8.2% in 2016), and in Latin America from 9.6% to 13.6% (9.8% and 13.4% in 2016), depending on the different risks associated with each specific asset. In this regard, just as the cash flows resulting from the impairment tests were also calculated after tax. On the other hand, the book value with which the value in use is compared does not include any deferred tax liability that could be associated with the assets.

Using a post-tax discount rate and post-tax cash flows is consistent with paragraph 51 of IAS 36, which states that "estimated future cash flows will reflect assumptions that are consistent with the manner of determining the discount rate". In addition, the result of the post-tax flows updated at a post-tax discount rate would obtain the same result with respect to the impairment test if a pre-tax rate were used and, therefore, the impairment and reversion accounting records would be the same.

Below are the pre-tax discount rates of the major countries:

	Discount rate before taxes:				
	Germany Netherlands		Italy	Spain	
2017	6.88%	7.46%	9.44%	8.77%	
2016	7.87%	8.17%	9.35%	9.00%	

If the recoverable amount of an asset is estimated to be lower than its carrying amount, the latter is reduced to the recoverable amount by recognising the corresponding reduction through the consolidated comprehensive profit and loss statement.

If an impairment loss is subsequently reversed, the carrying amount of the asset is increased to the limit of the original value at which such asset was recognised before the loss of value was recognised.

Information on impairment losses detected in the financial year appears in Notes 7 and 8 of this Consolidated Annual Report.

The evolution of the key assumptions in hotels with indications of impairment in the major countries in local currency was as follows:

	2017	2016	2017	2016	2017	2016	2017	2016	
	Gerr	Germany		Netherlands		Italy		Spain	
Post-tax WACC	5.55%	6.16%	6.00%	6.43%	7.30%	7.04%	7.14%	7.14%	
Growth rate	2.47%	1.98%	1.60%	1.27%	1.40%	1.00%	1.56%	1.56%	
Average ADR	78.7	64.8	116.8	202.0	130.4	114.7	87.1	81.5	
Occupancy rate	66.3%	66.8%	69.8%	68.8%	70.7%	68.8%	70.9%	67.7%	

"Average Daily Rate" (ADR): is the quotient of total room revenue for a specific period divided by the rooms sold in that specific period. This indicator is used to compare with companies in the sector the average prices per room of the hotels.

As regards the ADR, the changes are affected by the type of the hotel that shows signs of impairment in each year.

#### 4.5 Lease rentals

Leases are classified as financial leases whenever the terms of the lease assume that substantially all the risks and benefits inherent in ownership of the leased asset are assumed by the lessee. All other leases are classified as operating leases.

The Group generally classifies all leases as operating leases. Under IAS 17, whether a lease is financial or operating depends on the economic background and nature of the transaction, rather than the mere form of the lease agreement.

The arguments used to classify the leases as operative are as follows:

- The ownership of the asset is transferred to the lessor at the end of the lease;
- There is no option to acquire the asset at the end of the lease;
- The term of the lease does not exceed the economic life of the asset
- The present value of the minimum lease payments does not substantially cover the market value of the underlying asset;
- The duration of leases is always much shorter than the economic useful life of the underlying asset;
- In the event that it is decided to extend the duration of the lease, the terms of the new lease should be renegotiated;
- The group can unilaterally terminate the lease without a penalty being imposed as a consequence;
- The increases or decreases in the residual value of the underlying asset are not borne by the Group, but by the lessor.

#### 4.5.1 Operating leases

In operating lease transactions, ownership of the leased asset and substantially all the risks and rewards deriving from ownership of the asset remain with the lessor.

When the Group acts as the lessor, it recognises the income from operating leases using the straight-line method according to the terms of the agreements signed. These assets are recorded at the acquisition cost of the leased assets under "Property, plant and equipment" and are depreciated in accordance with the policies adopted for similar own-use tangible assets. When the Group acts as the lessee, the leasing costs are charged on a straight-line basis to its comprehensive consolidated income statement, the resulting asset or liability being recognised under "other non-current liabilities" and "other non-current assets" or "other current liabilities" and "other current assets".

#### 4.5.2 Finance leases

The Group recognises finance leases as assets and liabilities in the consolidated balance sheet at the start of lease term at the market value of the leased asset or at the present value of the minimum lease instalments, should the latter be lower. The interest rate established in the agreement is used to calculate the present value of the lease instalments.

The cost of assets acquired under finance leases is presented in the consolidated balance sheet, according to the nature of the leased asset being depreciated in accordance with the policies adopted for similar own-use tangible assets or, where these are shorter, during the relevant lease term.

The financial expenses are distributed over the period of the lease in accordance with a financial criterion. Contingent rent is recognised as an expense for the year in which it is incurred.

#### **4.6** Financial Instruments

#### 4.6.1 Financial assets

Financial assets are recognised in the consolidated balance sheet when they are acquired and initially recognised at their fair value. The financial assets held by Group companies are classified as follows:

Negotiable financial assets: these include any assets acquired by the companies with the aim of taking short-term advantage of any changes their prices may undergo or any existing differences between their purchase and sale price. This item also includes any financial derivatives which are not considered hedges.

Held to maturity assets: these are assets subject to a fixed or determinable redemption amount with a fixed maturity date. The Group declares its intention and its capacity to keep these in its power from the date of acquisition to their maturity date.

Loans and accounts receivable originating in the company itself: these are financial assets generated by the companies in exchange for deliveries of cash or the supply of goods or services.

Negotiable financial assets are valued after their acquisition at fair value, any changes in which are recognised through profit or loss for the year.

Fair value of a financial instrument on a given date is construed as the amount for which it could be bought or sold on that same date by two knowledgeable parties acting freely and prudently under conditions of mutual independence.

Held to maturity financial assets and loans and accounts receivable originated by the Group are valued at their amortised cost and accrued interest is recognised in the consolidated comprehensive profit and loss statement on the basis of their effective interest rate. Amortised cost is construed as the initial cost minus any collections or amortisation of the principal, taking into account any potential reductions arising from impairment or default.

As regards valuation corrections made to trade and other accounts receivable in particular, the criterion used by the Group to calculate the corresponding valuation corrections, if any, generally consists of provisioning for any balances more than 180 days overdue.

The Group derecognises financial assets when the cash flow rights of the corresponding financial asset have expired or have been transferred and the risks and rewards incidental to its ownership have been substantially all transferred.

Conversely, the Group does not derecognise financial assets and recognises a financial liability for an amount equal to the consideration received in the transfers of financial assets in which the risks and rewards inherent in its ownership are substantially all retained.

#### 4.6.2. Cash and cash equivalents

"Cash and Cash Equivalents" in the consolidated balance sheet includes cash, demand deposits and other shortterm, highly liquid investments that can be realised in cash quickly and are not subject to a risk of changes in value.

#### 4.6.3 Financial liabilities

#### Issues of bonds and other securities

Debt issues are initially recognised at the fair value of the consideration received, less the costs directly attributable to the transaction. They are subsequently valued at their amortised cost using the effective interest rate method. Bonds with a maturity date greater than twelve months are classified under non-current liabilities, while those with a maturity date of less than twelve months are included in current liabilities.

Convertible bond issues are recognised at the time of their issue, distributing the fair value of the consideration received between their equity and liability components, assigning the residual value obtained after deducting the amount established separately for the liability component, from the fair value of these instruments as a whole, to the equity instrument. The value of any derivative embedded in the compound financial instrument other than the equity component will be included in the liability component.

#### **Bank loans**

Loans received from banking institutions are recognised at the amount received, net of costs incurred in the transaction. They are subsequently valued at amortised cost. These costs incurred in the transaction and the financial expenses are recognised on an accrual basis in the consolidated comprehensive profit and loss statement using the effective interest rate method, and their amount is added to liabilities to the extent to which they are not settled in the period they were produced.

#### Trade and other payables

Trade accounts payable are initially recognised at fair value and are subsequently valued at amortised cost using the effective interest rate method.

#### **Derivatives and hedge accounting**

Derivatives used to hedge the risks to which the Group's operations are exposed, mainly exchange and interest rate risks, are valued at market value on the date they are contracted. Any subsequent changes in their market value are recognised as follows:

- Concerning fair value hedges, the differences produced in both the hedging elements as well as in the hedged elements (regarding the kind of risk hedged) are directly recognised in the consolidated comprehensive profit and loss statement.
- For cash flow hedges, valuation differences in the effective part of the hedge elements are temporarily recognised in the equity item "Equity valuation adjustments" and not recognised as results until the losses or gains of the hedged element are recognised in profit or loss or until the hedged element matures. The ineffective part of the hedge is directly entered into the consolidated comprehensive profit and loss statement.

Hedge accounting is interrupted when the hedging instrument expires or is sold or finalised or exercised, or when it no longer meets the hedge accounting criteria. At that time, any cumulative gain or loss corresponding to the hedging instrument that has been recognised in equity is kept there until the expected transaction is undertaken.

When the transaction covered by the hedge is not expected to take place, the net cumulative gains or losses recognised in equity are transferred to the profit or loss for the period. Any changes in the fair value of derivatives which fail to meet hedge accounting criteria are recognised in the consolidated comprehensive profit and loss statement as they arise.

Derivatives embedded in other financial instruments or in other main contracts are recognised separately as derivatives only when their risks and characteristics are not closely related to those of the main contract and providing such main contracts are not valued at fair value with changes through consolidated comprehensive profit and loss.

#### Valuation techniques and assumptions applying to the measurement of fair value

The fair values of financial assets and liabilities are determined as follows:

- The fair value of financial assets and liabilities under standard terms and conditions which are traded in active liquid markets are based on market prices.
- The fair value of other financial assets and liabilities (excluding derivatives) is determined in accordance with generally accepted valuation models on the basis of cash flow discounting using the price of observable market transactions and contributor listings of similar instruments.
- In order to determine the fair value of interest rate derivatives, cash flow discounting is used based on the implicit flow determined by the interest rate curve according to market conditions. In order to determine the fair value of options, the Group uses the Black-Scholes valuation model and its variants, using for this purpose market volatilities for the strike and maturity prices of said options.

Any financial instruments valued after their initial recognition at fair value are classified as level 1 to 3 based on the extent to which fair value can be observed:

- Level 1: includes any instruments indexed to listed prices (without adjustment) of identical assets
  or liabilities in active markets.
- Level 2: includes any instruments indexed to other observable inputs (which are not the listed prices included under Level 1) for assets or liabilities, be it directly (i.e., prices) or indirectly (i.e., derived from prices).
- Level 3: includes any instruments indexed to valuation techniques, which include inputs for assets or liabilities that are not based on observable market data (unobservable inputs).

In 2015, the Group contracted several exchange rate insurance contracts, of which, in December 2016, the remaining nominal amount of USD 11,000 thousand matured, having been renegotiated until 1 March 2017 at an exchange rate of 1.2938.

The change in fair value as of 31 December 2017 of these hedges has had a positive effect concerning the 2017 consolidated comprehensive profit and loss statement of 7 thousand euros (435 thousand euros in 2016). At 31 December 2017, the Group had no exchange rate insurance contracted.

These derivative instruments have not been treated as hedging instruments.

#### 4.6.4. Equity instruments

An equity instrument represents a residual interest in the equity of the Parent Company once all its liabilities are subtracted.

Equity instruments issued by the Parent Company are recognised in equity for the amount received, net of the issue expenses.

#### 4.7 Non-current assets and associated liabilities held for sale and discontinued operations

Assets and liabilities the carrying amount of which is recovered through a sale and not from continued use are classified as non-current assets held for sale and liabilities associated with non-current assets held for sale. This condition is considered to be met only when the sale is highly probable and the asset is available for immediate sale in its current state, and it is estimated that the sale will be completed within one year from the date of classification.

Non-current assets and associated liabilities classified as held for sale are valued at their historical cost, which in all cases is less than their fair value less selling expenses. For the measurement of fair value, the investment book value plus the amount of the existing unrealised gains of the assets owned by these companies, supported by valuations carried out by independent experts, have been taken into account.

Discontinued operations represent components of the Group which will be disposed of. These components are activities and cash flows that can be clearly distinguished from the rest of the Group, both operationally and for the purposes of financial reporting, and represent lines of business or geographical areas which can be considered as separate from the rest.

#### 4.8 Shareholdings in associated companies

Investments in companies over which the Parent exercises significant influence or are jointly controlled are accounted for using the equity method (see Appendix II). The carrying amount of the investment in the associate includes the goodwill and the consolidated statement of comprehensive income includes the share in the results of the associate's operations. If the associate recognises gains or losses directly in equity, the Group also recognises its share in such items directly in equity.

At each year-end, the existence of indicators of a potential impairment of the investment in the associate is assessed in order to recognise the related impairment loss, where appropriate In order to determine the recoverable amount of the investments in companies whose sole asset consists of property inventories, appraisals were obtained from the same independent valuer that appraised the Group's inventories. In the case of the other companies, discounted cash flow valuations were performed internally, similar to those described in Note 4.4.

#### 4.9 Foreign currency transactions and balances

The Group's functional currency is the euro. Consequently, any transactions in currencies other than the euro are considered as "foreign currency" and are recognised according to the prevailing exchange rate on the date the transactions are performed.

Cash assets and liabilities denominated in foreign currencies are converted into the functional currency at the prevailing exchange rate on the date of each consolidated profit and loss statement. Any gains or losses thus revealed are recognised directly in consolidated comprehensive profit and loss.

#### 4.10 Classification of financial assets and debts into current and non-current

In the attached consolidated balance sheet, financial assets and debts are classified on the basis of their maturity; in other words, those with a maturity date equivalent to or less than twelve months are classified as current and those with a maturity date exceeding this are non-current.

#### 4.11 Income and expenses

Income and expenses are recognised on an accrual basis, i.e. when the real flow of goods and services they represent occurs, irrespective of the moment when the monetary or financial flows deriving from them arise.

More specifically, income is calculated at the fair value of the consideration to be received and represents the amounts to be collected for the goods and services delivered within the ordinary framework of operations, subtracting any discounts and taxes.

Income and expenses arising from interest are accrued on the basis of a financial timing criterion depending on the outstanding principal to be received or paid and the effective interest rate that applies.

#### 4.12 Official subsidies

Group companies follow the criteria set out below in recognising official subsidies:

- Non-reimbursable capital subsidies (connected with assets) are valued at the amount granted, recognised
  as deferred income and taken into profit and loss in proportion to the depreciation of the assets financed
  by such subsidies during the financial year.
- Operating subsidies are recognised as income at the moment of their accrual.

#### 4.13 Corporation tax

The cost of the year's corporation tax is calculated through the sum of the current tax resulting from applying the tax rate to the taxable income for the year and then applying the relevant tax adjustments according to the law plus any changes in deferred tax assets and liabilities.

Deferred tax assets and liabilities include temporary differences, being any amounts expected to be payable or recoverable due to differences between the carrying amounts of the assets and liabilities and their tax value, as well as tax loss carry-forwards and any credits resulting from unapplied tax deductions. Said amounts are recognised by applying to the relevant temporary difference or credit the tax rate at which they are expected to be recovered or settled.

In some countries, the tax rate varies depending on whether a transfer of assets is made. In these cases, the Group's policy consists of applying the effective tax rate at which they are expected to be recovered or settled. In the opinion of the Parent's Directors, the deferred tax thus calculated covers the amount which may eventually be settled, if any, in the foregoing case.

Deferred tax liabilities for all taxable temporary differences are recognised, except for those in which the temporary difference arises from the initial recognition of goodwill amortisation of which is not tax-deductible or the initial recognition of other operating assets and liabilities which do not affect either the tax or accounting result.

Deferred tax assets identified as temporary differences are recognised only if it is deemed probable that the consolidated entities will make sufficient tax profits in the future to realise them and they do not come from the initial recognition of other assets and liabilities in a transaction which does not affect either the tax or accounting result. Other deferred tax assets (tax loss carry-forwards and tax credits) are recognised only if it is likely that the consolidated companies will make sufficient tax profits in the future to be able to apply them.

At each year-end, deferred taxes (both assets and liabilities) are reviewed in order to verify that they remain in force and the relevant corrections are made in accordance with the outcome of the analyses conducted.

#### 4.14 Obligations to employees

Spanish hotel companies are obliged to make a specific number of monthly salary payments to those employees who leave the company due to retirement, permanent disability or upon reaching a certain age and having a certain number of years of service and fulfilling certain pre-established requirements.

In this regard and in compliance with Royal Decree-Law 16/2005, the Group has outsourced its pension obligations for its employees' pension plans.

Also, in accordance with Italian law, employees of Italian companies have the right to compensation if they resign or are dismissed.

Its obligations to personnel also include those arising from contracting pension funds for certain employees, which in the Group, mainly affects the business units of Italy and the Netherlands.

Therefore, to provide for these obligations to future payments to personnel, the Group has recognised a liability under "Provisions for Risks and Charges" (See Note 17).

#### 4.15 Onerous contracts

The Group considers onerous agreements to be those in which the inevitable costs of fulfilling the obligations they entail exceed the economic benefits expected from them.

The Group follows the principle of recording a provision at the present value of the aforementioned differences between the costs and benefits of the contract, or the compensation foreseen for abandonment of the contract, if such is decided.

The methodology, assumptions and discount rates used to calculate any necessary provisions are applied in accordance with the criteria described in Note 4.4.

#### 4.16 Share-based Remuneration Schemes

These schemes, which are settled in shares, are valued at the time of granting, using a financial method based on a binomial model which takes into consideration the strike price, volatility, the exercise period, the expected dividends, the risk-free interest rate and the assumptions made concerning the financial year.

In accordance with IFRS 2, the above-mentioned valuation is recognised in profit or loss under personnel expenses during the period established as a requirement for the employee to remain in the company before exercising the option. Said value is recognised on a straight-line basis in the consolidated comprehensive profit and loss statement from the date the option is granted until the date on which it is exercised.

On each subsequent closing date, the Group reviews the estimates regarding the number of options expected to be exercisable, adjusting the equity figure if necessary.

#### 4.17 Treasury shares

Pursuant to IAS 32, treasury shares are presented by reducing the Group's equity. Treasury shares are recognised at the value of the consideration paid and are deducted directly from equity. Gains and losses on the acquisition, sale, issue or retirement of treasury shares are recognised directly in equity and in no case are they recognised in the consolidated comprehensive profit and loss statement.

#### **4.18 Provisions**

The Group follows the policy of provisioning for the estimated amounts arising from ongoing litigation, indemnities or obligations, as well as for any sureties or guarantees granted by Group companies which could involve the Group in a payment obligation (either legal or implicit), provided the amount can be reliably estimated.

Provisions are quantified based on the best information available on the position and evolution of the events that cause them and are reestimated at the end of each reporting period, being totally or partially reversed when these obligations cease to exist or decrease.

Contingent liabilities, except in business combinations, are not recognised in the consolidated financial statements, but are reported in the notes to the financial statements, in accordance with the requirements of IAS 37.

#### 4.19 Severance pay

In accordance with current employment regulations and certain employment contracts, the Group is obliged to pay indemnities to employees who are dismissed under certain conditions. The Group recognised expenses of 12,632 thousand euros for this item in 2017 (13,432 thousand euros in 2016).

The consolidated balance sheet at 31 December 2017 includes, pursuant to IFRS (IAS 37), a provision of 6,429 thousand euros for this item (6,387 thousand euros at 31 December 2016).

#### 4.20 Business combinations

Business combinations whereby the Group acquires control of an entity are accounted for using the acquisition cost method, calculating goodwill as the difference between the sum of the consideration transferred, the non-controlling interests and the fair value of any previous stake in the acquired entity, less the identifiable net assets of the acquired entity, measured at fair value.

In the event that the difference between these items is negative, income is recognised in the consolidated comprehensive profit and loss statement.

In the case of business combinations carried out in stages, goodwill is measured and recognised only once control of a business has been acquired. To do this, previous holdings are re-measured at fair value and the corresponding gain or loss is recognised.

#### 4.21 Environmental policy

Investments arising from environmental activities are valued at their original cost and capitalised as increases in the cost of fixed assets or inventory in the financial year in which they are incurred.

Any expenses arising from environmental protection and improvement are recognised in profit or loss for the year in which they are incurred, irrespective of the moment when the cash or financial flows deriving from them arise.

Provisions for likely or certain liabilities, ongoing litigation and outstanding indemnities or obligations of an indeterminate amount connected with the environment and not covered by the insurance policies taken out are established at the time the liability or obligation linked to the indemnities or payment arises.

## 4.22 Consolidated cash flow statements

The following terms with their corresponding explanation are used in the consolidated cash flow statement prepared using the indirect method:

- Cash flows: inflows and outflows of cash and cash equivalents, which are short-term, highly liquid investments that are subject to an insignificant risk of changes in value.
- Operational activities: the typical activities of the entities forming the consolidated group, along with other activities that cannot be classified as investing or financing activities.
- Investing activities: the acquisition and disposal of long-term assets and other investments not included in cash and cash equivalents.
- Financing activities: activities that result in changes in the size and composition of the equity and liabilities that are not operating activities.

#### 5. EARNINGS PER SHARE

Basic earnings per share (EPS) are calculated by dividing the net profit or loss attributable to the Group in a period by the weighted average number of shares in circulation during the period, excluding the average number of treasury shares held during the same period.

In accordance with this:

	31/12/2017	31/12/2016
Net profit for the year (thousands of euros) Weighted average number of shares in circulation (in thousands)	35,489 340,805	30,750 341,042
Basic earnings per share in euros	0.104	0.090

Diluted earnings per share are established on a similar basis to basic earnings per share; however, the weighted average number of shares outstanding is increased by the maximum number of shares to be issued by the convertible bonds: 50,823,338 shares (see Note 15).

	31/12/2017	31/12/2016
Net profit for the year (thousands of euros) Weighted average number of shares with dilutive effect (in thousands)	35,489 391,628	30,750 391,865
Diluted earnings per share in euros	0.091	0.078

#### 6.- GOODWILL

The balance included under this item corresponds to the net goodwill arising from the acquisition of certain companies, and breaks down as follows (thousand of euros):

	2017	2016
NH Hoteles Deutschland, GmbH and NH Hoteles Austria, GmbH	79,181	80,485
Hoteles Royal, S.A.	28,629	32,719
Others	3,874	4,532
	111,684	117,736

The movements in this heading of the consolidated balance sheet in 2017 and 2016 were as follows (in thousand of euros):

Company	Goodwill 31/12/2016	Additions	Exchange differences	Impairment	Goodwill 31/12/2017
NH Hoteles Deutschland GmbH and					
NH Hoteles Austria, GmbH (Note 4.4)	80,485	-	-	(1,304)	79,181
Hoteles Royal, S.A.	32,719	-	(4,090)	-	28,629
Others	4,532	1,103	(658)	(1,103)	3,874
Total	117,736	1,103	(4,748)	(2,407)	111,684

Company	Goodwill 31/12/2015	Exchange differences	Impairment	Goodwill 31/12/2016
NH Hoteles Deutschland, GmbH and NH Hoteles Austria, GmbH	85,180	-	(4,695)	80,485
Hoteles Royal, S.A.	29,651	3,068	-	32,719
Others	3,962	570	-	4,532
Total	118,793	3,638	(4,695)	117,736

Details of the cash-generating units to which such goodwill arising on consolidation has been allocated is shown below:

	Thousands of euros				
	2017	2016			
Grupo Royal CGUs	28,629	32,719			
CGU 6	15,113	15,113			
CGU 21	9,929	9,929			
CGU 22	7,711	7,711			
CGU 12	7,042	7,042			
CGU 5	6,107	6,107			
CGU 13	5,624	5,625			
CGU 2	5,027	5,027			
CGUs with goodwill allocated					
individually < €4 M	26,502	28,463			
	111,684	117,736			

At 31 December 2017, Goodwill was subject to an impairment test which showed 2,407 thousand euros of impairment.

The basic assumptions used in the impairment test of the CGUs mentioned above are detailed below:

- After- tax discount rate: 5.55% and 6.93% (6.16% and 6.49% respectively in 2016) for CGUs subject to the same risks (German and Austrian market); and for Grupo Royal CGUs, rates of 12.40% (Colombian and Ecuadorian markets) and 9.61% (Chilean market) (13.14% and 9.84% respectively in 2016).
- Terminal value growth rate (g): 2.47% and 2.25% for Germany and Austria and 3% for Grupo Royal CGUs.

Additionally, and considering the assumption implied in the preceding paragraph, the Group has conducted a sensitivity analysis of the result of the impairment test of Goodwill to changes in the following situations:

NH Hoteles Deutschland, GmbH and NH Hoteles Austria, GmbH							
	Average values						
	Impairment test Scenario 1 Scenario 2						
Discount rate (after tax)	5.55% - 6.93%	6.55% - 7.93%	4.55% - 5.93%				
Growth rate	2.47% - 2.25%	1.47% - 1.25%	3.47% - 3.25%				
Occupancy rate	76.45%	75.68%	77.29%				
ADR (euros)	114.0	112.9	115.2				

Hoteles Royal, S.A.							
	Average values						
	Impairment test Scenario 1 Scenario 2						
Discount rate (after tax)	9.61% - 12.40%	10.61% - 13.40%	8.61% - 11.40%				
Growth rate	3%	2%	4%				
Occupancy rate	61.64%	59.03%	60.23%				
ADR (thousands of COPs)	335.7	326	332.6				

<sup>&</sup>quot;Average Daily Rate" (ADR): is the quotient of total room revenue for a specific period divided by the rooms sold in that specific period. This indicator is used to compare with companies in the sector the average prices per room of the hotels.

In the case of scenario 2, an impairment of 876 thousand euros had been recorded in 2017 in addition to that recorded at 31 December 2017 with respect to the goodwill of NH Hotels Deutschland, Gmbh and NH Hoteles Austria, GmbH, and no impairment in regard to the goodwill of Hoteles Royal, S.A.

On the other hand, scenario 1 is a negative scenario where the discount rate is raised 1 b.p. above the rate used in the test and a growth rate lower by 1 b.p., i.e. with minimum growth, and falls in occupancy and ADR of 3% which would lead to an additional impairment to that registered in 2017 for an amount of 3 million euros with respect to the goodwill of NH Hotels Deutschland, Gmbh and NH Hotels Austria, GmbH and it would not imply any impairment in the goodwill of Group Royal CGU.

# 7.- INTANGIBLE ASSETS

The breakdown and movements under this heading during 2017 and 2016 were as follows (in thousand of euros):

COST	Balance at 31/12/2015	Change in consolidation boundary	Exchange differences	Inclusions/Allowan ces	Retirement s	Transfers to other items	Balance at 31/12/2016	Exchange differences	Inclusions/Allowan ces	Retirement s	Transfers to other items	Balance at 31/12/2017
Hotel operating rights Agreement premiums	65,560 68,571	-	3,078	4,835	(131) (1,256)	-	73,342 67,315	(4,098)	282 39,996	(304) (12,413)	-	69,222 94,898
Concessions, patents and trademarks Software applications	37,649 116,496	7	555 (10)	305 15,100	(2) (3,631)	65 10	38,572 127,972	(748) (16)	315 9,871	(82) (75,354)	(52) 1,855	38,005 64,328
	288,276	7	3,623	20,240	(5,020)	75	307,201	(4,862)	50,464	(88,153)	1,803	266,453
CUMULATIVE DEPRECIATION												
Hotel operating rights Agreement premiums	(22,056) (15,181)	-	(154)	(2,973) (2,014)	138 871	(80) (4,725)	(25,125) (21,049)	(633)	(2,635) (5,401)	4,831	20 (874)	(28,373) (22,493)
Concessions, patents and trademarks Software applications	(34,232) (75,388)	(5)	(49) 236	(841) (11,091)	2 2,271	13,689 (8,962)	(21,431) (92,939)	(148) 21	(1,236) (12,536)	82 75,040	1,059 78	(21,674) (30,336)
	(146,857)	(5)	33	(16,919)	3,282	(78)	(160,544)	(760)	(21,808)	79,953	283	(102,876)
Impairment	(22,137)	-	1	(2,303)	1,495	2,740	(20,204)	2	(228)	7,692	244	(12,494)
NET BOOK VALUE	119,282						126,453					151,083

#### 7.1 Hotel operating rights

The additions were not significant in 2017. The increase in hotel rights in 2016 came from the investment made in improvements under the management contract of the hotel NH Collection Grand Hotel Krasnapolsky. This investment was allocated to the consolidated comprehensive profit and loss statement over 12.5 years according to the average useful life of the assets making it up, during which period it is estimated that the investment made will be recovered.

On 28 July 1994, NH Hoteles, S.A. was granted a right of use on Hotel NH Plaza de Armas in Seville, which is owned by Red Nacional de los Ferrocarriles Españoles (RENFE), for a thirty-year period commencing on the date the agreement was executed. NH Hoteles, S.A. paid RENFE the amount of 30.2 million euros in accordance with a payment schedule which concluded in 2014. The Group has reflected the entire amount agreed upon as the transaction's price in the "Hotel operating rights" item. In order to correctly accrue this price, the result of spreading out the cost over the thirty - year term of the agreement was assigned to the consolidated comprehensive profit and loss statement in accordance with an increasing instalment with a percentage annual growth of 4%.

### 7.2 Agreement premiums

As stated in Note 1, on 7 March 2017 a new framework agreement to manage 28 hotels in Spain was signed between NH Hotel Group, S.A., NH Hoteles España, S.A., and Hoteles Hesperia, S.A. and Grupo Inversor Hesperia, S.A. ("GIHSA") and certain subsidiaries over a 9-year period. The aforementioned framework agreement is legally embodied in 28 new management contracts for the aforementioned 28 hotels all located in Spain for a period of 9 years. Due to the early cancellation of the previous management contracts, GHISA made a payment of 6,000 thousand euros in compensation to Hoteles Hesperia, S.A., the owner of the management contracts which were cancelled. This amount has been recorded under "Other Operating Income" in the consolidated comprehensive profit and loss statement summarised herein.

The signing of new management contract represents a cost of 38,560 thousand euros for NH Hotel Group, S.A. which will be paid in three instalments. The first payment was made in the first half of 2017 for an amount of 17,000 thousand euros, with two payments still pending, of 10,000 thousand euros to be paid on 30 April 2018 and 11,560 thousand euros to be paid on 30 April 2019 recorded respectively under short and long term "other financial liabilities" in the accompanying Group consolidated balance sheet. The debt pending payment accrues 4% interest.

#### 7.3 Software applications

The most significant inclusions in the current year were in Spain, as a result of the investments made to develop the corporate WEBSITE and implement front office systems of the hotels and IT transformation plan projects.

The derecognitions are mainly represented by withdrawals of software applications which were fully amortised at year-end.

In 2016, there were reductions in software applications amounting to 1,372 thousand euros, which have been recorded under the heading "Net result on disposal of non-current assets" in the 2016 consolidated comprehensive profit and loss statement.

During the year some items have been retired, replaced or disposed, generating positive net capital gains for them amounting to 30,148 thousand euros (see Note 8).

Also during 2017, impairment provisions of 228 thousand euros and reversals of 1,627 thousand euros were recognised under "Net Profits/(Losses) from asset impairment" of the consolidated comprehensive profit and loss statement.

# 8.- TANGIBLE ASSETS

The breakdown and movements under this heading during 2017 and 2016 were as follows (in thousand of euros):

Changes in

	Balance at 31/12/2015	Change in consolidation boundary	Exchange differences	Additions	Retirements	Transfers	Balance at 31/12/2016	scope of consolidation (see Note 2.5.4)	Exchange differences	Additions	Retirements	Transfers to other items	Balance at 31/12/2017
COST Land and buildings	1,701,564	17,210	(2,215)	22,699	(49,831)	6,429	1,695,856	5,007	(17,063)	4,575	(17,993)	(68,825)	1,601,557
Plant and machinery Other plant, fixtures and	785,887	7,421	(1,492)	48,046	(52,083)	7,490	795,269	7,028	(7,659)	24,290	(25,632)	(1,994)	791,302
furniture Other fixed assets Property, plant and	469,748 735	1,966	(898)	30,914 612	(46,559) (548)	2,816 (5)	457,987 794	- (47)	(3,968) (87)	21,558 20	(35,214) (215)	317 (994)	440,680 (529)
equipment in progress	38,240	-	(334)	16,335	(11,760)	(16,768)	25,713	(162)	(866)	12,904	(2,293)	(7,844)	27,452
	2,996,174	26,597	(4,939)	118,606	(160,781)	(38)	2,975,619	11,826	(29,643)	63,347	(81,347)	(79,340)	2,860,462
ACCUMUATED AMORTISATION Buildings	(315,879)	(2,942)	1,311	(24,399)	15,897	(740)	(326,752)	-	5,059	(31,542)	4,604	5,789	(342,842)
Plant and machinery Other plant, fixtures and	(520,757)	(5,034)	565	(41,845)	35,342	(1,006)	(532,735)	(338)	4,691	(40,629)	21,334	2,345	(545,332)
furniture	(366,278)	(1,808)	308	(26,258)	43,596	(304)	(350,744)	-	3,228	(29,015)	32,281	2,123	(342,127)
Other fixed assets	(666)	-	-	(55)	314	(27)	(434)	47	91	(91)	485	(88)	10
	(1,203,580)	(9,784)	2,184	(92,557)	95,149	(2,077)	(1,210,665)	(291)	13,069	(101,277)	58,704	10,169	(1,230,291)
Impairment	(68,428)	-	7	(13,221)	18,283	(167)	(63,526)	-	34	(2,730)	18,998	217	(47,007)
NET BOOK VALUE	1,724,166						1,701,428						1,583,164

The net additions for the year in the column "Changes in the scope of consolidation" come from the purchase of the companies WILAN ANDER, S.L. and WILAN HUEL, S.L. (see Note 2.5.4) and the exit of the company Hesperia Enterprises de Venezuela, S.A.

In 2016, the net additions in the year in the column "Changes in the scope of consolidation" come from the purchase of 47% of the company Palacio de la Merced, S.A. (see Note 2.5.4).

The main additions and reductions in 2017 are due to the repositioning plan carried out by the Group, with refurbishments in all Business Units. The main refurbishments have been carried out in hotels such as NH Les Corts, NH Constanza, NH Calderón (Spain), NH Cavalieri, NH President, NH Milano Touring (Italy) NH Hamburg Norge, NH Berlin Mitte, NH Duesseldorf City, NH Duesseldorf City Nord (Germany), NH Collection Eindhoven, NH Jan Tabak, NH Amsterdam Noord (Benelux) and NH Mexico City (Latin America).

Transfers to other items correspond mainly to the NH Barbizon Palace hotel classified as a non-current asset held for sale during 2017 (see Note 14) amounting to 66,621 thousand euros.

At 31 December 2017, there were tangible fixed asset elements with a net book value of 275 million euros (344 million euros in 2016) to guarantee several mortgage loans (see Note 15).

The breakdown of impairment by country is as follows (in thousands of euros):

	2017	2016
Spain	10,834	14,415
Italy	32,182	46,463
Germany	2,392	1,675
Benelux	997	-
Others	602	973
Total impairment	47,007	63,526

Impairment amounting to 2,730 thousand euros has been recognised for certain assets due to the worsening of future expectations of cash flows for different reasons, including the opening of competitors' hotels or the loss of an important customer (13,221 thousand euros in 2016), and 12,743 thousand euros registered under "Net Profits/(Losses) from asset impairment" of the 2017 consolidated comprehensive profit and loss statement have been reversed.

During the year, some tangible and intangible assets, have been retired, replaced or disposed of to third parties outside the Group, generating positive net capital gains for them amounting to 30,148 thousand euros, recorded under "Gain/(loss) on the disposal of non-current assets" in the consolidated comprehensive profit and loss statement for 2017.

The Group has taken out insurance policies to cover any possible risks to which the different elements of its tangible fixed assets are subject, and to cover any possible claims that may be filed against it in the course of its activities. It is understood that such policies sufficiently cover the risks to which the Group is exposed.

At 31 December 2017, firm purchase undertakings amounted to 51.5 million euros. These investments will be made between 2018 and 2020 (46.4 million euros in 2016).

The recoverable amount of the CGUs subject to impairment or reversal (not the entire portfolio of the Group) is as follows:

Million euros	2017
	Recoverable amount
CGU A	76
CGU B	39.3
CGU C	34.3
CGU D	24.9
CGU E	24.1
CGU F	15.8
CGU G	13.1
CGU H	10
CGU I	10
CGU J	9.3
Top Ten	256.8
Spain	83
Italy	54.5
Benelux	21.1
Germany	19.8
Other Countries	(5.1)
Other CGUs	173.3
Total	430.1

# 9.- INVESTMENTS VALUED USING THE EQUITY METHOD

The movements under this heading of the consolidated balance sheet during 2017 and 2016 were as follows (in thousands of euros):

Company	Net Balance at 31/12/2016	Profit (Loss) 2017	Currency translation difference	Net Balance at 31/12/2017
Inmobiliaria 3 Poniente, S.A. de C.V.	1,936	55	(131)	1,860
Mil Novecientos Doce, S.A. de C.V.	1,789	154	(163)	1,780
Consorcio Grupo Hotelero T2, S.A. de C.V.	973	245	(102)	1,116
Hotelera del Mar, S.A.	1,467	-	(309)	1,158
Borokay Beach, S.L. Beijing NH Grand China Hotel Management	1,408	(43)	-	1,365
Co, Ltd	3,060	(751)	(173)	2,136
Hotel & Congress Technology, S.L.	13	(9)	-	4
Total	10,646	(349)	(878)	9,419

						Changes in	
	Net			Profit	Currency	Scope of	Net
	Balance at		Other	(Loss)	translation	Consolidation	Balance at
Company	31/12/2015	Additions	movements	2016	difference	(Note 2.5.4)	31/12/2016
Varallo Comercial, S.A.	7,186	-	-	-	2,246	(9,432)	-
Inmobiliaria 3 Poniente, S.A. de C.V.	1,968	-	-	295	(327)	-	1,936
Palacio de la Merced, S.A.	1,542	-	-	176	-	(1,718)	-
Mil Novecientos Doce, S.A. de C.V.	1,935	-	-	149	(295)	-	1,789
Consorcio Grupo Hotelero T2, S.A. de C.V.	837	-	-	280	(144)	-	973
Hotelera del Mar, S.A.	1,717	-	-	(37)	(213)	-	1,467
Borokay Beach, S.L.	1,420	-	-	(12)	-	-	1,408
Beijing NH Grand China Hotel							
Management Co, Ltd	-	4,149	(412)	(672)	(5)	-	3,060
Hotel & Congress Technology, S.L.	73	-	-	(60)	-	-	13
Total	16,678	4,149	(412)	119	1,262	(11,150)	10,646

The Group's policy on holdings in associated companies consists of ceasing to book losses in these companies if the associated company's consolidated losses attributable to the Group are equivalent to or exceed the cost of its holding in them, provided there are no additional contingencies or guarantees connected with existing losses. This is the situation of the stake in Losan Investment, Ltd.

#### 10. NON-CURRENT FINANCIAL INVESTMENTS

## 10.1 Loans and accounts receivable not available for trading

The breakdown of this item at 31 December 2017 and 2016 is as follows:

	Thousand	s of euros
	2017	2016
Subordinated loans to companies owning hotels operated by the		
Group through leases	30,689	43,085
Other collection rights	16,395	16,395
Lease advance payments	3,155	3,122
Loans to associates (Note 25)	-	244
Long-term deposits and sureties	12,939	13,984
Others	1,976	1,555
Total	65,154	78,385

The "Subordinated loans to companies owning hotels operated by the Group through leases" item includes a series of loans granted by the Group to companies which own hotels in countries such as Germany, Austria, Luxembourg, the Netherlands, Italy and Spain, and which are operated by the Group under a leasing agreement.

The main features of these agreements are as follows:

- Hotel rentals are not subject to evolution of the inflation rate or to that of any other index.
- The above-mentioned subordinated loans accrue interest at a fixed rate of 3% per year (2.93 million euros in 2017 and 2.31 million euros in the preceding year).

- Lease agreements establish a purchase right on properties subject to agreements that, as a general rule, may be executed in the fifth, tenth and fifteenth year from the entry into force of the agreement.
- The model used for these lease agreements has been analysed and independent experts consider them to be operating leases.

The "Other collection rights" item reflects the claim filed against the insurance company that underwrote the tenyear construction insurance. The amount claimed corresponds to the repairs made and pending in the Los Cortijos de Sotogrande housing development.

The "Lease advance payments" item consists of advance payments made to the owners of certain hotels operated under a lease arrangement for the purchase of decoration and furniture; these are discounted from future rental payments.

As regards the fair value of financial assets, it does not differ significantly from its book value.

#### 10.2 Other non-current financial investments

This heading of the consolidated balance sheet comprised, at 31 December 2017 and 2016, the following equity interests, valued at cost:

	Thousands of euros		
	2017	2016	
Varallo Comercial, S.A. (Note 2.5.4)	9,343	9,343	
NH Panamá	3,767	3,767	
Other investments	677	679	
Provisions	(3,046)	(1,118)	
Total	10,741	12,671	

In the year 2017, a provision of 1,928 thousand euros was allocated, corresponding to the shareholding of NH Panama based on an appraisal by an independent expert.

As regards the fair value of financial assets, it does not differ significantly from its book value.

# 11.- NON-CURRENT ASSETS HELD FOR SALE, LIABILITIES LINKED TO NON-CURRENT ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS

In accordance with IFRS 5, Non-current assets classified as held for sale and discontinued operations (see Note 4.7), the group has classified non-strategic assets under this heading which, pursuant to the Strategic Plan, are undergoing divestment with committed sales plans.

The assets classified as held for sale, after deducting their liabilities, were measured at the lower of their carrying amount and the expected sales price minus costs.

Specifically, Sotocaribe, S.L and Capredo Investments GmbH are classified as discontinued operations; these companies represented the entirety of the Group's property activity.

In addition, in 2017 the Group transferred the property in which the NH Barbizon Palace hotel is located to non-current assets held for sale, which was disposed of outside the Group on 30 January 2018 (see Note 8 and 28).

Sotocaribe, S.L. was consolidated by the equity method, while Capredo Investments, GmbH was changed to the global method following the acquisition of the remaining 50% of the company by the Group Company on 28 December 2016.

## Consolidated balance sheets. Headings of Non-current assets and liabilities classified as held for sale:

A movement by balance headings of the assets and liabilities presented under the corresponding Held for Sale headings at 31 December 2017 and 2016 is shown below (in thousands of euros):

			Transfers (see	
	31.12.2016	Net Variation	Note 7)	31.12.2017
Property, plant and equipment	12,113	(3,174)	66,621	75,560
Financial assets	34,556	(1,000)	-	33,556
Investments accounted for using the equity method	34,556	(1,000)	-	33,556
Cash	2	-	-	2
Other current assets	14	34	-	48
Non-current assets classified as held for sale	46,685	(4,140)	66,621	109,166
Other non-current liabilities	615	-	-	615
Trade payables	376	-	-	376
Other current liabilities	1,670	(284)	-	1,386
Liabilities associated with assets classified as held for sale	2,661	(284)	-	2,377

	31.12.2015	Net Variation	Change in consolidation boundary	31.12.2016
Property, plant and equipment	-	-	12,113	12,113
Financial assets	45,034	(3,714)	(6,764)	34,556
Investments accounted for using the equity method	45,034	(3,714)	(6,764)	34,556
Cash	-	-	2	2
Other current assets	-	-	14	14
Non-current assets classified as held for sale	45,034	(3,714)	5,365	46,685
Other non-current liabilities	-	-	615	615
Trade payables	-	-	376	376
Other current liabilities	-	-	1,670	1,670
Liabilities associated with assets classified as held for sale	-	-	2,661	2,661

The net changes column includes impairments associated with investments accounted for using the equity method.

## Consolidated comprehensive profit and loss statements

The profit and loss of the discontinued operations shown in the accompanying consolidated comprehensive profit and loss statement is broken down by company as follows (in thousands of euros):

	Capredo Investments, GmbH	Sotocaribe, S.L.	Total
2017			_
Profit (loss) before tax	(92)	(186)	(278)
Profit (loss) for the year from discontinued operations net of tax	(92)	(186)	(278)
2016			
Profit (loss) before tax	(159)	(2,115)	(2,274)
Profit (loss) for the year from discontinued operations net of tax	(159)	(2,115)	(2,274)

## Consolidated cash flow statements

The consolidated cash flow statements for the fully consolidated companies in 2017 and 2016 are detailed below (in thousands of euros):

	Capredo Investments, GmbH
2017	
Total net cash flow from operating activities I	-
Total net cash flow from investment activities II	-
Total net cash flow from financing activities III	-
GROSS INCREASE/DECREASE IN CASH AND CASH EQUIVALENTS	
(I+II+III)	-
Effect of variations in the scope of consolidation (IV)	-
Cash and cash equivalents at the start of the financial year	2
Cash and cash equivalents at end of year	2

	Capredo Investments, GmbH
2016	
Total net cash flow from operating activities I	-
Total net cash flow from investment activities II	-
Total net cash flow from financing activities III	-
GROSS INCREASE/DECREASE IN CASH AND CASH EQUIVALENTS	
(I+II+III)	-
Effect of variations in the scope of consolidation (IV)	2
Cash and cash equivalents at the start of the financial year	-
Cash and cash equivalents at end of year	2

# 12.- TRADE RECEIVABLES

This item reflects different accounts receivable from the Group's operations. The breakdown at 31 December 2017 and 2016 is as follows:

	Thousands of euros		
	2017 2016		
Trade receivables for services provided	141,738	159,885	
Provision for bad debts	(9,156)	(13,688)	
Total	132,582	146,197	

As a general rule, these receivables do not accrue interest and are due at less than 90 days with no restrictions on how they may be availed.

Movements in the provision for bad debts during the years ending 31 December 2017 and 2016 were as follows:

	Thousands of euro	
	2017	2016
Balance at 1 January	13,688	12,254
Changes in scope	-	58
Exchange differences	(209)	(7)
Additions	1,982	2,830
Applications	(6,305)	(1,447)
Balance at 31 December	9,156	13,688

The analysis of the ageing of financial assets in arrears but not considered impaired at 31 December 2017 and 2016 is as follows:

	Thousands of euros		
	2017 2016		
Less than 30 days	19,928	18,380	
From 31 to 60 days	8,728	11,488	
More than 60 days	21,813	32,122	
Total	50,469	61,990	

## 13.- CASH AND CASH EQUIVALENTS

This item essentially includes the Group's cash position, along with any loans granted and bank deposits that mature at no more than three months. The average interest rate obtained by the Group for its cash and cash equivalents balances during 2017 and 2016 was a variable Euribor-indexed rate. These assets are recognised at their fair value.

There are no restrictions on cash withdrawals, except for 1,716 thousand euros reserved in accordance with a firm commitment with the co-owners of Hoteles Royal (1,275 thousand euros in 2016) for future investments in the hotels and 2,440 thousand euros reserved in accordance with a commitment acquired with the owner of a hotel in Italy to undertake repositioning investments (2,448 thousand euros in 2016).

As at 31 December 2017, there were no restrictions on the receipt of dividends distributed by the companies in which the Parent Company holds a direct or indirect minority shareholding.

As a result of the enactment of Royal Decree 1558/2012 of 15 November, of Article 42 bis of Royal Decree 1065/2007 of 27 July, approving the General Regulations on tax management, inspection and procedures, and implementing the common rules of the procedures for applying taxes, which establishes certain reporting obligations with regard to overseas assets and rights, among others, it is disclosed that some members of the NH Hotel Group S.A. Board of Directors have the right, as representatives or authorised officials, to dispose of bank accounts located abroad, which are in the name of Group companies. The reason certain Board members have the right to dispose of overseas bank accounts is that they are directors or board members of said subsidiaries.

NH Hotel Group S.A. holds other accounting documents, namely the consolidated annual accounts, from which sufficient data can be extracted in relation to the aforementioned accounts.

### 14. EQUITY

#### 14.1 Subscribed share capital

NH Hotel Group, S.A. share capital at the end of 2017 comprised 350,271,788 fully subscribed and paid up bearer shares with a par value of  $\[mathebox{\ensuremath{$\epsilon$}}\]$ 2 each. All these shares carry identical voting and economic rights and are traded on the Continuous Market of the Spanish Stock Exchanges.

According to the latest notifications received by the Parent Company and the notices given to the National Securities Market Commission before the end of every financial year, the shareholders with shareholdings above 3% at 31 December 2017 and 2016 were as follows:

	2017	2016
HNA Group Co Limited	29.35%*	29.50%
Oceanwood Capital Management LLP	12.06%	11.97%
Hesperia Group	9.27%**	9.27%

Although in the CNMV Records it is recorded that the shareholding of Grupo HNA in NH is 29.50% at 31 December 2017, Grupo HNA reported a decrease to 29.35% in its shareholding in NH to the CNMV on 27 February 2017. In addition, on 3 November 2017, Grupo HNA notified the CNMV of the signing of a sales contract and repurchase agreement through which it would transfer NH shares representing approximately 1.14% of the share capital. Depending on whether the sale has been formalised and the terms and conditions of it, Grupo HNA's shareholding in NH could reach 28.20% of the share capital. Finally, on 19 January 2018, it notified the CNMV of the engagement to review its shareholding in NH, including identify potential buyers of its shareholding.

\*\* The shareholding of Grupo Hesperia consists of the direct shareholding held by Grupo Inversor Hesperia, S.A. (9.10%) and Eurofondo (0.17%).

At year-end 2017 and 2016, the members of the Board of Directors were the holders or proxies of shareholdings representing approximately 21.38% and 21.28% of the share capital, respectively.

The main aims of the Group's capital management are to ensure short-term and long-term financial stability, a positive trend for NH Hotel Group, S.A. share prices, and suitable funding for investments and indebtedness. All the above is geared towards ensuring that the Group maintains its financial strength and the strength of its financial ratios, enabling it to maintain its businesses and maximise value for its shareholders.

During recent years, the evolution of the business has allowed to reduce the ratio of accounting financial leverage from 0.63x to 0.55x. The ratios of accounting financial leverage at 31 December 2017 and 2016 are the following:

	Thousands o	f euros
	2017	2016
Bonds and other marketable securities (Note 15)	633,910	765,870
Bank borrowings and other financial liabilities (Note 15)	82,970	95,946
Gross accounting debt	716,880	861,816
Cash and cash equivalents (Note 13)	80,249	136,733
Liquid assets	80,249	136,733
Total net accounting debt	636,631	725,083
Total Equity	1,151,976	1,155,876
Accounting financial leverage	0.55x	0.63x

On 29 June 2017, the General Shareholders' Meeting approved the distribution of a dividend at 5 cents per outstanding share, charged to 2016 profits. The total amount of dividends paid in 2017 amounted to 17 million euros.

#### 14.2 Parent Company Reserves

### i) Legal reserve

In accordance with the Consolidated Text of the Corporate Enterprises Act, 10% of the net profit for each year must be allocated to the legal reserve until it reaches at least 20% of share capital. The legal reserve may be used to increase capital provided the remaining balance does not fall below 10% of the increased capital amount. With the exception of the aforementioned purpose, and when it does not exceed 20% of share capital, this reserve may be used only to offset losses, provided no other reserves are available for this purpose.

At 31 December 2017 and 2016, the parent company's legal reserve was not fully constituted.

## ii) Share premium

The Consolidated Text of the Corporate Enterprises Act expressly allows the balance of this reserve to be used to increase capital and imposes no restrictions on its availability.

#### 14.3 Treasury shares and shareholdings

At the end of the year, NH Hotel Group, S.A. had 9,416,368 treasury shares on its balance sheet, whose main composition and movements are broken down as follows:

• Securities loan linked to the convertible bond issue dated 8 November 2013. On 4 November 2013, the Spanish National Securities Market Commission (CNMV) was notified of the loan of 9,000,000 of own shares to the three financial institutions involved in the placement of the convertible bonds or bonds exchangeable for shares of NH Hotel Group S.A. amounting to 250 million euros. The purpose of this loan was to allow said financial entities to offer the shares to subscribers to the convertible debentures requesting them.

At 31 December 2017, the financial entities have returned 7,615,527 of those 9,000,000 shares, which are thus now held by NH Hotel Group S.A., but which according to the terms of securities lending, continue to be available to the financial entities, who can borrow them at any time, until the convertible bonds are cancelled or amortised (see Note 15).

- In August 2016, the Company purchased 600,000 treasury shares.
- In 2017 the first cycle of the long-term incentive plan was settled corresponding to the year ended 31 December 2016. This plan was settled in March, April and July with the delivery of 183,632 shares valued at 733 thousand euros on the settlement dates.

## 14.4 Minority interests

The movements in this item in 2017 and 2016 are summarised below:

	Thousands of euros		
	2017 2016		
Opening balance	43,967	37,963	
Comprehensive profit (loss) attributable to non- controlling interests	1,001	3,614	
Changes in percentage shareholdings and purchase/sales	-	2,589	
Dividends paid to non-controlling interests	(1,496)	(1,056)	
Other movements	-	857	
Closing balance	43,472	43,967	

The 2017 "Dividends paid to non-controlling interests" item mainly reflects the dividends paid out in 2017 to the following companies: NH Marín, S.A., for 475 thousand euros, NH Las Palmas, S.A. for 265 thousand euros and various companies in Latin America for 756 thousand euros.

## 15. DEBT IN RESPECT OF BOND ISSUES AND BANK BORROWINGS

The balances of the "Bonds and other negotiable securities" and "Debts with credit institutions" items at 31 December 2017 and 2016 were as follows:

	Thousands of euros				
	20	17	2016		
	Long-term Short-term		Long-term	Short-term	
Convertible bonds	-	244,606	238,724	-	
Guaranteed senior bonds maturing in 2019	-	-	250,000	-	
Guaranteed senior bonds maturing in 2023	400,000	-	285,000	-	
Borrowing costs	-	5,125	-	6,248	
Arrangement expenses	(12,285)	(3,536)	(10,087)	(4,015)	
Debt instruments and other marketable securities	387,715	246,195	763,637	2,233	
Mortgages	32,945	7,496	33,078	4,325	
Unsecured loans	867	2,238	2,158	9,072	
Subordinated loans	40,000	-	40,000	-	
Credit lines	-	2,008	-	9,944	
Arrangement expenses	(2,566)	(917)	(2,516)	(1,015)	
Borrowing costs	-	899	-	900	
Debts with credit institutions	71,246	11,724	72,720	23,226	
Total	458,961	257,919	836,357	25,459	

The current fair value of the convertible bonds, bearing in mind that the reference interest rate would be the one applied to the bonds issued during 2017, would mean such bonds amounting to 242 million euros (224 million euros in 2016). With regard to financial liabilities tied to a variable interest rate, because of their variable configuration, their fair value does not differ from their book value.

The effect of debt movement on the Group's cash flows as reflected in the cash flow statement is affected by non-cash movements generated by exchange rate differences as the group has debts in currencies other than the euro.

## **Convertible bonds**

On 31 October 2013, the Parent Company placed convertible bonds among institutional investors, for a total of 250,000 thousand euros, with the following characteristics:

Amount of the issue	€250,000,000
Nominal value of the bond	€100,000
Maturity	5
Rank of debt	Unguaranteed senior
Issue price	100%
Coupon	4%
Exchange price	4,919 euros
Conversion premium	30%
Redemption price	100%
Maximum number of shares to issue	50,823,338

In certain circumstances, at the request of the bondholder or Parent Company, this instrument may be redeemed or converted early.

This transaction is considered an instrument comprising liabilities and equity, with the equity at the time of issuance worth 27,230 thousand euros.

As is commonplace for this type of issue, and in order to enhance the liquidity of the instrument on the secondary market, NH Hotel Group, S.A. signed a security loan agreement with the placing entities for up to 9,000,000 million treasury shares. This loan bears interest at 0.5% and was drawn to the extent of 1,384,473 shares at 31 December 2017 (see Note 14.3).

As the maturity of the convertible bonds will occur on 31 October 2018, the Group has reclassified all debt associated with the "Bonds and other convertible securities" item of current liabilities at 31 December 2017. This has meant that the variation between current assets and current liabilities for 2017 is negative at 205,449 thousand euros. In this regard and based on the assumption that this instrument is not redeemed the directors of the Parent Company consider there being no doubt as to the Group being able to meet the payment of the debt at maturity both due to the expectation of generating positive cash flows during the year and the fact that, as indicated in the section "guaranteed syndicated credit line" of this Note, the Group has a credit line of 250 million euros and a final maturity on 29 September 2021 which, at 31 December 2017, is available in full.

### Secured senior bonds maturing in 2019

On 30 October 2013 the Parent Company placed guaranteed senior bonds, which mature in 2019, at the nominal value of 250,000 thousand euros. The nominal yearly interest rate for said issuance of notes is 6.875%. At 31 December 2017, these bonds are fully cancelled through early amortisation or refinancing (see section "Refinancing 2017").

#### Secured senior bonds maturing in 2023

On 23 September 2016 the Parent Company placed guaranteed senior bonds, which mature in 2023, at the nominal value of 285,000 thousand euros. The nominal yearly interest rate for said issuance of notes is 3.75%. On 4 April 2017, the parent company issued an extension of guaranteed senior bonds maturing in 2023 for a nominal amount of 115,000 thousand euros with an implicit cost until maturity of 3.17%. The outstanding nominal amount at 31 December 2017 is 400,000 thousand euros (see section "Refinancing 2017").

#### Refinancing 2017

As indicated in the section "Guaranteed senior notes maturing in 2019", at the beginning of the year the Group owed 250,000 thousand of bonds to their holders which have been fully refinanced or amortised in full throughout 2017

In this regard, in April 2017, the parent company issued an extension of guaranteed senior notes maturing in 2023 for a nominal amount of 115,000 thousand euros with an implicit cost until maturity of 3.17%. This extension led to the conversion of 121,505 thousand euros in guaranteed senior notes maturing in 2019 with an annual nominal interest of 6.875%, after having the aforementioned 121,505 thousand euros acquired by the Deutsche Bank branch in London On this date, the parent company reached the following milestones corresponding to the accrued and unpaid coupon and premium for the repurchase offer:

- Conversion of the nominal amount of 121,505 thousand euros of guaranteed senior note maturing in 2019 into a new one of 115,000 thousand euros with the same conditions as the guaranteed senior notes maturing in 2023.
- Payment of unpaid accrued interest and other interest: 3,225 thousand euros
- Payment of the amount of the repurchase premium: 9,599 thousand euros

In relation to the conversion of the notes, the Directors of the Company consider that all the qualitative and quantitative criteria have been met (mainly, that the current value of the cash flows discounted under the new terms, including any commission paid net of any commission received, and discounting using the original effective interest rate, differs by less than 10% from the discounted present value of the cash flows which still remained of the syndicated notes maturing in 2019), for their accounting recognition, in accordance to their

interpretation of the standard, that the new notes maturing in 2023 and amount of 115 million euros, do not differ significantly from those cancelled for the amount of 121.5 million euros maturing in 2019. Therefore, the new notes maturing in 2023 are reduced by the arrangement expenses pending of the redeemed obligations maturing in 2023, as well as the new arrangement expenses incurred which could be registered as such.

In May 2017, the parent company voluntarily amortised, by paying the applicable premium, 28,495 thousand euros of the guaranteed senior notes maturing in 2019 with an annual nominal interest rate of 6.875%. The payments made for the repurchase were broken down as follows:

- Nominal paid in advance: 28,495 thousand euros
- Unpaid accrued interest and other interest: 920 thousand euros
- Amount of the repurchase premium: 2,068 thousand euros

Finally, in November 2017, the Parent Company voluntarily amortised, by paying the applicable premium to the remaining 100,000 thousand euros of the guaranteed senior notes maturing in 2019 with an annual nominal interest rate of 6.875%. The payments made for the repurchase are broken down as follows:

- Nominal paid in advance: 100,000 thousand euros
- Unpaid accrued interest and other interest: 286 thousand euros
- Amount of the repurchase premium: 3,438 thousand euros

As a result of the aforementioned three amortisations, the guaranteed senior notes maturing in 2019 have been fully refinanced or cancelled early in full.

#### Secured credit line

On 22 September 2016, the Parent Company and NH Finance, S.A. entered into a revolving business credit with credit institutions amounting to 250,000 thousand euros ("syndicated credit line") with a maturity of three years, extendable to five years at the time of the refinancing of the guaranteed senior notes maturing in 2019. As a consequence of the refinancing and early payments of the guaranteed senior notes maturing in 2019 which took place in 2017, the maturity date of said financing has been extended to 29 September 2021. At 31 December 2017, this financing was not available in full.

# Obligations required in the guaranteed senior note indentures maturing in 2023 and in the syndicated credit line

The senior notes maturing in 2023 and the syndicated credit line require the fulfilment of a series of obligations and limitations of essentially homogeneous content as regards the assumption of additional borrowing or provision of guarantees in favour of third parties, the granting of real guarantees on assets, the sale of assets, investments that are permitted, restricted payments (including the distribution of dividends to shareholders), transactions between related parties, corporate transactions and disclosure obligations. These obligations are detailed in the issue prospectus for the aforementioned notes, as well as in the credit agreement of the syndicated credit line. In addition, the syndicated credit line requires compliance with financial ratios; in particular (i) an interest coverage ratio of  $\geq 2.00x$ , (ii) a debt coverage ratio of  $\leq 5.50x$  and (iii) a Loan to Value ("LTV") ratio of  $\leq 55\%$  up to the maturity or refinancing date of the guaranteed senior notes maturing in 2019, a fact which occurred during 2017. On the date of expiry or refinancing of these debentures, the loan-to-value ratio must be  $\leq 70\%$ , and after that date, the applicable loan-to-value ratio will depend on the indebtedness of NH at the time, as indicated below:

- Debt-to-income ratio > 4.00x: LTV ratio = 70%
- Debt-to-income ratio  $\leq 4.00x$ : LTV ratio = 85%
- Debt-to-income ratio  $\leq 3.50x$ : LTV ratio = 100%

As a result of the early voluntary amortisation of all guaranteed senior notes maturing in 2019, the LTV at 31 December 2017 is generally  $\leq$ 70%. Subsequently, it will be reviewed according to the ratio of net indebtedness.

At 31 December 2017 these ratios were completely adhered to.

#### Package of guaranteed senior notes maturing in 2023 and syndicated credit line

The guaranteed senior notes maturing in 2023 and syndicated credit line (undrawn at 31 December 2017) share the following guarantees: (i) pledge of shares: 100% of the share capital of (A) Diegem, (B) Immo Hotel BCC NV, (C) Immo Hotel Belfort NV, (D) Immo Hotel Brugge NV, (E) Immo Hotel Diegem NV, (F) Immo Hotel Gent NV, (G) Immo Hotel GP NV, (H) Immo Hotel Mechelen NV, (I) Immo Hotel Stephanie NV, (J) Onroerend Goed Beheer Maatschappij Van Alphenstraat Zandvoort, B.V. and (K) NH Italia, S.p.A. (ii) first-tier mortgage guarantee on the following hotels located in the Netherlands: NH Conference Centre Koningshof, owned by Koningshof, B.V.; NH Conference Centre LeeuweNHorst, owned by LeeuweNHorst Congres Center, B.V.; NH Schiphol Airport, owned by Onroerend Goed Beheer Maatschappij Kruisweg Hoofddorp, B.V.; NH Zoetermeer, owned by Onroerend Goed Beheer Maatschappij Danny Kayelaan Zoetermeer, B.V.; NH Conference Centre SparreNHorst, owned by SparreNHorst, B.V.; NH Best, owned by Onroerend Goed Beheer Maatschappij Maas Best, B.V.; NH Capelle, owned by Onroerend Goed Beheer Maatschappij Capelle aan den IJssel, B.V.; NH Geldrop, owned by Onroerend Goed Beheer Maatschappij Bogardeind Geldrop, B.V.; NH Marquette, owned by Onroerend Goed Beheer Maatschappij Marquette Heemskerk, B.V.; and NH Naarden, owned by Onroerend Goed Beheer Maatschappij IJsselmeerweg Naarden, B.V. and the joint guarantee on first demand of the main operating companies in the group wholly owned by the Parent Company.

#### Limitation on the distribution of Dividends

The guaranteed senior notes maturing in 2023 and the syndicated credit line described above contain clauses limiting the distribution of dividends.

In the case of the senior notes maturing in 2023, the distribution of dividends is generally permitted provided that (a) the interest coverage ratio is > 2.0x and (b) the sum of restricted payments (including dividends and repayment of subordinated debt) made since 8 November 2013 is less than the sum of, amongst other items, (I) 50% of NH's consolidated net income (even though in the calculation of net income,100% of consolidated net losses must be deducted) from 1 July 2013 to the date of the last quarterly accounts available (this is what is known as the CNI Builder) and, (ii) 100% of the net contributions to NH's capital from 8 November 2013.

Additionally, as an alternative and without having to be in compliance with the previous condition:

(i) in the case of bonds maturing in 2023, NH may distribute dividends provided that the leverage ratio (gross debt/EBITDA) does not exceed 4.5x.

Finally, and also alternatively and without having to be concurrent with the previous ones, the notes maturing in 2023 establish a franchise to be able to make restricted payments (including dividends) without needing to comply with any specific requirement, for a total aggregate amount of 25,000,000 euros as of November 2013.

In the case of the syndicated credit line, the distribution of a percentage of the NH Group's consolidated net profit from the previous year is allowed, provided that there has been no breach of the financing agreement and the Net Financial Debt (through the Dividend payment) / EBITDA Ratio is less than 4.0x.

The maximum percentage of the consolidated net profit to be distributed will depend on the Debt Ratio. Net Financial (through the payment of the Dividend) / EBITDA according to the following breakdown:

- Net Financial Debt / EBITDA ≤ 4.0x: Percentage of consolidated net profit: 75%
- Net Financial Debt / EBITDA ≤ 3.5x: Percentage of consolidated net profit: 100%
- Net Financial Debt / EBITDA ≤ 3.0x: Percentage of consolidated net profit: unlimited

## Mortgages

The detail of the mortgage loans and credits is as follows (in thousand of euros):

			Variable		Net book value of the mortgaged
	Mortgaged asset	Fixed rate	interest	Total	asset
	NH Lagasca	-	4,480	4,480	17,229
C	Wilan Ander	5,048	-	5,048	6,546
Spain	Wilan Huel	3,617	-	3,617	4,965
	NH Palacio de la Merced	-	4,372	4,372	16,498
Total Spain		8,665	8,852	17,517	45,238
Mexico	NH Querétaro	-	1,026	1,026	4,075
Mexico	NH Santa Fe	-	388	388	6,397
<b>Total Mexico</b>		-	1,414	1,414	10,472
Netherlands	NH Groningen	-	198	198	6,571
Total					
Netherlands		-	198	198	6,571
Italy	NH Villa San Mauro	=	1,677	1,677	=
<b>Total Italy</b>		-	1,677	1,677	-
Chile	NH Antofagasta and NH Plaza de				
Cilile	Santiago	19,635	-	19,635	23,946
<b>Total Chile</b>		19,635	-	19,635	23,946
Total		28,300	12,141	40,441	86,227

The mortgage loans of Wilan Ander and Wilan Huel of 5,048 thousand euros and 3,617 thousand euros respectively, have been consolidated using the global integration method since October 2017, the month in which the Parent Company, through its subsidiary NH Hoteles España, S.A., acquired 100% of these companies (see Note 2.5.4).

Assets granted as mortgage security against the syndicated credit line of 250,000 thousand (undrawn at 31 December 2017) and guaranteed senior notes in the joint amount of 400,000 thousand, maturing in 2023, can be broken down as follows (in thousands of euros):

		Net book
		value of the
		mortgaged
	Mortgaged asset	asset
	NH Conference Centre Leeuwenhorst	52,357
	NH Conference Centre Koningshof	37,919
	NH Schiphol Airport	41,453
	NH Conference Centre Sparrenhorst	16,724
	NH Zoetermeer	7,676
	NH Naarden	11,038
	NH Capelle	6,368
	NH Geldrop	7,311
	NH Best	4,891
	NH Marquette	3,350
Total		189,087
Net value of assets assigned as mortgage collateral		189,087
Value of guaranteed debt		400,000
Fixed interest		400,000
Variable interest (amount of the syndicated credi	t line undrawn)	250,000

There are also companies whose shares are pledged as collateral for said lines of financing.

## **Subordinated loan**

A loan amounting to 40,000 thousand euros fully drawn at 31 December 2017 and with a single maturity and repayment in 2037, are included in this item. The interest rate of these loans is the 3-month Euribor plus a differential.

#### **Credit lines**

At 31 December 2017, the balances under this item include the amount drawn down from credit facilities. The joint limit of these loan agreements and credit facilities at 31 December 2017 amounted to 68,353 thousand euros, of which 2,008 thousand euros had been drawn down at that date. Additionally, at 31 December 2017, the Parent Company had a guaranteed syndicated long-term credit line amounting to 250,000 thousand euros.

## Detail of current and non-current payables

The detail, by maturity, of the items included under "Non-Current and Current Payables" is as follows (in thousands of euros):

				Maturity						
Instrument	Limit	Available	Disposed	2017	2018	2019	2020	2021	2022	Remainder
Mortgages	40,441	-	40,441	-	7,496	2,756	2,605	2,554	2,141	22,889
Fixed rate	28,300	-	28,300	-	1,054	1,353	1,379	1,504	1,530	21,480
Variable interest	12,141	-	12,141	-	6,442	1,404	1,226	1,050	611	1,409
Subordinated loans	40,000	-	40,000	-	-	-	-	-	-	40,000
Variable interest	40,000	-	40,000	-	-	-	-	-	-	40,000
Convertible bonds	250,000	-	250,000	-	250,000	-	-	-	-	-
Fixed rate	250,000	-	250,000	-	250,000	-	-	-	-	-
Guaranteed senior notes mat. in 2023	400,000	-	400,000	-	-	-	-	-	-	400,000
Fixed rate	400,000	-	400,000	-	-	-	-	-	-	400,000
Unsecured loans	3,106	-	3,105	-	2,238	600	267	-	-	-
Variable interest	3,106	-	3,105	-	2,238	600	267	-	-	-
Secured credit line	250,000	250,000	-	-	-	-	-	-	-	-
Variable interest	250,000	250,000	-	-	-	-	-	-	-	-
Credit lines	68,353	66,345	2,008	-	2,008	-	-	-	-	-
Variable interest	68,353	66,345	2,008	-	2,008	-	-	-	-	-
SUBTOTAL	1,051,899	316,345	735,554	-	261,742	3,356	2,872	2,554	2,141	462,889
Arrangement expenses	(19,304)	-	(19,304)	-	(4,453)	(3,064)	(3,243)	(3,197)	(2,765)	(2,582)
Implicit derivative convertible bonds	(5,394)	-	(5,394)		(5,394)	-	-	-	-	-
Borrowing costs	6,024	-	6,024		6,024	-	-	-	-	-
Borrowing at 31/12/2017	1,033,225	316,345	716,880	-	257,919	292	(371)	(643)	(624)	460,307
Borrowing at 31/12/2016	1,181,208	308,908	861,816	25,459	241,379	249,645	1,321	858	1,344	341,811

## 16 - OTHER NON-CURRENT LIABILITIES

The breakdown of the "Other non-current liabilities" item in the accompanying consolidated balance sheets, at 31 December 2017 and 2016, is as follows:

	Thousands of euros		
	2017	2016	
At amortised cost:			
Linearisation of revenue	15,965	16,122	
Capital subsidies	17,754	10,285	
Acquisition of Capredo Investment GmbH (Note 2.5.4)	3,150	3,150	
Loans from shareholders	-	550	
Other liabilities	2,107	3,930	
	38,976	34,037	

At 31 December 2017, "Capital subsidies" basically included subsidies received for hotel renovations, both from public entities and landlords, broken down by country as follows:

	Thousand	Thousands of euros				
	2017	2016				
Germany	9,709	6,866				
Netherlands	3,461	-				
Spain	1,843	1,832				
Italy	1,064	-				
Portugal	1,005	1,124				
Others	672	463				
	17,754	10,285				

At 31 December 2017, the Directors of the Parent Company considered that all the requirements stipulated for such subsidies had been fulfilled and therefore deemed them as non-reimbursable.

## 17.- PROVISIONS FOR RISKS AND CHARGES

The breakdown of "Provisions for risks and charges" at 31 December 2017 and 2016, together with the main movements recognised in those years were as follows:

	Thousands of euros						
	Balance at 31/12/2016	Additions	Applications/Reversals	Transfers and other changes	Balance at 31/12/2017		
Provisions for contingencies and extraordinary costs: Onerous contracts	14,794	3,186	(2,813)	(2,954)	12,213		
Provision for pensions and similar obligations	16,685	1,009	(1,449)	-	16,245		
Other claims	21,421	4,776	(4,242)	-	21,955		
	52,900	8,971	(8,504)	(2,954)	50,413		
Provisions for contingencies and current expenses:							
Onerous contracts	4,275	-	(4,716)	2,954	2,513		
Other provision	7,187	393	(1,122)	-	6,458		
	11,462	393	(5,838)	2,954	8,971		
Total	64,362	9,364	(14,342)	-	59,384		

	Thousands of euros							
	Balance at 31/12/2015	Additions	Applications/ Reversals	Transfers	Balance at 31/12/2016			
Provisions for contingencies and extraordinary costs: Onerous contracts	16,547	6,390	(4,121)	(4,022)	14,794			
Provision for pensions and similar obligations Other claims (Note 22)	14,202 17,951	3,502 8,070	(1,451) (3,756)	432 (844)	16,685 21,421			
other claims (170te 22)	48,700	17,962	(9,328)	(4,434)	52,900			
Provisions for contingencies and current expenses:								
Onerous contracts	4,793	-	(4,995)	4,477	4,275			
Other provision	537	8,349	(1,699)	-	7,187			
	5,330	8,349	(6,694)	4,477	11,462			
Total	54,030	26,311	(16,022)	43	64,362			

#### **Onerous contracts**

The Group considers onerous agreements to be those in which the inevitable costs of fulfilling the obligations that such agreements entail exceed the economic benefits expected from them.

The Group records as a provision for onerous contracts the present value of the net losses derived from the contract or the compensation foreseen for abandonment of the contract, if such were decided. These provisions are reversed at the time that either of the above two events is fulfilled.

The reversal of the provision for onerous contracts for the year includes, on the one hand, the amount of the provision overdue during the year, and on the other, the re-estimation of the necessary provision at the end of the year. The part of the provision overdue in the year corresponds to the losses recorded by the CGUs in the income statements, while the re-estimation of the provision is due to the improvement in the activity of the CGUs.

The methodology, assumptions and discount rates used to make such estimates follow the same criteria as described in Note 4.4.

The reconciliation between the amount recorded in the income statement and the changes in the provision for onerous contracts for the years ended 31 December 2017 and 2016 is as follows:

	Thousand	ls of euros
	2017	2016
Reversal of provision for realised losses	(3,903)	(4,995)
Reversal	(2,377)	(4,121)
Allowances	2,064	4,953
Variation in the provision for onerous contracts	(4,216)	(4,163)
Application due to exit of one of the CGUs	(813)	-
Allowance for financial effect provision update	1,122	1,379
Exchange rate effect	(436)	58
Total effect	(127)	1,437
Net effect on the income statement	(4,343)	(2,726)

#### Provision for pensions and similar obligations

The "Provisions for pensions and similar obligations" account includes the pension fund of a certain number of employees of the Netherlands business unit, and the T.F.R. "Trattamento di fine rapporto" in Italy, an amount paid to all workers in Italy at the moment they leave the company for any reason. This is another remuneration element, whose payment is deferred and annually allocated in proportion to fixed and variable remuneration both in kind and in cash, which is valued on a regular basis. The annual amount to be reserved is equivalent to the remuneration amount divided by 13.5. The annual cumulative fund is reviewed at a fixed interest rate of 1.5% plus 75% of the increase in the consumer price index (CPI).

At the end of 2017, the liabilities entered against this item were of 16,245 thousand euros (16,685 thousand euros at 31 December 2016).

The breakdown of the main assumptions used to calculate actuarial liabilities is as follows:

	2017		2016	
	Netherlands	Italy	Netherlands	Italy
Discount rates	1.80%	0.20%	1.80%	0.13%
Expected annual rate of salary rise	2.50%	1.90%	2.50%	1.25%
Expected return from assets allocated to the plan	1.80%	2.02%	1.80%	2.02%

#### Other claims

The "Other claims" item includes provisions for disputes and risks that the Group considers likely to occur. Among the most significant are the provisions created on the basis of the action brought in the proceedings claiming breach of contract in a property development, as well as other claims received in relation to the termination of certain leases where certain amounts are claimed. No decision on these claims is expected in the short term (see Note 22).

#### **18.- TAX NOTE**

#### Tax consolidation scheme

The Group operates in many countries and is therefore subject to the regulations of different tax jurisdictions regarding taxation and corporate income tax.

NH Hotel Group, S.A. and another 15 companies with tax domicile in Spain in which it held a direct or indirect stake of at least 75% during the 2017 tax period are subject to the tax consolidation scheme governed by Title VII, Chapter VI of Law 27/2014 on Corporate Income Tax.

The companies belonging to the tax group have signed an agreement to share the tax burden. Hence, the Parent Company settles any credits and debts which arise with subsidiary companies due to the negative and positive tax bases these contribute to the tax group.

The companies that make up the tax consolidation group are the following:

NH Hotel Group, S.A.
Latinoamericana de Gestión Hotelera, S.L.
NH Central Reservation Office, S.L.
NH Hoteles España, S.A.
NH Hotel Ciutat de Reus, S.A.
Gran Círculo de Madrid, S.A.
NH Logroño, S.A.
Iberinterbrokers, S.L.

NH Europa, S.L.
Atardecer Caribeño, S.L.
Hoteles Hesperia, S.A.
Nuevos Espacios Hoteleros, S.A.
Coperama Holding, S.L.
Coperama Spain, S.L.
NH Las Palmas, S.A.
NH Lagasca, S.A.

Corporation tax is calculated on the financial or accounting profit or loss resulting from the application of generally accepted accounted standards in each country, and does not necessarily coincide with the tax result, this being construed as the tax base.

In 2017, Spanish companies pay taxes at the general tax rate of 25% irrespective of whether they apply the consolidated or separate taxation schemes. The foreign companies are subject to the prevailing tax rate in the countries where they are domiciled. In addition, taxes are recognised in some countries at the estimated minimum profit on a complementary basis to Corporation Tax.

The prevailing corporation tax rates applicable to Group companies in the different jurisdictions where the Group has significant operations are as follows:

Country	Nominal Rate	Country	Nominal Rate
Argentina (1)	35.0%	Romania	16.0%
Colombia (1)	34.0%	Poland	19.0%
Chile	25.5%	Switzerland	8.5%
Belgium	33.9%	Czech Republic	19.0%
Panama	25.0%	Luxembourg	19.0%
Brazil	34.0%	Italy	24.0%
Mexico	30.0%	Netherlands	25.0%
Uruguay	25.0%	France	33.3%
Dominican Rep.	27.0%	Portugal	21.0%
Germany	30.0%		

<sup>(1)</sup> Jurisdictions in which there is a minimum taxable income.

## Financial years subject to tax inspection

In accordance with Spanish tax legislation, the years open for review to the Consolidated Tax Group are:

	Pending
Tax	Periods
Corporation	2014, 2015 and 2016
VAT	2014, 2015, 2016 and 2017
IRPF (personal income tax)	2014, 2015, 2016 and 2017
Non-resident Income Tax	2014, 2015, 2016 and 2017

During 2017, in Spain there were no open tax inspections in progress in relation to the taxes included in the previous table.

In Germany, an inspection procedure has been opened which is reviewing the amount of negative tax bases still to be offset by the companies in Germany.

Another inspection procedure has been opened in France by the French authorities who are checking the overall tax position of the subsidiary in that country.

Finally, an inspection procedure has been opened in Colombia focused on the deductions of certain Corporation Tax expenses.

The Group's Directors do not expect any significant contingencies to arise from the conclusions of the inspections.

Regarding the financial years open to inspection in the rest of the group, contingent liabilities not susceptible to objective quantification may exist, which are not significant in the opinion of the Group's Directors.

#### **Balances with Public Administrations**

The composition of the debit balances with Public Administrations at 31 December 2017 and 2016 is as follows:

	Thousands	Thousands of euros	
	2017	2016	
Deferred tax assets			
Tax credits	96,689	108,515	
Tax assets due to asset impairment	32,095	31,744	
Tax withholdings of workforce	2,686	2,581	
Other prepaid taxes	6,526	9,549	
	137,996	152,389	

	Thousands of euros	
	2017	2016
Short-term taxes receivable		
Income tax	9,179	9,303
Value Added Tax	6,521	12,538
Other tax receivables	8,043	7,390
Total	23,743	29,231

The movements of the "Deferred tax assets" item in 2017 and 2016 were as follows:

	Thousands of euros	
	2017	2016
Opening balance	152,389	165,797
Asset impairment	351	757
Generation of assets due to tax losses	4,039	12,305
Settlements of assets due to tax losses	(10,512)	(16,760)
Activation of deductions	-	865
Settlement of deductions	(5,353)	(2,346)
Others	(2,919)	(8,229)
Total	137,996	152,389

The recognition of assets for tax losses is mainly due to the activation of tax losses in Germany and Latin America amounting to 1,841 and 1,691 thousand euros respectively, as a result of the positive results expected in future years.

The cancellation of assets is mainly due to the application of tax losses to offset the positive tax bases generated in 2017, mainly in Spain, Belgium, Italy and Germany, amounting to 3,608, 789, 3,114 and 3,002 thousand euros, respectively. Additionally, the application of deductions in Spain has been made in the amount of 5,353 thousand euros as a result of their use to offset the positive share resulting in 2017.

At 31 December 2017, the Group had assets resulting from tax losses and activated deductions amounting to 96,689 thousand euros (108,515 thousand euros in 2016). At 31 December 2017, the tax credit recovery plan that supports the recognition of these tax credits had been updated. Given that the results of the tax credit recovery plan are satisfactory, the Parent Company's Directors have decided to maintain the tax credits recognised in the consolidated balance sheet.

At 31 December 2017, the Group had tax loss carryforwards worth 605,591 thousand euros (566,518 thousand euros at 31 December 2016) and deductions amounting to 28,030 thousand euros (29,637 thousand euros in 2016) that had not been entered in the accompanying consolidated balance sheet because the Directors considered they did not meet accounting standard requirements. These assets are grouped as follows (base amount):

	Thousands of euros	
	2017	2016
Finance costs and negative tax bases		
Non-deductible financial expenses in Spain	260,852	223,095
Non-deductible financial expenses in Italy	-	6,424
Non-deductible financial expenses in Germany	3,397	5,366
Negative tax bases generated by the Spanish entities before consolidation	103,572	106,325
Negative tax bases generated in Austria	33,827	24,449
Negative tax bases generated in Latin America	239	4,175
Negative tax bases generated in Luxembourg	43,068	53,231
Negative tax bases generated in Italy	-	1,797
Negative tax bases generated in Germany	142,787	141,656
Negative tax bases generated in Holland	3,445	-
Negative tax bases USA	9,781	-
Negative tax bases France	4,426	-
Negative tax bases generated in South Africa	197	=
Total	605,591	566,518
Deductions		
Deductions generated in Spain	28,030	29,637
Total	28,030	29,637
Total	633,621	596,155

Finance costs, which are not considered deductible in the Spanish Corporation Tax when exceeding 30% of the operating revenue of the tax group calculated in accordance with Article 16 of Law 27/2014 of 27 December, on Corporation Tax, amount to 260,852 thousand euros in 2017 (223,095 thousand euros in 2016). There is no deadline for offsetting non-deductible finance costs. In respect of German Corporation Tax, the tax regulations of this country are similar to those of Spain in terms of the limitation of deductibility of the financial charge which, accordingly there is no deadline for offsetting non-deductible finance costs.

The changes in non-recorded credits in 2017 were mainly due to the fact that in Spain no finance costs were deducted owing to the application of the aforementioned regulations, and losses and deductions were offset against the profit generated in the year. In Italy losses were fully offset and finance costs generated were deducted, and in Germany finance costs were deducted and losses which had passed the tax credit recovery test were recognised.

The composition of the credit balances with Public Administrations at 31 December 2017 and 2016 is as follows:

	Thousands of euros	
	2017	2016
Deferred tax liabilities		
Revaluation of assets and other valuation differences	167,433	174,987
Total	167,433	174,987

	Thousands of euros	
	2017	2016
Short-term taxes payable		
Income tax	9,021	12,454
Value Added Tax	1,298	3,042
Personal Income Tax	8,769	6,687
Tax on Income from Capital	1,315	2,100
Social Security	6,833	7,045
Others	18,624	13,610
Total	45,860	44,938

The movements in deferred tax liabilities during 2017 and 2016 are as follows:

	Thousands of euros	
	2017	2016
Opening balance Additions of liabilities due to the entry into the	174,987	196,711
consolidation	-	698
Others	(7,554)	(22,422)
Closing balance	167,433	174,987

The reduction in deferred tax liabilities is mainly due to the reversal of impairment on revalued assets.

The detail, by country and item, of these deferred taxes is as follows:

	Thousands of euros			
	Tax credits	Prepaid Taxes	Total Assets	Liabilities
Spain	91,284	20,657	111,941	35,329
Benelux	1,138	195	1,333	1,205
Italy (1)	205	9,688	9,893	107,894
Germany	1,841	2,783	4,419	526
Others	2,221	7,984	10,410	22,479
TOTAL	96,689	41,307	137,996	167,433

(1) The business area of Italy includes companies resident in Belgium, German, Holland and the USA.

## Reconciliation of the accounting result to the tax result

The reconciliation between the consolidated comprehensive profit or loss statements, the corporation tax base, current and deferred tax for the year, is as follows:

		2017								2016					
	Thousands of euros								Thousands						
	Spain	Italy	Germany	Netherlands (1)	Latin America (2)	Luxembourg	Romania	Switzerland	Czech R.	Poland	Portugal	Others	TOTAL	Spanish Companies	Other Companies
PROFIT / (LOSS) FOR THE FINANCIAL YEAR - CONTINUING	4,514	23,880	-1,124	36,074	9,339	5,883	241	-2,625	-315	-13	913	-330	76,436	(14,054)	58,412
Profit (loss) for the year from discontinued operations	(2,022)	-	-	(235)	(1,302)	-	-	-	-	-	-	(159)	(3,718)	(2,274)	
Consolidated comprehensive profit and loss statements before taxes	2,492	23,880	(1,124)	35,839	8,037	5,883	241	(2,625)	(315)	(13)	913	(490)	72,718	(16,328)	58,412
Adjustments to consolidated comprehensive profit and loss:	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accounting consolidation adjustments	2,022	-	1,304	235	1,302	-	-	-	-	-	-	159	5,022	2,889	4,695
Due to permanent differences	48,183	(5,330)	6,943	(1,333)	8,814	(5,684)	(99)	3,036	315	(50)	(913)	425	54,307	2,934	(14,822)
Due to temporary differences	2,125	(7,518)	(4,448)	436	3,982	-	-	-	-	-	-	15	(5,408)	12,546	11,497
Tax base (Taxable profit or loss)	54,822	11,033	2,675	35,177	22,135	199	142	412	-	(63)	-	110	126,642	2,041	59,780
Current taxes to be refunded / (to pay)	1,353	(69)	(618)	(3,283)	3,212	-	-	-	-	1	12	(451)	157	818	3,938
Total current tax income / (expense)	(13,705)	(2,727)	(802)	(8,934)	(6,656)	(38)	(23)	(35)	-	12	-	(240)	(33,148)	(535)	(16,372)
Total deferred tax income / (expense)	2,050	(1,603)	301	(398)	1,256	-	-	-	-	-	-	4	1,610	3,427	9,408
Total other income / (expense)	86	(1,932)	(112)	580	(138)	-	-	8	-	-	-	(465)	(1,973)	(205)	(3,661)
Total Corporation Tax income / (expense)	(11,569)	(6,262)	(613)	(8,752)	(5,538)	(38)	(23)	(27)	-	12	-	(701)	(33,511)	2,687	(10,625)

- (1) The business area of Italy includes companies resident in Belgium, German, Holland and the USA.
- (2) The Netherlands business area includes Belgium and France.
- (3) The Latin America business area includes the profits and losses obtained by the Group in Argentina, Mexico, Uruguay, the Dominican Republic, Colombia, Chile, Panama and Brazil.

## Deductions generated by the consolidated tax group of the Parent Company

At 31 December 2017, the Tax Group held the following tax credits carryforward (thousand euros):

Year			
Origin	Deduction pending application	Amount	
	Deduction to encourage certain activities (not		
2004 to 2011	activated)	28,030	
2009 to 2015	Deduction to avoid double taxation (activated)	3,528	
2013 to 2014	Others (activated)	729	
		32,287	

## 19.- COMMERCIAL CREDITORS AND OTHER ACCOUNTS PAYABLE

The breakdown of this item in the consolidated balance sheet at 31 December 2017 and 2016 is as follows (Thousand of euros):

	Thousands of euros		
	2017	2016	
Trade and other payables Advance payments from customers	194,779 28,172	205,357 24,412	
	222,951	229,769	

The heading "Commercial Creditors and Other Accounts Payable" covers the accounts payable derived from commercial activity typical of the Group.

The "Advance payments from customers" item mainly includes customer deposits arising from the Group's hotel businesses.

# 20.- INFORMATION ON DEFERRED PAYMENTS TO SUPPLIERS. THIRD ADDITIONAL PROVISION. "DUTY TO REPORT" OF ACT 11/2013 OF 26 JULY

Below is the information required by Additional Provision Three of Law 15/2010 of 5 July and modified according to the Resolution of 29 January 2016, of the Institute of Accounting and Auditing, on the information to be incorporated in the record of annual financial statements relating to the average period for payment to suppliers in commercial transactions of Spanish companies.

	2017	2016
	Days	Days
Average period for payment to suppliers	54	79
Ratio of paid transactions	57	81
Ratio of transactions pending payment	24	38
	Amount (thousand of euros)	Amount (thousand of
Total payments made	293,037	322,308
Total payments pending	31,329	18,785

The above information on payments to suppliers of Spanish companies refer to those which by their nature are trade creditors due to debts with suppliers of goods and services. The table includes, therefore, the "Commercial Creditors and Other Accounts Payable" item in current liabilities of the attached consolidated balance sheet at 31 December 2017 and 2016.

The average period for payment to suppliers has been calculated, as stated in the Resolution of 29 January 2016, of the Institute of Accounting and Auditing, using the weighted average of the two ratios explained below:

- Ratio of paid transactions: average payment period of transactions paid in 2017 weighted by the amount of each transaction.
- Ratio of transactions pending payment: average period between the invoice date and the end of the year weighted by the amount of each transaction.

#### 21 - OTHER NON-CURRENT LIABILITIES

At 31 December 2017 and 2016, this item is broken down as follows:

	Thousand	Thousands of euros		
	2017	2016		
Outstanding remuneration	37,216	32,526		
Acquisition of Hoteles Royal, S.A.	-	21,523		
Linearisation of revenue	2,095	742		
Liabilities from contract termination	-	470		
Other creditors	2,457	1,019		
	41,768	56,280		

The "Acquisition of Hoteles Royal, S.A." item included the liability corresponding to the pending part of the consideration for the acquisition in March 2015 which became effective in March 2017.

#### 22.- THIRD-PARTY GUARANTEES AND CLAIMS IN PROGRESS

At 31 December 2017, NH had a total of 36,776 thousand euros in economic or financial bank guarantees issued by various banks (30,062 thousand euros in 2016).

Of these, 12,150 thousand euros guarantee obligations related to cash pooling contracts or centralised treasury management with several banks and, therefore, their execution would be linked to breach by NH of those contractual obligations.

Of the remainder, 22,426 thousand euros guarantee leasing contract obligations and others related to the Group's usual operations in various countries, and 2,200 thousand euros guarantee tax and other obligations in relation to public bodies in Italy.

At 31 December 2017, the Group had taken out insurance policies to cover risks arising from damage to material goods, loss of profits and third-party liability. The capital insured sufficiently covers the assets and risks mentioned above.

#### **Commitments to third parties**

- A Group company currently acts as co-guarantor for a syndicated loan granted by two banks to a company with a minority shareholding in a Grupo NH company which at 31 December 2017 had an outstanding principal of 18,915 thousand euros (equivalent to 22,685 thousand US dollars) and final maturity on 22 January 2020.
- On 10 March 2006, the partnership agreement of the company which owns a hotel in the United Kingdom was signed, of which a Grupo NH company is a shareholder, under which, if the company were to receive a purchase offer for 100% of its shares at market price, the Grupo NH company could be required to transfer the shares. However, the Grupo NH company will have preferential acquisition rights over the shares. At year-end, this Grupo NH company has granted its partner a purchase option of up to 5% of the share capital.
- A Group company in which NH has an ownership interest granted to the other shareholders a call option on shares owned by NH in that company, in a sufficient number so that those shareholders, adding the shares to those which now belong to them, could acquire shares representing, in total, up to a maximum of 50% of the share capital.

Within the framework of the sale of a hotel, NH as a seller agreed to undertake the extension of the aforementioned hotel, and agreed with the buyer a put option in favour of the buyer, NH being obliged to accept the exercise of that option provided that certain conditions are met and for a price agreed between both parties.

- Under the agreements reached between Grupo NH and HNA Group regarding the joint venture, a right of "Tag-along" is recognised, in the sense that if one of the partners receives a takeover bid by a third party for 100% of the shares in the company, the other partner has the option to exercise their right of first refusal or may communicate its irrevocable offer to sell the shares it holds the aforementioned joint venture, and under the conditions of sale supplied by the third party; if the third party does not accept the offer of the other partner to sell the rest of the shares in the company, the other partner is not allowed to sell its shares to the third party.
- Within the framework of new development projects in the normal course of business, in which Grupo NH subsidiaries act as lessees or operators, the Group's parent company gives personal guarantees in favour of third parties to secure its contractual obligations, often issue promissory notes in payment of said obligations and agrees penalty clauses in case of breach of contract.
- Likewise, within the framework of the Group's financing, personal and real guarantees have been granted to fulfil the obligations guaranteed under the financing agreements (see Note 15).

## Claims in progress

The Group's main contingent assets and liabilities on the date these consolidated financial statements were drawn up, are set out below:

- NH Group has appeared in the insolvency proceedings of Viajes Marsans, S.A. and Tiempo Libre, S.A., from the unsettled estate of Gonzalo Pascual Arias and Gerardo Díaz Ferrán, and in the voluntary insolvency proceedings against María Angeles de la Riva Zorrilla, in order to claim outstanding amounts. The Group also appears in the voluntary bankruptcy proceedings of Transhotel and Orizonia as well as in other proceedings both nationally and internationally, and provisions the credit balances in the consolidation annual accounts for the amounts considered unrecoverable.
- The owner of four properties in the Netherlands has claimed in court the payment of 2,723 thousand euros plus interest and costs to a Dutch subsidiary because there was allegedly a change of the control situation in the year 2014, which supposedly entitles him to claim a fine, according to the lease. The Court of First Instance dismissed in its entirety the claim brought by the owner. However, the owner has filed an appeal, the subsidiary has submitted its allegations and the proceedings are ongoing in the aforementioned court pending a decision.
- The owner of a property has filed a suit against a Group company, demanding compliance with certain contractual obligations. Following notification of the dismissal of the appeal, an appeal for review due to breach of procedure and an appeal in cassation were lodged, which have still not been resolved.
- A claim has been filed against a Grupo NH company in Germany due to the termination of a lease agreement and claiming specific amounts, including damages.
- A claim has been filed against a Grupo NH company in Italy due to the early termination of a lease
  agreement; the ruling was unfavourable to the company's interests in the court of first instance and is
  currently being appealed.
- A claim has been filed against two of the Group's companies seeking payment fees to rights management from 1 January 2008 to 31 May 2013, in addition to an unspecified amount corresponding to the period thereafter until a judgment is issued, plus interest and costs. In its ruling on the case the Court of First Instance established an amount lower than that claimed. However, the NH Group companies have filed an appeal.

- On the occasion of the agreements reached in 2014 for the sale of the shares held by NH Hotel Group, S.A in the company Sotogrande, S.A., Grupo NH agreed to subrogate to the position of Sotogrande, S.A. for certain claims assuming all rights and obligations relating thereto, and are summarised as follows:
  - Plaintiff in the proceedings against construction agents for construction defects in twenty-five homes and contractual liability, as well as a claim against the insurer.
  - Defendant in the claim process for contractual breaches by a property developer.
  - The company may be subject to a claim for amounts derived from an eventual administrative claim.
- It filed an arbitration claim requesting the validity of the declaration of resolution to sell practised at fifteen premises in San Roque, the decision on which was in favour of the Company's interests. To the contrary, it filed for annulment of the award, which has been dismissed. Currently, the debtor company has entered bankruptcy having requested the right to separate the premises of the business premises from the whole from the company which is currently in process.
- A Grupo NH shareholder has requested that certain resolutions adopted at the General Shareholders' Meeting be annulled; this has been dismissed in the first instance and is being appealed.
- There are amounts related to possible compensation for the termination of a certain service contract, which are under discussion and whose maximum amounts have been fully provisioned.
- Based on the specific tax liability undertaken by NH on the sale of a certain asset, the purchasers
  notified NH of the demand to pay a certain tax levied on the transfer. NH's tax advisors consider that
  there are sufficient defence arguments, and therefore no provision has been set up in this regard.

The Directors of the Parent Company consider that the hypothetical loss incurred by the Group as a result of such actions would not significantly affect the equity of the Group.

## 23.- LONG-TERM INCENTIVE PLAN

On 25 June 2013, the Company's General Shareholders Meeting approved a long-term share-based incentive plan ("the plan") for the NH Hotel Group SA's executives and employees, as follows:

The plan will consist of the grant of ordinary shares of NH Hotel Group, S.A. to the beneficiaries calculated as a percentage of the fixed salary, according to their level of responsibility. The number of shares to be granted shall be subject to the degree of fulfilment of the following objectives:

- TSR (total shareholder return) at the end of each of the plan cycles, comparing the performance of NH Hotel Group, SA shares with the following indices:
  - o IBEX Medium Cap
  - Dow Jones Euro STOXX Travel & Leisure
- EBITDA, discounting the amount corresponding to rentals compared annually with the forecasts of the Company's strategic plan.

If the minimum degree of fulfilment established in the aforementioned objectives is not achieved, the plan beneficiaries shall not be entitled to shares under said plan.

The plan is aimed at a maximum of 100 beneficiaries. The Board of Directors, at the proposal of the CEO, may include new members in the plan.

The plan has a total duration of five years, divided into three three-year cycles:

- The first cycle began on 1/1/2014 with delivery of shares in 2017 (settled)
- The second cycle began on 1/1/2015 with delivery of shares in 2018 (in force)
- The third cycle began on 1/1/2016 with delivery of shares in 2019 (in force)

The first cycle of the Plan (1/1/2014 - 31/12/2016), was settled during the first quarter of 2017 with an achievement of 47.71%. Said compliance was approved by the Board of Directors, and the number of shares to be delivered to each beneficiary resulted from multiplying the number of shares promised by the degree of compliance with the objectives (47.71%). The maximum amount approved by the General Shareholders' Meeting for the two current cycles of this plan amounts to 10,720 thousand euros.

The 2017 General Shareholders' Meeting approved the launch of a new Long-Term Incentive Plan. The new plan has a duration of five years, divided into three three-year cycles:

- The first cycle began on 1/1/2017 with delivery of shares in 2020 (in force)
- The second cycle began on 1/1/2018 with delivery of shares in 2021 (awaiting approval)
- The third cycle will begin on 1/1/2019 with delivery of shares in 2022 (awaiting approval)

This second plan will have a very similar structure to the first; delivery of ordinary shares of NH Hotel Group, S.A. to the beneficiaries calculated as a percentage of fixed salary, according to their level of responsibility.

The number of shares to be delivered shall be subject to the degree of fulfilment of the following four objectives:

- o TSR (total shareholder return) at the end of each of the plan cycles, comparing the performance of NH Hotel Group, S.A. shares with the STOXX® Europe 600 Travel & Leisure share index
- o Revaluation of the Share
- o Recurring Net Profit
- Recurring EBITDA

The beneficiaries must remain in the Group on each of the plan settlement dates, notwithstanding the exceptions deemed appropriate, as well as achieving the minimum thresholds for each of the objectives.

The Board of Directors will be authorised to decide, before the start of each of the cycles, the effective implementation thereof in accordance with the Group's financial position at the time. At 31 December 2017, all the cycles had been approved by the Board of Directors.

The number of shares to be delivered to each beneficiary shall be that resulting from dividing the maximum amount destined to each beneficiary in each cycle by NH's share price in the ten days prior to the grant date of each cycle ("reference value").

The maximum amount approved by the General Shareholders' Meeting for the three cycles of the second Plan is 16,200,000 euros.

The effect of this item on the consolidated comprehensive profit and loss statement for 2017 was 2,809 thousand euros (1,701 thousand euros in 2016).

#### 24.- INCOME AND EXPENSES

#### 24.1 Income

The breakdown of these headings in the consolidated comprehensive profit and loss statements for 2017 and 2016 is as follows:

	Thousands of euros	
	2017	2016
Hotel occupancy	1,094,430	1,014,173
Catering	320,431	312,561
Meeting rooms and others	80,772	75,066
Rentals and other services	50,453	46,103
Revenues	1,546,086	1,447,903
Operating subsidies	36	1
Other operating income	11,065	7,686
Other operating income	11,101	7,687
Net gain (loss) on disposal of assets	30,148	41,526

<sup>&</sup>quot;Rentals and Other Services" includes the income from fees invoiced to hotels operated on a management basis and the services provided by the NH Group to third parties.

The breakdown of net turnover by geographical markets in 2017 and 2016 was as follows:

	1,546,086	1,447,903		
Latin America	142,909	136,888		
Rest of Europe	99,250	99,086		
Italy	275,534	266,412		
Benelux	319,475	276,102		
Germany	309,318	307,668		
Spain	399,600	361,747		
	2017	2016		
	Thousands	Thousands of euros		

# 24.2 Financial income and changes in the fair value of financial instruments

The breakdown of the amount of financial income is:

	Thousands of euros	
	2017	2016
Dividend income	34	884
Income from marketable securities	210	142
Interest income	1,819	1,738
Other financial income	932	546
	2,995	3,310

The breakdown of the amount of changes in the fair value of financial instruments

	Thousands of euros	
	2017	2016
Foreign exchange derivative financial instruments (Note 4.6.3)	(7)	435
Total change in fair value of financial		
instruments	(7)	435

# 24.3 Personnel expenses

This item in the consolidated comprehensive profit and loss statement is broken down as follows:

	Thousands of euros	
	2017	2016
Wages, salaries and similar	316,421	307,123
Social security contributions	76,454	75,202
Indemnifications	12,632	13,432
Contributions to pension plans and similar	9,029	8,581
Other social expenses	12,604	11,551
	427,140	415,889

The average number of people employed by the Parent Company and the companies consolidated through full consolidation in 2017 and 2016 broken down by professional categories was as follows:

	2017	2016
Group's general management	8	7
Managers and heads of department	1,390	1,489
Technical staff	940	965
Sales representatives	750	794
Administrative staff	254	224
Rest of workforce	7,805	7,599
	11,147	11,078

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The breakdown of the personnel at 31 December 2017 and 2016, by gender and professional category, is as follows:

	31/12/2017		31/12/2016	
	Males	Females	Males	Females
Group's general management	6	2	6	1
Managers and heads of department	781	599	867	621
Technical staff	510	400	534	430
Sales representatives	193	524	245	540
Administrative staff	93	153	102	131
Rest of workforce	4,141	3,680	3,897	3,653
	5,724	5,358	5,651	5,376

The average number of people with disabilities equivalent to or greater than 33%, directly employed by the Parent Company and fully consolidated companies in Spain in 2017 and 2016, broken down by professional categories, is as follows:

	2017	2016
Managers and heads of department	5	5
Technical staff	8	14
Sales representatives	3	-
Administrative staff	3	5
Rest of workforce	70	91
	89	115

The average age of the Group's workforce was approximately 38 and average seniority in the Group was 8.5 years.

# 24.4 Other operating expenses

The detail of "Other Operating Expenses" of the consolidated statement of comprehensive income for 2017 and 2016 is as follows:

	Thousands of euros	
	2017	2016
Lease rentals	301,720	287,951
External services	517,507	507,223
	819,227	795,174

Shown below is a breakdown of the items included in "External services":

	Thousand	Thousands of euros	
	2017	2016	
Outsourcing of services	111,945	111,261	
Commissions and bonuses for customers	83,592	80,445	
Supplies	47,080	45,542	
Maintenance and cleaning	42,536	40,913	
Laundry and related costs	37,376	36,141	
Costs associated with information technologies	31,526	32,396	
Marketing and merchandising	24,615	26,154	
Other external services	138,837	134,371	
	517,507	507,223	

In 2017, the Group experienced a higher level of activity in its hotel business, which led to an increase in some operational expenses directly related to the level of activity, such as the outsourcing of certain services, maintenance and cleaning of the hotels and laundry service, among others. Also, the increase recorded in revenue per available room explains the increase in associated agency commission expenses. However, savings were achieved in other items such as marketing and merchandising, among others.

During 2017 and 2016, the fees for account auditing and other services provided by the auditor of the Group's consolidated annual accounts, Deloitte, S.L., and the fees for services invoiced by the entities related to it by control, shared ownership or management, were as follows:

	Thousands of euros	
	2017	2016
Auditing services	481	478
Other verification services	258	426
Total auditing and related services	739	904
Tax consulting services	195	598
Other services	471	202
Total other services	666	800
Total professional services	1,405	1,704

Additionally, entities associated with the Deloitte international network have invoiced the Group for the following services:

	Thousands of euros	
	2017	2016
Auditing services	1,147	1,149
Other verification services	19	24
Total auditing and related services	1,166	1,173
Tax consulting services	56	115
Other services	-	6
Total other services	56	121
Total	1,222	1,294

During 2017, other auditing firms apart from Deloitte, S.L. or entities associated with this company by control, shared ownership or management, have provided account auditing services to the companies making up the Group, for fees totalling 83 thousand euros (130 thousand euros in 2016). The fees accrued in 2017 by these firms for tax advice services were 125 thousand euros (221 thousand euros in 2016) and for other services, 443 thousand euros (372 thousand euros in 2016).

#### 24.5 Operating Leases

At 31 December 2017 and 2016, the Group had made undertakings concerning future minimal rental payments by virtue of non-cancellable operating lease agreements, which expire as set out in the table below.

The current value of the rental payments has been calculated by applying a post-tax discount rate in keeping with the cost of capital of each of the countries and includes the commitments which the Group estimates will have to be met in the future to guarantee a fixed income or minimum return from hotels operated under a management agreement.

Thousands of euros	Present value					
Thousands of euros	2017	2016				
Less than one year	261,801	259,112				
Between two and five years	876,540	867,428				
More than five years	1,211,109	1,151,056				
Total	2,349,450	2,277,596				

The term of the operating lease agreements signed by the Group ranges from 5 to 40 years. Agreements likewise include several methods to determine the rent to be paid. Basically, the methods for determining rentals can be summarised as fixed rentals indexed to a consumer price index; fixed rentals complemented by a variable part, indexed to the property's operating profits; or completely variable rentals, determined by business performance during the year. In some cases, variable rentals are set with a minimum profitability threshold for the owners of the property under operation.

The breakdown by business unit of the current value of the rental instalments at 31 December 2017 is as follows (thousands of euros):

	Less than one year	Between two and five years	More than five years	Total
Spain*	77,667	236,935	211,494	526,096
Germany and Central Europe	95,184	320,977	490,948	907,109
Italy	39,868	146,395	129,982	316,245
Benelux	46,659	166,699	374,756	588,114
Latin America	2,423	5,534	3,929	11,886
Total	261,801	876,540	1,211,109	2,349,450

<sup>\*</sup>Spain includes Portugal and France.

The breakdown by business unit of the current value of the rental instalments at 31 December 2016 is as follows (thousands of euros):

	Less than one year	Between two and five years	More than five years	Total
Spain	68,901	207,625	140,106	416,632
Germany and Central Europe	99,513	326,638	390,595	816,746
Italy	40,286	138,94	135,279	314,505
Benelux	46,217	185,801	480,494	712,512
Latin America	4,195	8,424	4,582	17,201
Total	259,112	867,428	1,151,056	2,277,596

# 24.6 Finance costs

The detailed balance of this chapter of the consolidated statement of comprehensive income for 2017 and 2016 is as follows:

	Thousands	s of euros
	2017	2016
Expenses for interest	44,220	45,892
Financial expenses for means of payment	16,317	14,472
Financial effect relating to restatement of provisions and other		
financial liabilities	1,381	2,775
Amortisation of debt arrangement expenses	13,402	7,833
Other financial expenses	1,427	1,332
Total financial expenses	76,747	72,304

<sup>&</sup>quot;Financial effect relating to restatement of provisions and other financial liabilities" includes in the year 2017 the result of the restatement of the provision for the lease agreements of hotels classified as onerous as well as the part of the consideration for the acquisition of 97.47% of the share capital of Hoteles Royal, S.A. which was paid in March 2017.

In 2016, the Parent Company amortised in advance the arrangement expenses corresponding to those lines of financing that were settled with the funds from the issuance of guaranteed senior bonds which were placed on 23 September 2016.

The increase in arrangement expenses in 2017 compared to 2016 is mainly due to the expenses incurred in the issuance of the 2023 maturity bond and the premiums paid for the repurchase and voluntary early cancellation of the 250 million euros bond maturing in 2019 which place in the months of April and November 2017 (see Note 15).

#### 25.- RELATED PARTY TRANSACTIONS

In addition to its subsidiaries, associates and joint ventures, the Group's "related parties" are considered to be the "key management personnel" of the Parent Company (Board Members and Directors, along with their immediate relatives), as well as organisations over which key management personnel may exert significant influence or control.

Transactions carried out by the Group with its related parties during 2017 are stated below, distinguishing between major shareholders, members of the Board of Directors and Directors of the Parent Company and other related parties. The conditions of the related-party transactions are equivalent to those of transactions carried out under market conditions:

		Thousand	s of euros	
		31/12	/2017	
Income and Expenses	Significant shareholders	Directors and Executives	Associates or companies of the Group	Total
Expenses:				
Financial expenses	655	-	-	655
R&D transfers and licence agreements	-	-	13	13
Lease rentals	664	-	-	664
	1,319	-	13	1,332
Income:				
Management or cooperation agreements	8,969	-	2,114	11,083
Other income (Note 7.2)	6,000	-	-	6,000
	14,969	-	2,114	17,083

		Thousand	s of euros	
		31/12/	/2016	
Income and Expenses	Significant shareholders	Directors and Executives	Associates or companies of the Group	Total
meone and Expenses	Shareholders	Encountres	the Group	Total
Expenses:				
R&D transfers and licence agreements	-	-	277	277
	-	-	277	277
Income:				
Financial income	-	-	22	22
Management or cooperation agreements	7,454	-	3,237	10,691
	7,454	-	3,259	10,713

The heading "Management or cooperation agreements" includes the amounts that have accrued in the form of management fees payable to Grupo NH during the period of 2017 by virtue of the hotel management agreement signed with Grupo Inversor Hesperia, S.A.

The line "Other income" includes compensation received by the Group from Grupo Inversor Hesperia, S.A., for the cancellation of the management contract between the two companies, which was replaced by a new contract on 7 March 2017 (see Note 7).

The line "Finance costs" includes the interest accrued for the outstanding debt to Grupo Inversor Hesperia, S.A. derived from the new management contract (see Note 7).

#### Other Financing agreements:

	Thousand	s of euros
	2017	2016
Accounts receivable from associated companies	1,016	840
Loans to associates		
Consorcio Grupo Hotelero T2, S.A. de C.V. (Note 10.1)	-	244
Sotocaribe, S.L.	7,382	5,955
Total	8,398	7,039

#### Management contracts

By virtue of the contractual relationship entered into with Grupo Inversor Hesperia, S.A. at 31 December 2017, 2.26 million euros had not yet been received for various reasons (1.88 million euros at 31 December 2016), of which 0.07 million euros was due on said date (0.21 million euros at 31 December 2016).

At the same time, through the new contract between Hoteles Hesperia, S.A. and Grupo Inversor Hesperia, S.A., on 7 March 2017, the Group agreed to pay 38,560 thousand euros, with 21,560 thousand euros still pending at 31 December 2017 (see Note 7).

#### 26.- INFORMATION BY SEGMENTS

#### 26.1Information on main segments

The Group divides its activity into the real estate (see Note 11) and hotel segments. Additionally, within the hotel segment, sub-segments are identified by geographic area, which are included in the breakdowns reflected in the consolidated financial statements for information purposes.

The factors taken into account when defining the segments were as follows:

- a) They carry on business activities from which they can earn income from ordinary activities and incur expenses (including income from ordinary activities and expenses for transactions with other components of the Group).
- b) They obtain operating results that are regularly reviewed by the entity's highest decision-making authority to decide on the resources to be allocated to the segment and to evaluate its performance.
- c) They have different financial information.

The Management Committee is the body responsible for making decisions regarding the Group's segments. Accordingly, it analyses the Group's results distinguishing between the aforementioned subsegments.

The breakdown of the segment information required by IFRS 8 is as follows:

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		Thousands of euros												
							Hotel Bu	isiness						
				31/12	/2017				31/12/2016					
	Total	Spain	Benelux	Italy	Germany	Latin America	Rest of Europe and Others	Total	Spain	Benelux	Italy	Germany	Latin America	Rest of Europe and Others
OTHER INFORMATION														
Additions of fixed assets	113,811	63,826	13,071	8,649	21,529	6,624	112	138,846	44,674	45,811	24,190	15,220	8,752	199
Depreciation	(123,085)	(39,812)	(20,234)	(33,536)	(18,495)	(8,498)	(2,510)	(114,170)	(36,511)	(19,047)	(24,894)	(23,018)	(8,007)	(2,693)
Net profit (loss) for asset deterioration	10,108	3,319	(783)	9,471	(2,020)	-	121	(2,686)	(952)	665	(3,367)	925	-	43
BALANCESHEET														
ASSEIS														
Assets by segments	2,353,119	681,765	577,523	454,217	290,223	348,494	897	2,569,906	738,717	646,954	486,445	303,010	387,198	7,582
Shareholdings in associated companies	9,419	1,366	-	-	-	5,913	2,140	10,646	1,407	-	-	-	6,165	3,074
Non-current assets classified as held for sale	66,621	-	66,621	-	-	-	-	-	-	-	-	-	-	-
Total consolidated assets	2,429,159	683,131	644,144	454,217	290,223	354,407	3,037	2,580,552	740,124	646,954	486,445	303,010	393,363	10,656
LIABILITIES														
Liabilities and equity by segments	2,429,159	683,131	644,144	454,217	290,223	354,407	3,037	2,580,552	740,124	646,954	486,445	303,010	393,363	10,656
Total Consolidated Liabilities and Equity	2,429,159	683,131	644,144	454,217	290,223	354,407	3,037	2,580,552	740,124	646,954	486,445	303,010	393,363	10,656

							Thousands of eu	ros						
							Real es	tate						
				31/12	2/2017				31/12/2016					
	Total	Spain	Benelux	Italy	Germany	Latin America	Rest of Europe and Others	Total	Spain	Benelux	Italy	Germany	Latin America	Rest of Europe and Others
OTHER INFORMATION														
Additions of fixed assets		-	-	-		-	-	-	-	-	-	-	-	-
Depreciation	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net profit (loss) for asset deterioration	-	-	-	-	-	-	-	-	-	-	-	-	-	-
BALANCE SHEET														
ASSETS														
Assets by segments	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shareholdings in associated companies	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-current assets classified as held for sale	42,545	-	-	-	-	33,556	8,989	46,685	-	-	-	-	34,556	12,129
Total consolidated assets	42,545	-	-	-	-	33,556	8,989	46,685	-	-	-	-	34,556	12,129
LIABILITIES														
Liabilities and equity by segments	42,545	-	-	-	-	33,556	8,989	46,685	-	-	-	-	34,556	12,129
Total Consolidated Liabilities and Equity	42,545	-		-		33,556	8,989	46,685	-		-	-	34,556	12,129

		Thousands of euros												
							Tot	tal						
				31/12			•		31/12/2016					
	Total	Spain	Benelux	Italy	Germany	Latin America	Rest of Europe and Others	Total	Spain	Benelux	Italy	Germany	Latin America	Rest of Europe and Others
							Others							and Others
OTHER INFORMATION														
Additions of fixed assets	113,811	63,826	13,071	8,649	21,529	6,624	112	138,846	44,674	45,811	24,190	15,220	8,752	199
Depreciation	(123,085)	(39,812)	(20,234)	(33,536)	(18,495)	(8,498)	(2,510)	(114,170)	(36,511)	(19,047)	(24,894)	(23,018)	(8,007)	(2,693)
Net profit (loss) for asset deterioration	10,108	3,319	(783)	9,471	(2,020)	-	121	(2,686)	(952)	665	(3,367)	925	-	43
BALANCE SHEET														
ASSETS														
Assets by segments	2,353,119	681,765	577,523	454,217	290,223	348,494	897	2,569,906	738,717	646,954	486,445	303,010	387,198	7,582
Shareholdings in associated companies	9,419	1,366	-	-	-	5,913	2,140	10,646	1,407	-	-	-	6,165	3,074
Non-current assets classified as held for sale	109,166	-	66,621	-	-	33,556	8,989	46,685	-	-	-	-	34,556	12,129
Total consolidated assets	2,471,704	683,131	644,144	454,217	290,223	387,963	12,026	2,627,237	740,124	646,954	486,445	303,010	427,919	22,785
LIABILITIES														
Liabilities and equity by segments	2,471,704	683,131	644,144	454,217	290,223	387,963	12,026	2,627,237	740,124	646,954	486,445	303,010	427,919	22,785
Total Consolidated Liabilities and Equity	2,471,704	683,131	644,144	454,217	290,223	387,963	12,026	2,627,237	740,124	646,954	486,445	303,010	427,919	22,785

# **26.2Information on secondary segments**

The following table shows the breakdown of certain Group consolidated balances in accordance with the geographical distribution of the entities giving rise to them:

			Thou	sands of euros (2	2017)		
Significant information from the Income Statement by Geographic Area	Spain	Benelux	Italy	Germany	Latin America	Rest of Europe and Others	TOTAL
	31/12/2017	31/12/2017	31/12/2017	31/12/2017	31/12/2017	31/12/2017	31/12/2017
Revenues	399,600	319,475	275,534	309,318	142,909	99,250	1,546,086
Depreciation	(39,812)	(20,234)	(33,536)	(18,495)	(8,498)	(2,510)	(123,085)
Financial income	971	374	335	647	591	77	2,995
Financial expenses	(63,931)	3,911	(3,367)	(6,225)	(5,476)	(1,659)	(76,747)
Profit (Loss) from entities valued through the equity method	(42)	-	-	-	454	(761)	(349)
Variation in the provision for onerous contracts	4,496	-	-	439	-	(719)	4,216
Income tax	(13,216)	(10,453)	(4,780)	(331)	(4,676)	(56)	(33,512)
Profit (loss) for the year from discontinued operations net of tax	-	-	-	-	(186)	(92)	(278)

			Thou	sands of euros (2	2016)		
Significant information from the Income Statement by Geographic Area	Spain	Benelux	Italy	Germany	Latin America	Rest of Europe and Others	TOTAL
	31/12/2016	31/12/2016	31/12/2016	31/12/2016	31/12/2016	31/12/2016	31/12/2016
Revenues	361,747	276,102	266,412	307,668	136,888	99,086	1,447,903
Depreciation	(36,511)	(19,047)	(24,894)	(23,018)	(8,007)	(2,693)	(114,170)
Financial income	1,100	595	72	919	551	73	3,310
Financial expenses	(55,448)	1,044	(4,810)	(6,365)	(5,036)	(1,689)	(72,304)
Profit (Loss) from entities valued through the equity method	208	-	-	-	687	(776)	119
Variation in the provision for onerous contracts	4,862	-	840	477	-	(2,016)	4,163
Income tax	490	(6,433)	1,478	1,649	(4,906)	(213)	(7,935)
Profit (loss) for the year from discontinued operations net of tax	-	-	-	-	(2,115)	(159)	(2,274)

# 27. REMUNERATION AND OTHER STATEMENTS MADE BY THE BOARD OF DIRECTORS AND SENIOR MANAGEMENT

The Management Bodies of the Parent Company have the following composition at 31 December 2017:

- Board of Directors: 10 members in 2017 (11 in 2016),
- Executive Committee: 5 members in 2017 (4 in 2016),
- Audit and Control Committee: 3 members in 2017 (5 in 2016), and
- Appointments and Remuneration Committee: 4 members in 2017 (6 in 2016).

The amount accrued during 2016 and 2017 by the members of the Parent Company's Board of Directors in relation to the remuneration of the CEO, bylaw stipulated directors' fees and attendance fees and other items, is as follows:

#### 27.1 Remuneration of the Board of Directors

	Thousand	s of euros
Remuneration item	2017	2016
Fixed remuneration	490	451
Variable remuneration	344	-
Parent Company: allowances	178	274
Parent Company: attendance allowances	1,017	509
Options on shares and other financial instruments	191	-
Indemnifications/otherw	86	10
Life insurance premiums	26	4
Total	2,332	1,248

The Board of Directors had 10 members at 31 December 2017, of which one is a woman and nine are men (in 2016, there were 11 members: two women and nine men).

In relation to the chapter "Share transactions and/or other financial instruments", the objective longterm remuneration earned has been taken into account. The remuneration in kind (leasings and medical insurance) and the shares delivered in 2017 due to the settlement of the incentive long-term plan as indicated in the section "Others" are included.

#### 27.2 Remuneration of senior management

The remuneration of members of the Management Committee at 31 December 2017 and 2016, excluding this who simultaneously helds office as member of the Board of Directors (whose remuneration has been set out above), is detailed below:

	Thousands of euros 2017 2016		
Pecuniary remuneration	2,678	2,617	
Remuneration in kind	556	161	
Others	642	890	
Total	3,876	3,668	

There were seven members of Senior Management at 31 December 2017 (six members at 31 December 2017) excluding the CEO.

The fix remuneration and the variable remuneration accrued in 2017 and paid in 2018 are included within the remuneration of Senior Management.

Included in remuneration in kind is the vehicle, insurance and settlement of the long-term incentive charged in shares in 2017 that was accrued in 2016.

Section "Others" takes into consideration the long-term objective retribution accrued in 2017

The two conditions that must be met simultaneously to be considered Senior Management are, on the one hand, forming part of the Management Committee and, on the other, reporting directly to the Managing Director.

#### 27.3 Information on conflicts of interest on the part of Directors

At year-end 2017, the members of the Board of Directors of NH Hotel Group, S.A. have indicated that they are not in any situation of conflict, direct or indirect, that they or persons related to them, as defined in the Act, may have with the interests of the Company, except the directors related to GIHSA, who have reported:

• On 19 April 2017, with prior information and deliberation in previous sessions of the Audit and Control Committee of 27 February 2017, and of the Board of Directors on 28 February 2017, NH Hotel Group, S.A. and Grupo Inversor Hesperia, S.A., signed a Framework Agreement for the management by NH of 28 hotels in the hotels portfolio owned by Grupo Inversor Hesperia, S.A. The terms and conditions of the Agreement was unanimously approved by NH's Board of Directors following a favourable report from its Audit and Control Committee.

During the aforementioned meetings, the Directors related to GIHSA were absent and abstained from taking decisions.

#### 28.- EVENTS AFTER THE REPORTING PERIOD

As stated in Note 11 of the accompanying report, on 28 December 2017, an agreement was reached with the German asset manager Deka Immobilien for the sale and subsequent rental of the property in which the NH Collection Barbizon Palace Amsterdam is located. The operation agreed at the end of January 2018, has involved the sale of the building for 155.5 million euros (584.5 thousand euros/room), which will bring about an estimated capital gain of 55 million euros in 2018 and net cash of 122.4 million euros. The variable income lease of the property will allow the Group to keep operating the hotel for an initial period of 20 years, with the option of exercising two extensions of 20 years each.

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#### 29.- INFORMATION ON ENVIRONMENTAL POLICY

For the NH Hotel Group, sustainability drives innovation, seeking to surprise our guests as well as achieving efficiencies in the use of water and energy. In our responsible commitment to the Planet, we work to minimise our impact on Climate Change, increase the efficiency of resources and develop more sustainable products. All this minimises our environmental footprint with responsible consumption of natural resources.

In 2017, the implementation of the sustainability initiative continued. This initiative gives continuity to the environmental achievements of recent years. Thus, compared to 2008, per Average Daily Room energy consumption has been reduced by 28%, water consumption by 29% and our carbon footprint by 74%. NH Hotel Group is committed to renewable energy, which reduces its carbon footprint. Certified green energy consumption is available in 78% of hotels in Spain, Italy, Germany, Holland, Belgium and Luxembourg.

The Group is certified by internationally recognised standards such as ISO 50001, which certifies the efficiency of the hotel network's energy management on an international scale, and ISO 14001, related to environmental management. A total of 132 hotels have achieved their own external certification for their sustainable management.

NH Hotel Group has reported its climate change commitment and strategy to the Carbon Disclosure Project (CDP) since 2010. In 2017, the Company obtained a B Management rating, which places NH Hotel Group among the leading companies adopting measures to efficiently reduce emissions, which is indicative of advanced environmental management.

Likewise, the NH Hotel Group forms part of FTSE4 Good, an index on the London Stock Exchange which recognises the socially responsible behaviour of companies worldwide.

#### 30. EXPOSURE TO RISK

The Group financial risk management is centralised at the Corporate Finance Division. This Division has put the necessary measures in place to control exposure to changes in interest and exchange rates on the basis of the Group's structure and financial position, as well as credit and liquidity risks. If necessary, hedges are made on a case-by-case basis. The main financial risks faced by the Group's policies are described below:

#### Credit risk

The Group main financial assets include cash and cash equivalents (see Note 12), as well as trade and other accounts receivable (see Note 13). In general terms, the Group holds its cash and cash equivalents in entities with a high credit rating and part of its trade and other accounts receivable are guaranteed by deposits, bank guarantees and advance payments by tour operators.

The Group has no significant concentration of third-party credit risk due to the diversification of its financial investments as well as to the distribution of trade risks with short collection periods among a large number of customers.

#### Interest rate risk

The Group's financial assets and liabilities are exposed to fluctuations in interest rates, which may have an adverse effect on its results and cash flows. In order to mitigate this risk, the Group has established policies and has refinanced its debt at fixed interest rates through the issuance of convertible bonds and guaranteed convertible senior bonds. At 31 December 2017, approximately 92% of the gross borrowings was tied to fixed interest rates.

In accordance with reporting requirements set forth in IFRS 7, the Group has conducted a sensitivity analysis on possible interest-rate fluctuations in the markets in which it operates, based on these requirements.

Through the sensitivity analysis, taking as a reference the outstanding amount of that financing that has variable interest, we estimated the increase in the interest that would arise in the event of a rise in the reference interest rates.

In the event that the increase in interest rates were 0.25%, the financial expense would increase by 143 thousand euros plus interest.

In the event that the increase in interest rates were 0.5%, the financial expense would increase by 286 thousand euros plus interest.

In the event that the increase in interest rates were 1%, the financial expense would increase by 573 thousand euros plus interest.

The results in equity would be similar to those recorded in the income statement but taking into account their tax effect, if any.

Lastly, the long-term financial assets set out in Note 10 of this annual report are also subject to interest-rate risks.

#### Exchange rate risk

The Group is exposed to exchange-rate fluctuations that may affect its sales, results, equity and cash flows. These mainly arise from:

- Investments in foreign countries (essentially Mexico, Argentina, Colombia, Chile, Ecuador, the Dominican Republic, Brazil, Panama and the United States).
- Transactions made by Group companies operating in countries whose currency is other than the euro (essentially Mexico, Argentina, Colombia, Chile, Ecuador, the Dominican Republic, Venezuela, Brazil, the United States and the United Kingdom).

In this respect, the detail of the effect on the currency translation difference of the main currencies in 2017 was as follows:

	Thousands of euros		
	Currency		
	translation	Changes with	
	difference	respect to 2016	
US dollar	2,725	(1,756)	
Argentine peso	(96,861)	(6,167)	
Mexican peso	(20,764)	(3,795)	
Colombian peso	(15,921)	(8,246)	

The changes in the currency translation difference of the above currencies was mainly due to the movements in exchange rates between 31 December 2017 and 31 December 2016:

Year-end euro reference exchange rate	31/12/2017	31/12/2016	Change
Y/0 1 11	0.022020	0.040.600	(10 110()
US dollar	0.833820	0.948680	(12.11%)
Argentine peso	0.044240	0.059910	(26.16%)
Mexican peso	0.042260	0.045930	(7.99%)
Colombian peso	0.000280	0.000320	(12.50%)

As can be observed in the table, the movements in the exchange rate of the currencies with respect to the end of the previous year is in line with the changes in equity associated with these currencies.

Below is a detail of the movements in the average exchange rate between 2017 and 2016 of the aforementioned currencies:

Average euro reference exchange rate in the year	2017	2016	Change
US dollar Argentine peso	0.885190 0.053280	0.903420 0.061180	(2.02%) (12.91%)
Mexican peso Colombian peso	0.046890 0.000300	0.048390 0.000300	(3.10%)

For these currencies an analysis was carried out to determine if it would be better to apply a monthly average or cumulative average exchange rate, and no significant difference resulted from this analysis.

In addition, a sensitivity analysis was performed in relation to the possible fluctuations in the exchange rates that might arise in the markets in which it operates. For this analysis, the Group has taken into consideration fluctuations in the main currencies with which it operates other than its functional currency (the US dollar, the Argentine peso, the Mexican peso and the Colombian peso). On the basis of this analysis, the Group considers that a 5% depreciation in the corresponding currencies would have the following impact on equity:

	Thousands of euros				
	Revenues Equity		Revenues Equity		Net Profit (Loss)
US dollar	(591)	(837)	331		
Argentine peso	(1,917)	(903)	(139)		
Mexican peso	(1,745)	(2,193)	(211)		
Colombian peso	(1,846)	(2,337)	80		

The Group has no investments in countries with hyperinflationary currencies.

#### Liquidity risk

Exposure to adverse situations in debt or capital markets could hinder or prevent the Group from meeting the financial needs required for its operations and for implementing its Strategic Plan.

Management of this risk is focused on thoroughly monitoring the maturity schedule of the Group's financial debt, as well as on proactive management and maintaining credit lines that allow forecast cash needs to be met.

The Group's liquidity position in 2017 is based on the following points:

- The group had cash and cash equivalents amounting to 80,249 thousand euros at 31 December 2017 (see Note 13).
- Available undrawn credit lines amounting to 316,345 thousand euros at 31 December 2017, of which 250,000 thousand euros represent credit lines not drawn down in the medium term (Note 15).

The Group's business units have the capacity to generate cash flow from their operations.

- The Group's capacity to increase its financial borrowing; given that it has non-collateralised assets and meet the financial ratios required by the financing agreements.

Lastly, the Group makes cash flow forecasts on a systematic basis for each business unit and geographical area in order to assess their needs. This Group liquidity policy ensures payment undertakings are fulfilled without having to request funds at onerous conditions and allows its liquidity position to be monitored on a continuous basis.

# 31. TRANSLATION

Translation of 2017 Consolidated Financial Statements and Consolidated Management Report originally issued in Spanish and prepared in accordance with IFRS's as adopted by the European Union. In the event of a discrepancy, the Spanish-language version prevails.

# APPENDIX I: SUBSIDIARIES

The data on the Parent company's subsidiaries at 31 December 2017 are presented below:

	Registered address of	Main activity of the	Parent company's %	% of voting rights
Investee company	investee company	Investee Company	stake in investee	controlled by parent
Airport Hotel Frankfurt-Raunheim, GmbH & Co.	Munich	Real estate	94%	100%
Artos Beteiligungs, GmbH	Munich	Holding company	94%	100%
Astron Immobilien, GmbH	Munich	Holding company	100%	100%
Astron Kestrell Ltd.	Plettenberg Bay	Hotel Business	100%	100%
Atlantic Hotel Exploitatie B.V.	The Hague	Hotel Business	100%	100%
Blacom, S.A.	Buenos Aires	Investment	100%	100%
Chartwell de México, S.A. de C.V.	Mexico City	Hotel Business	100%	100%
Chartwell de Nuevo Laredo, S.A. de C.V.	Nuevo Laredo	Hotel Business	100%	100%
Chartwell Inmobiliaria de Coatzacoalcos, S.A. de C.V.	Coatzacoalcos	Hotel Business	100%	100%
City Hotel, S.A.	Buenos Aires	Hotel Business	50%	50%
Columbia Palace Hotel, S.A.	Montevideo	Hotel Business	100%	100%
Grupo Hotelero Queretaro, S.A.	Querétaro	Hotel Business	69%	100%
Coperama Holding, S.L.	Madrid	Procurement network	100%	100%
DAM 9 B.V.	Amsterdam	Holding company	100%	100%
De Sparrenhorst, B.V.	Nunspeet	Hotel Business	100%	100%
Desarrollo Inmobiliario Santa Fe, S.A. de C.V.	Mexico City	Hotel Business	50%	50%
Edificio Metro, S.A.	Buenos Aires	Hotel Business	100%	100%
Expl. Mij. Grand Hotel Krasnapolsky B.V.	Amsterdam	Hotel Business	100%	100%
Expl. Mij. Hotel Best B.V.	Best	Hotel Business	100%	100%
Expl. Mij. Hotel Doelen B.V.	Amsterdam	Hotel Business	100%	100%
Expl. Mij. Hotel Naarden B.V.	Naarden	Hotel Business	100%	100%
Expl. Mij. Hotel Schiller B.V.	Amsterdam	Hotel Business	100%	100%
Exploitatiemaatschappij Caransa Hotel, B.V.	Amsterdam	Without activity	100%	100%
Exploitatie Mij. Tropenhotel B.V.	Hilversum	Hotel Business	100%	100%
Fast Good Islas Canarias, S.A.	Las Palmas	Catering	100%	100%
Franquicias Lodge, S.A. de C.V.	Mexico City	Hotel Business	100%	100%
Gran Círculo de Madrid, S.A.	Madrid	Catering	99%	99%
Grupo Hotelero Monterrey, S.A. de C.V.	Mexico City	Hotel Business	100%	100%
Grupo Hotelero Querétaro, S.A. de C.V.	Querétaro	Hotel Business	69%	69%
Heiner Gossen Hotelbetrieb, GmbH	Mannheim	Hotel Business	100%	100%
HEM Atlanta Rotterdam B.V.	Hilversum	Hotel Business	100%	100%
HEM Epen Zuid Limburg B.V.	Wittem	Hotel Business	100%	100%

	Registered address of	Main activity of the	Parent company's %	% of voting rights
Investee company	investee company	Investee Company	stake in investee	controlled by parent
HEM Forum Maastricht B.V.	Maastricht	Hotel Business	100%	100%
HEM Jaarbeursplein Utrecht B.V.	Utrecht	Hotel Business	100%	100%
HEM Janskerkhof Utrecht B.V.	Hilversum	Hotel Business	100%	100%
HEM Marquette Heemskerk B.V.	Hilversum	Hotel Business	100%	100%
HEM Onderlangs Arnhem B.V.	Arnhem	Hotel Business	100%	100%
HEM Spuistraat Amsterdam B.V.	Amsterdam	Hotel Business	100%	100%
HEM Stadhouderskade Amsterdam B.V.	Amsterdam	Hotel Business	100%	100%
HEM Van Alphenstraat Zandvoort B.V.	Hilversum	Hotel Business	100%	100%
Highmark Geldrop B.V.	Geldrop	Hotel Business	100%	100%
Highmark Hoofddorp B.V.	Hoofddorp	Hotel Business	100%	100%
Hispana Santa Fe, S.A. de C.V.	Mexico City	Hotel Business	50%	50%
Hotel Aukamm Wiesbaden, GmbH & Co.	Munich	Real estate	94%	100%
Hotel de Ville B.V.	Groningen	Hotel Business	100%	100%
Hotel Expl. Mij. Amsterdam Noord B.V.	Amsterdam	Hotel Business	100%	100%
Hotel Expl. Mij. Leijenberghlaan Amsterdam B.V.	Amsterdam	Hotel Business	100%	100%
Hotel Expl. Mij. Capelle a/d Ijssel, B.V.	Capelle a/d Ijssel	Hotel Business	100%	100%
Hotel Expl. Mij. Danny Kayelaan Zoetermeer B.V.	Hilversum	Hotel Business	100%	100%
Hotel Expl. Mij. Stationsstraat Amersfoort B.V.	Amersfoort	Hotel Business	100%	100%
Hotel Holding Onroerend Goed d'Vijff Vlieghen B.V.	Hilversum	Hotel Business	100%	100%
Hotel Houdstermaatschappij Jolly, B.V.	Amsterdam	Holding company	100%	100%
Hoteleira Brasil, Ltda.	Brazil	Hotel Business	100%	100%
Hotelera de la Parra, S.A. de C.V.	Mexico City	Hotel Business	100%	100%
Hotelera Lancaster, S.A.	Buenos Aires	Hotel Business	50%	50%
Hotelera de Chile, S.A.	Santiago de Chile	Hotel Business	100%	100%
Hoteles Hesperia, S.A.	Barcelona	Hotel Business	100%	100%
Hotelexploitatiemaatschappij Vijzelstraat Amsterdam, B.V.	Amsterdam	Hotel Business	100%	100%
Hotels Bingen & Viernheim, GmbH & Co.	Munich	Real estate	94%	94%
Inmobiliaria y Financiera Aconcagua, S.A.	Buenos Aires	Hotel Business	100%	100%
Inmobiliaria y financiera Chile S.A.	Santiago de Chile	Real estate	100%	100%
Jan Tabak N.V.	Bussum	Hotel Business	81%	81%
JH Belgium, S.A.	Brussels	Hotel Business	100%	100%
JH Deutschland, GmbH	Cologne	Hotel Business	100%	100%
JH Holland N.V.	Amsterdam	Hotel Business	100%	100%
JH USA, Inc.	Wilmington	Hotel Business	100%	100%
Koningshof B.V.	Veldhoven	Hotel Business	100%	100% 81

	Registered address of	Main activity of the	Parent company's %	% of voting rights
Investee company	investee company	Investee Company	stake in investee	controlled by parent
Krasnapolsky Belgian Shares B.V.	Hilversum	Holding company	100%	100%
COPERAMA Benelux, B.V.	Amsterdam	Procurement network	100%	100%
Krasnapolsky H&R Onroerend Goed B.V.	Amsterdam	Real estate	100%	100%
Krasnapolsky Hotels & Restaurants N.V.	Amsterdam	Holding company	100%	100%
Krasnapolsky Hotels Ltd.	Somerset West	Hotel Business	100%	100%
Krasnapolsky ICT B.V.	Hilversum	Without activity	100%	100%
Krasnapolsky International Holding B.V.	Amsterdam	Holding company	100%	100%
Latina Chile, S.A.	Santiago de Chile	Hotel Business	100%	100%
Latina de Gestión Hotelera, S.A.	Buenos Aires	Hotel Business	100%	100%
Latinoamericana de Gestión Hotelera, S.L.	Madrid	Holding company	100%	100%
Leeuwenhorst Congres Center B.V.	Noordwijkerhout	Hotel Business	100%	100%
Liberation Exploitatie B.V.	Sprang Capelle	Hotel Business	100%	100%
Marquette Beheer B.V.	Hilversum	Real estate	100%	100%
Museum Quarter B.V.	Hilversum	Hotel Business	100%	100%
Nacional Hispana de Hoteles, S.A.	Mexico City	Hotel Business	100%	100%
Aguamarina S.A.	Dominican Republic	Corporate services	100%	100%
NH Atardecer Caribeño, S.A.	Madrid	Corporate services	100%	100%
NH Belgium, cvba	Diegem	Holding company	100%	100%
NH Caribbean Management B.V.	Hilversum	Management	100%	100%
NH Central Europe Management GmbH	Berlin	Hotel Business	100%	100%
NH Central Europe GmbH & Co. KG	Berlin	Hotel Business	100%	100%
NH Central Reservation Office, S.A.	Madrid	Call Centre	100%	100%
NH FINANCE, S.A.	Luxembourg	Financial company	100%	100%
NH Financing Services S.a r.l.	Luxembourg	Financial company	100%	100%
NH Hotel Ciutat de Reus, S.A.	Barcelona	Hotel Business	90%	90%
NH Europa, S.A.	Barcelona	Hotel Business	100%	100%
NH Hotelbetriebsu. Dienstleistungs, GmbH	Berlin	Hotel Business	100%	100%
NH Hotelbetriebs-u Entwicklungs, GmbH	Berlin	Hotel Business	100%	100%
NH Hoteles Austria GmbH	Vienna	Hotel Business	100%	100%
NH Hoteles Deutschland, GmbH	Berlin	Hotel Business	100%	100%
NH Hoteles España, S.A.	Barcelona	Hotel Business	100%	100%
NH Hoteles France S.A.S.U.	France	Hotel Business	100%	100%
NH Hoteles Switzerland GmbH	Fribourg	Hotel Business	100%	100%
NH Hotels Czequia, s.r.o.	Prague	Hotel Business	100%	100%
NH Hotels Polska, Sp. Zo.o.	Poland	Hotel Business	100%	100% 82
NH Hotels USA Inc.	Houston	Hotel Business	100%	100%
NH Hungary Hotel Management, Ltd.	Budapest	Hotel Business	100%	100%

	Registered address of	Main activity of the	Parent company's %	% of voting rights
Investee company	investee company	Investee Company	stake in investee	controlled by parent
NH Lagasca, S.A.	Madrid	Hotel Business	75%	75%
NH Las Palmas, S.A.	Gran Canaria	Hotel Business	75%	75%
NH Logroño, S.A.	Logroño	Hotel Business	76%	76%
NH Marin, S.A.	Barcelona	Hotel Business	50%	50%
NH Private Equity, B.V.	Luxembourg	Hotel Business	100%	100%
NH Hotel Rallye Portugal, Lda.	Portugal	Hotel Business	100%	100%
NH The Netherlands B.V. (formerly GTI B.V.)	Hilversum	Holding company	100%	100%
Nhow Rotterdam, B.V.	The Hague	Hotel Business	100%	100%
Hotel Exploitatiemaatschappij Diegem N.V	Diegem	Hotel Business	100%	100%
Noorderweb, B.V.	Hilversum	Hotel	100%	100%
Nuevos Espacios Hoteleros, S.A.	Madrid	Hotel Business	100%	100%
Objekt Leipzig Messe, GmbH & Co.	Munich	Real estate	94%	100%
Olofskapel Monumenten B.V.	Amsterdam	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Atlanta Rotterdam, B.V.	Rotterdam	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Bogardeind Geldrop, B.V.	Geldrop	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Capelle aan den Ijssel, B.V.	Capelle a/d Ijssel	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Danny Kayelaan Zoetermeer, B.V.	Zoetermeer	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Ijsselmeerweg Naarden, B.V.	Naarden	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Kruisweg Hoofddorp, B.V.	Hoofddorp	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Maas Best, B.V.	Best	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Marquette Heemskerk, B.V.	Heemskerk	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Prins Hendrikkade Amsterdam, B.V.	Amsterdam	Real estate	100%	100%
Onroerend Goed Beheer Maatschappij Van Alphenstraat Zandvoort, B.V.	Zandvoort	Real estate	100%	100%
Operadora Nacional Hispana, S.A. de C.V.	Mexico City	Hotel Business	100%	100%
Palatium Amstelodamum N.V.	Amsterdam	Hotel Business	100%	100%
Polis Corporation, S.A.	Buenos Aires	Hotel Business	100%	100%
Restaurant D'Vijff Vlieghen B.V.	Amsterdam	Catering	100%	100%
Servicios Chartwell de Nuevo Laredo, S.A. de C.V.	Nuevo Laredo	Hotel Business	100%	100%
Servicios Corporativos Chartwell Monterrey, S.A. de C.V.	Monterrey	Hotel Business	100%	100%
Servicios Corporativos Hoteleros, S.A. de C.V.	Mexico City	Hotel Business	100%	100%
Servicios Corporativos Krystal Zona Rosa, S.A. de C.V.	Mexico City	Hotel Business	100%	100%
Servicios de Operación Turística, S.A. de C.V.	Guadalajara	Hotel Business	100%	100%
Servicios Hoteleros Tlalnepantla, S.A. de C.V.	Mexico City	Hotel Business	100%	100%
Nhow Amsterdam, B.V.	Utrecht	Without activity	100%	100%
Toralo, S.A.	Montevideo	Hotel Business	100%	100% 83
VSOP VIII B.V.	Groningen	Hotel Business	50%	50%
Coperama Spain, S.L.	Madrid	Procurement network	100%	100%

	Registered address of	Main activity of the	Parent company's %	% of voting rights
Investee company	investee company	Investee Company	stake in investee	controlled by parent
Hoteles Royal, S.A.	Bogota	Holding company	97%	100%
Eurotels Chile S.A.	Chile	Holding company	97%	100%
Hotel Andino Royal S.A.S.	Bogota	Hotel Business	97%	100%
Hotel Hacienda Royal Ltda	Bogota	Hotel Business	97%	100%
Hotel La Boheme Ltda	Bogota	Hotel Business	97%	100%
Hotel Medellin Royal Ltda	Medellin	Hotel Business	97%	100%
Hotel Pacífico Royal Ltda	Cali	Hotel Business	97%	100%
Hotel Parque Royal S.A.S.	Bogota	Hotel Business	97%	100%
Hotel Pavillon Royal Ltda.	Bogota	Hotel Business	97%	100%
Hotelera Norte Sur S.A	Chile	Real estate	97%	100%
Hoteles Royal del Ecuador S.A. Horodelsa	Quito	Hotel Business	54%	55%
HR Quántica SAS	Bogota	Hotel Business	50%	51%
Inmobiliaria Royal S.A	Chile	Real estate	66%	67%
Inversiones SHCI	Bogota	Real estate	97%	100%
Promotora Royal S.A.	Bogota	Real estate	97%	100%
Royal Hotels Inc.	USA	Hotel Business	97%	100%
Royal Hotels International Latin América Inc	USA	Hotel Business	97%	100%
Royal Santiago Hotel S.A.	Chile	Hotel Business	66%	67%
Soc. Operadora Barranquilla Royal SAS	Barranquilla	Hotel Business	97%	100%
Soc. Operadora Cartagena Royal SAS	Cartagena	Hotel Business	97%	100%
Soc. Operadora Calle 100 Royal SAS	Bogota	Hotel Business	97%	100%
Soc. Operadora Urban Royal Calle 26 SAS	Bogota	Hotel Business	97%	100%
Soc. Operadora Urban Royal Calle 93 SAS	Bogota	Hotel Business	97%	100%
Sociedad Hotelera Calle 7A Ltda	Bogota	Hotel Business	97%	100%
Sociedad Hotelera Cien Internacional S.A.	Bogota	Hotel Business	62%	64%
Sociedad Hotelera Cotopaxi S.A.	Quito	Hotel Business	54%	55%
Sociedad Operadora Nh Royal Panama S.A.	Ciudad de Panamá	Hotel Business	97.47%	100%
NH Italia, S.p.A.	Milan	Hotel Business	100%	100%
Immo Hotel Bcc N.V.	Diegem	Real estate	100%	100%
Immo Hotel Belfort N.V.	Diegem	Real estate	100%	100%
Immo Hotel Brugge N.V.	Diegem	Real estate	100%	100%
Immo Hotel Diegem N.V.	Diegem	Real estate	100%	100%
Immo Hotel Gent N.V.	Diegem	Real estate	100%	100%
Immo Hotel Gp N.V.	Diegem	Real estate	100%	100%
Immo Hotel Stephanie N.V.	Diegem	Real estate	100%	100%
Immo Hotel Mechelen N.V.	Diegem	Real estate	100%	100%
NH Management Black Sea Srl	Bucharest	Hotel Business	100%	100%

	Registered address of	Main activity of the	Parent company's %	% of voting rights
Investee company	investee company	Investee Company	stake in investee	controlled by parent
NH Brasil Abrasil Administração De Hoteis E Participadas Ltda.	Villa Olímpica	Hotel Business	100%	100%
Capredo Investments, GmbH	Switzerland	Holding company	100%	100%
Palacio de la Merced, S.A.	Burgos	Hotel Business	72%	100%
Latinoamericana Curitiba Administracao De Hoteis Ltda	Curitiba	Hotel Business	100%	100%
Coperama Italia S.R.L.	Milan	Procurement network	100%	100%
Coperama Central Europe Gmbh	Berlin	Procurement network	100%	100%
Iberinterbrokers, S.L.	Barcelona	Provision of services	75%	100%
Coperama Colombia S.A.S.	Bogotá	Procurement network	100%	100%
Wilan Ander, S.L. (*)	Madrid	Hotel Business	100%	100%
Wilan Ander, S.L. (*)	Madrid	Hotel Business	100%	100%
All companies end the year on 31/12/2017			•	•
(*) Additions to the scope 2017				

# APPENDIX II: ASSOCIATES

			Parent company's %	% of voting rights
	Registered address of	Main activity of the	stake in investee	controlled by parent
Investee company	investee company	<b>Investee Company</b>	company	company
Borokay Beach, S.L.	Madrid	<b>Hotel Business</b>	50%	50%
Consorcio Grupo Hotelero T2, S.A. de C.V.	Mexico City	<b>Hotel Business</b>	10%	10%
Inmobiliaria 3 Poniente, S.A. de C.V.	Puebla	<b>Hotel Business</b>	27%	27%
Mil Novecientos Doce, S.A. de C.V.	Mexico	<b>Hotel Business</b>	25%	25%
Losan Investment Ltd.	London	<b>Hotel Business</b>	30%	30%
Sotocaribe, S.L.	Madrid	Holding company	36%	36%
Hotelera del Mar, S.A.	Mar de Plata	<b>Hotel Business</b>	20%	20%
Hotel & Congress Technology, S.L.	Madrid	R+D services	50%	50%
Beijing NH Grand China Hotel Management Co, Ltd	Beijing	Hotel Business	49%	49%
All companies end the year on 31/12/2017				

# CONSOLIDATED MANAGEMENT REPORT FOR THE FINANCIAL YEAR ENDING 31 December 2017

#### **EVOLUTION OF BUSINESS AND GROUP'S SITUATION**

NH Hotel Group is an international hotel operator and one of the leading urban hotel companies worldwide in terms of number of rooms. The Group operates nearly 380 hotels and 60,000 rooms in 31 countries, and has a significant presence in Europe.

The centralised business model allows it to offer a consistent level of service to its customers in different hotels in different regions. The corporate headquarters and regional offices offer hotels a wide range of functions such as sales, reservations, marketing and systems.

In 2017, world economic activity grew at a pace of +3.5% (Data and estimates provided by the E.C. "European Economic Forecast – Autumn 2017" November 2017), greater than the previous year (+3.0%). More specifically in the Eurozone, the provisional growth rate for 2017 was 2.2% (+1.7% in 2016). Global growth has led to a positive cycle of trade and investment. Likewise, European economies continue to grow, although the recovery has not ended, which suggests there is room for further growth. In line with the above data, when comparing the growth rates of the four countries that bring together the largest proportion of revenues and results of the Group, it is observed that in Holland (+3.2% in 2017 vs. +1.7% 2016), Germany (+2.2% in 2017 vs. +1.9% in 2016), and Italy (+1.5% in 2017 vs. +0.7% in 2016) growth increased compared with the previous year, while in Spain (+3.1% in 2017 vs. +3.2% in 2016) growth was similar to the previous year.

According to the World Tourism Organization ("UNWTO") in 2017, international tourist arrivals globally reached 1,322 million, representing an increase of + 7.0% over the previous year, a rate much higher than the sustained and constant trend of 4% or more which had been recorded since 2010 and represents the best result in seven years. More specifically, the arrival of international tourists to Europe reached 671 million in 2017, recording remarkable growth of 8% after a comparatively weaker 2016 which was headed by destinations in the Mediterranean. The growth was driven by the extraordinary results of Southern and Mediterranean Europe (+13%). Western Europe (+7%), Northern Europe and Central and Eastern Europe (both +5%) also posted solid growth. In this European context, Spain has established itself as the second tourist power in the world only behind France but ahead of the United States, and managed to break its record with 82 million foreign tourists due to an increase of 9% in the number of international arrivals.

In this context, in 2017, as a result of the favourable trend in the hotel business throughout the year and the effect of the initiatives it carried out, particularly the repositioning of its brands and hotels, the Group recorded a significant increase in price per room ("ADR", average daily rate).

During 2017, the value of the price strategy continues to be enhanced, greater Group growth being obtained in the top cities compared to direct competitors, where there are market measures in place. The evolution of RevPar in our top destinations was superior to that of our competitors.

As part of its asset repositioning plan, NH Hotel Group invested almost 200 million euros from 2014 to 2017 to fully renovate or remodel its mid-range hotels with the greatest potential for improvement. With the aim of continuing to improve the quality and strengthen the NH Collection brand, the repositioning investment phase in Germany which began in the previous year was completed during 2017, after the investment made in Benelux in 2016 and in Spain and Italy in 2015.

Additionally, new repositioning opportunities have been selectively identified for 2018 and 2019, where the Group will additionally have contributions from the owners of hotels that are leased by the Group.

Among the main milestones reached over the last years of transformation, the appearance of a new NH Hotel Group value proposition stands out based on the improvement of the quality, experience and the new brand

architecture with the NH Collection, NH Hotel, nhow and Hesperia brands. In this vein, the Group improved the customer experience thanks to implementing a solid operational vision, including the new elements making up the hotels' basic product range, known as Brilliant Basics, which are already in place in all of the establishments and which are contributing to a better experience and higher average quality score of the customers.

The trend in quality indicators confirms the improvement in user ratings for the Group's hotels throughout 2017. At Group level, 35% of the portfolio is positioned in the top 10 of the city's TripAdvisor (45% for NH Collection hotels) (34% and 45% respectively in 2016) and 55% of the hotels are in the top 30 (63% for NH Collection hotels) (52% y 62% respectively in 2016), which demonstrates the highest levels of quality perceived by customers.

Also, the NH Rewards loyalty programme now has over 8.4 million members (6.8 millon members in 2016), 18% of whom joined in 2017, and 23% of the total are active.

Meanwhile, in 2017, another 6 hotels began operating in Marseilles, Eindhoven, Curitiba, Puebla, San Luis de Potosí and Shijiazhuang with a total of 799 rooms, giving 380 hotels operating with 58,926 rooms at 31 December 2017.

In addition, in 2017 the Group signed 7 hotels with 1,762 rooms. All the signings were under lease and management contracts, many of them in the top brand segment and in primary cities (Frankfurt, Valencia, Lima, Brussels).

As a result, revenue in 2017 amounted to 1,546.1 million euros, representing growth of +6.8% (+98.1 million euros), well above the increase in operating costs. As a result of the operational improvement, the Profit for the year attributable to the Parent Company stood at 35.5 million euros compared to 30.8 million euros in 2016.

In this year gross indebtedness decreased from 861.8 million euros in December 2016 to 716.9 million euros in December 2017. At 31<sup>st</sup> December 2017, cash and cash equivalents amounted to 80.2 million euros (136.7 million euros at 31 December 2016). Additionally, this liquidity was complemented by credit lines at the end of the year amounting to 316.3 million euros, of which 250 million euros corresponded to a long-term syndicated credit line, compared to 308.9 million euros at 31 December 2016.

As indicated in the Note 13 of the annual accounts, the Company has refinanced or early redeemed the debt corresponding to senior secured obligations due in 2019.

Likewise, as a consequence of these operations, the syndicated credit line signed in 2016 for a limit of 250 million euros will continue to be available in full, and its maturity will automatically extend to 2021.

This value optimisation of the Company has recently been reflected in the improvement of the corporate credit outlooks assigned by the main rating agencies. Fitch improved the corporate rating outlook from "B with a stable outlook" to "B with a positive outlook" based on greater liquidity and operational improvement. In turn, Moody's improved the corporate rating outlook from "B2 with a stable outlook" to "B2 with a positive outlook", due to the operational improvement, the hotel repositioning plan which has allowed NH to increase its revenues and profitability, its cost saving plan and the significant improvement of its liquidity position. Additionally, Standard & Poors improved its opinion on the Group's business profile, mainly due to its successful repositioning plan which has resulted in improved sales and profitability.

On 28<sup>th</sup> September 2017, the Group presented its strategic plan for 2018-2019 to the investment community. After a phase marked by a strong investment in repositioning and improvement of the experience, NH Hotel Group is in a favourable position to face future growth in the coming years. The Company defined its priorities until 2019, focused on revenue management through a dynamic pricing strategy, a continued focus on efficiency and debt reduction, whilst, at the same time, taking advantage of its current strengths for new repositioning opportunities and organic expansion as a means of additional growth.

The results of the plan will be reflected in the significant improvement in the Company's cash generation and in the reduction of its financial indebtedness.

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At the General Shareholders' Meeting in June 2017, shareholders approved the payment of an interim dividend from 2016 results amounting to 17 million euros, representing five cents per outstanding share (gross). Additionally, the Group has established a shareholder remuneration policy in line with its debt reduction plans, defining a medium-term shareholder remuneration close to 50% of the recurring net profit. In the short term, it foresees a dividend proposal of ten cents per share in 2018 and fifteen cents in 2019.

Finally, the Company has a diverse workforce of 22,789 employees made up with 134 different nationalities, of which 11.4% work in countries other than their home country. The percentage of employees between 25 and 40 years old reached 49.6%, while that of those under 25 stood at 14.8% and those over 40 at 35.7%. Further detail on this matter is to be found in the Corporate Social Responsibility report available on the corporate website of NH Group (https://www.nh-hoteles.es/corporate/es) in the shareholders and investors section within financial information section, included in the annual reports segment.

#### THE ENVIRONMENT

For the NH Hotel Group, sustainability drives innovation, seeking to surprise our guests as well as achieving efficiencies in the use of water and energy. In our responsible commitment to the Planet, we work to minimise our impact on Climate Change, increase the efficiency of resources and develop more sustainable products. All this minimises our environmental footprint with responsible consumption of natural resources.

In 2017, the implementation of the sustainability initiative continued. This initiative gives continuity to the environmental achievements of recent years. Thus, compared to 2008, per Average Daily Room energy consumption has been reduced by 28%, water consumption by 29% and our carbon footprint by 74%. NH Hotel Group is committed to renewable energy, which reduces its carbon footprint. Certified green energy consumption is available in 78% of hotels in Spain, Italy, Germany, Holland, Belgium and Luxembourg.

The Group is certified by internationally recognised standards such as ISO 50001, which certifies the efficiency of the hotel network's energy management on an international scale, and ISO 14001, related to environmental management. A total of 132 hotels have achieved their own external certification for their sustainable management.

NH Hotel Group has reported its climate change commitment and strategy to the Carbon Disclosure Project (CDP) since 2010. In 2017, the Company obtained a B Management rating, which places NH Hotel Group among the leading companies adopting measures to efficiently reduce emissions, which is indicative of advanced environmental management.

Likewise, the NH Hotel Group forms part of FTSE4 Good, an index on the London Stock Exchange which recognises the socially responsible behaviour of companies worldwide.

Further detail on this matter is to be found in the Corporate Social Responsibility report available on the corporate website of NH Group (https://www.nh-hoteles.es/corporate/es) in the shareholders and investors section within financial information section, included in the annual reports segment.

#### RISK MANAGEMENT MODEL

Since November 2015, the NH Hotel Group has had a risk policy approved by the Board of Directors. The aim of this corporate policy is to define the basic principles and the general framework of action to identify and control risks of any nature which may affect NH. This policy applies to all companies over which the NH Hotel Group has effective control.

NH Hotel Group's risk management system aims to identify events that may negatively affect achievement of the objectives of the Company's Strategic Plan, providing the maximum level of assurance to shareholders and stakeholders and protecting the group's revenue and reputation.

The model set up to manage risks is based on the ERM (Enterprise Risk Management) methodology and includes a set of methodologies, procedures and support tools which enable the NH Hotel Group to:

- 1. Identify the most significant risks that could affect achievement of strategic objectives
- 2. Analyse, measure and assess such risks depending on their probability of occurrence along with their impact, which is assessed from a financial and reputational point of view
- 3. Prioritise such risks
- 4. Identify measures to mitigate such risks based on the group's risk appetite. This is firmed up by defining risk managers and setting up action plans agreed by the Management Committee.
- 5. Monitor mitigation measures set up for the main risks
- 6. Periodically update risks and their assessment

The Company's Risk Map is updated annually and, after validation by the Audit and Control Committee, approved by the Board of Directors. The 2017 Risk Map was approved by the Board at its meeting on 25 October 2017.

In general, the risks to which the Group is exposed can be classified into the following categories.

- a) Financial Risks, such as fluctuation of interest rates, exchange rates, inflation, liquidity, non-compliance with financing undertakings, restrictions on financing and credit management.
- b) Compliance Risks, arising from possible regulatory changes, interpretation of legislation, regulations and contracts, and non-compliance with internal and external regulations. Tax and environmental risks are included under this heading. It also covers Reputational Risks, arising from the company's behaviour which negatively affects fulfilment of the expectations of one or more of its stakeholders (shareholders, customers, suppliers, employees, the environment and society in general).
- c) Business Risks generated by inadequate management of procedures and resources, whether human, material or technological. This category encompasses difficulty in adapting to changes in customer demand, including those caused by
- d) External Risks, arising from natural disasters, political instability or terrorist attacks.
- e) Systems Risks, produced by attacks or faults in infrastructures, communications networks and applications that may affect security (physical and logical) and the integrity, availability or reliability of operational and financial information. This heading also includes business interruption risk.
- f) Strategic Risks, produced by difficulty accessing markets and difficulties in asset disinvestment.

Finally, in May 2017, the creation of an Executive Committee on Risks was approved to support the periodic monitoring of risks (monitoring of action plans and key indicators), support initiatives and activities related to the implementation of action plans, as well as creating a culture of risks in the company. This Committee met twice during the year.

Further detail on this matter is to be found in the Corporate Social Responsibility report available on the corporate website of NH Group (https://www.nh-hoteles.es/corporate/es) in the shareholders and investors section within financial information section, included in the annual reports segment.

#### SHARES AND SHAREHOLDERS

NH Hotel Group, S.A. share capital at the end of 2017 comprised 350,271,788 fully subscribed and paid up bearer shares with a par value of  $\[Earge 2\]$  each. All these shares carry identical voting and economic rights and are traded on the Spanish Stock Exchange Market.

According to the latest notifications received by the Company and the notices given to the National Securities Market Commission before the end of every financial year, the most significant shareholdings at 31<sup>st</sup> December 2017 and 2016 were as follows:

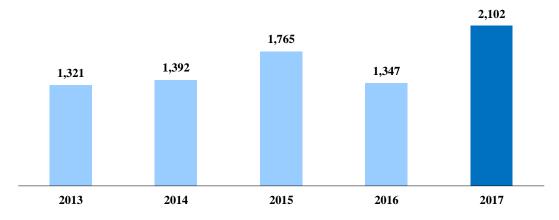
	2017	2016
HNA CO LTD	29.34%*	29.50%
Oceanwood Capital Management LLP	12.06%	11.97%
Hesperia Group	9.27%**	9.27%**

Notwithstanding this list of shareholders, the following changes communicated to the CNMV by said shareholders are reported:

The average share price of NH Hotel Group, S.A. in 2017 was 5.05 euros per share (4.04 euros in 2016). The lowest share price of 3.84 euros per share was recorded in January (3.17 euros in February 2016) and the highest share price of 6.26 euros per share in December (4.95 euros in January 2016). The market capitalisation of the Group at the close of 2017 stood at 2.1 billion euros (1.3 billion euros at the close of 2016).

At 31st December 2017, the Group had 9,416,368 own shares of which 9,000,000 correspond to the loan of shares for the issue of the convertible bond in November 2013. Of these 9 million shares, at 31st December 2017, 7,615,527 have been returned, and are now controlled by NH, although they remain available to the financial entities. Additionally, in August 2016, the Company purchased 600,000 own shares and in 2017, delivered 183,632 shares to employees under the Incentive Plan.

# CAPITALISATION at the end of each year (in millions of euros)

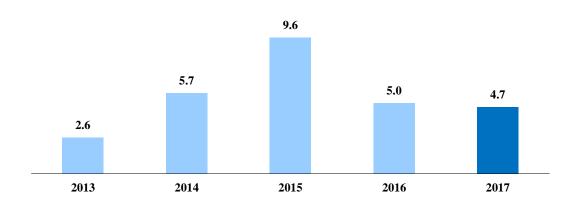


A total of 237,704,360 shares in NH Hotel Group, S.A. were traded on the Continuous Market over the course of 2016 (316,419,296 shares in 2016), which accounted for 0.68 times (0.90 times in 2016) the total number of shares into which the Company's share capital is divided. Average daily share trading on the Continuous Market amounted to 932,173 securities (1,231,203 in 2016).

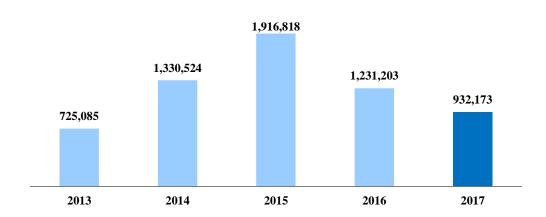
<sup>\*</sup> Although in the CNMV Records it is recorded that the shareholding of Grupo HNA in NH is 29.50% at 31st December 2017, Grupo HNA reported a decrease to 29.34% in its shareholding in NH to the CNMV on 27 February 2017. In addition, on 3 November 2017, Grupo HNA notified the CNMV of the signing of a sales contract and repurchase agreement through which it would transfer NH shares representing approximately 1.14% of the capital. Depending on whether the sale has been formalised and the terms and conditions of it, Grupo HNA's shareholding in NH could reach 28.20% of the share capital. Finally, on 19th January 2018, it notified the CNMV of the engagement to review its shareholding in the Group, including identify potential buyers of its shareholding.

<sup>\*\*</sup> The shareholding of Hesperia Group consists of the direct shareholding held by Grupo Inversor Hesperia, S.A. (9.10%) and Eurofondo (0.17%).

# AVERAGE DAILY TRADING (million euros) 2013-2017



# AVERAGE DAILY TRADING (in shares) 2013-2017



#### EVOLUTION NH HOTEL GROUP vs. IBEX 35 1 JANUARY 2013-31 DECEMBER 2017



#### **FUTURE OUTLOOK**

Forecasts indicate that the growth will continue in 2018, although at a more sustainable pace after eight years of constant expansion after the economic and financial crisis of 2009. Based on current trends, economic outlooks and the forecast of the UNWTO Panel of Experts, the Organisation expects global international tourist arrivals to grow at a rate of between 4% and 5% in 2018. By region, growth in the arrival of tourists to Europe and the Americas is expected to be between 3.5% and 4.5%.

On the other hand, GDP growth in Europe is expected to be +2.1% in 2018 (Data and estimates provided by the E.C. "European Economic Forecast – Autumn 2017" November 2017).

In this economic environment, the Group expects to benefit from the increase in sales associated with GDP growth expectations in 2018, together with the positive impact of the repositioning investments made in the last two years and supported by the implementation of price management tools which will allow us to continue to optimise this strategy.

#### EVENTS AFTER THE REPORTING PERIOD

On 28 December 2017, an agreement was announced with the German asset manager Deka Immobilien for the sale and leaseback of the property in which the NH Collection Barbizon Palace Amsterdam is located. The operation closed at the end of January 2018, involving the sale of the building for 155.5 million euros (584.5 thousand euros/room), which will bring about an estimated capital gain of 55 million euros in 2018 and net cash of 122.4 million euros. The variable income lease of the property will allow the Group to keep operating the hotel for an initial period of 20 years, with the option of exercising 2 extensions of 20 years each.

In relation to the unsolicited sign of interest received from Grupo Barceló in November 2017, the Company's Board of Directors unanimously rejected the operation proposed on 10 January 2018.

The Board noted that its decision was made to defend both the social interest of the Company and the interests of all shareholders. It insisted that the unanimous rejection of this offer does not condition nor impede the analysis of other future strategic opportunities which will be assessed based on the real value they are able to generate to NH Hotel Group's shareholders as a whole, within the framework of the consolidation trends prevailing in the sector.

In taking its decision, the Board assessed the fact that the contemplated structure (merger) would not allow shareholder value to be created above that of that project independently by NH. In its analysis, the Board did not consider the intrinsic value assigned to NH by Grupo Barceló's offer appropriate, nor its scope, nor the exchange ratio offered by it.

Based on this analysis, the Board unanimously considered that the terms of the offer were inadequate and did not reflect the real value of NH in any way, but especially for the following reasons:

- The exchange ratio did not reflect the relative valuation of both companies (even less with a consolidation adjusted to the relevant hotel business of Grupo Barceló). It also did not offer a real control premium on the market valuation of NH, nor did it consider the potential for revaluation of NH independently (greater in any case to the relative value of 7.08 euros per share suggested in said offer).
- Grupo Barceló's offer did not reflect the potential for growth in NH's results, nor the value of its urban assets owned in Europe (as shown by the recent sale of the Barbizon hotel in Amsterdam), nor the opportunity to generate profits with its balanced mix of contracts in management and leases, nor the optimisation of its operational and financial structure.
- The Board assessed very negatively that Grupo Barceló's offer lacked liquidity for NH shareholders.

Likewise, and regardless of its decision in this matter, the Board also ratified the full confidence in the current NH Strategic Plan with solid growth in revenues and significant operational improvement, together with the value of its hotel assets and the potential to benefit from the reduction of its indebtedness, which will allow for expansion opportunities and, in the future, participate in the consolidation trend of the hotel sector.

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# **ANNEX I**

# ANNUAL CORPORATE GOVERNANCE REPORT FOR LISTED PUBLIC LIMITED COMPANIES

# IDENTIFICATION DETAILS OF THE ISSUER

END DATE OF 12-MONTH PERIOD OF REFERENCE

31/12/2017

TAX ID CODE (CIF)

A28027944

**COMPANY NAME** 

NH HOTELES, S.A.

**REGISTERED OFFICE** 

SANTA ENGRACIA, 120 - 7ª PLANTA, MADRID

# ANNUAL CORPORATE GOVERNANCE REPORT FOR LISTED PUBLIC LIMITED COMPANIES

# A OWNERSHIP STRUCTURE

A.1Fill in the following table regarding the share capital of the Company:

Date of last modification	Share capital (€)	Number of Shares	Number of voting rights
26/06/2014	700,543,576.00	350,271,788	350,271,788

Indicate whether there are different shares classes with different associated rights:

Yes No X

A.2List the direct and indirect significant shareholders in your company at the end of the year, excluding directors:

Name or business name of the shareholder	Number of direct voting rights	Number of indirect voting rights	% of total voting rights
HNA GROUP CO LIMITED	0	102,787,996	29.35%
OCEANWOOD CAPITAL MANAGEMENT LLP	0	42,235,143	12.06%
GRUPO INVERSOR HESPERIA, S.A	31,870,384	0	9.10%

Name or trade name of the indirect shareholder	Via: Name or company name of the direct holder of the shareholding	Number of voting rights
HNA GROUP CO LIMITED	TANGLA SPAIN, S.L.	102,787,996
OCEANWOOD CAPITAL MANAGEMENT LLP	OCEANWOOD OPPORTUNITIES MASTER FUND	32,195,671
OCEANWOOD CAPITAL MANAGEMENT LLP	OCEANWOOD EUROPEAN FINANCIAL SELECT OPPORTUNITIES MASTER FUND	5,629,251
OCEANWOOD CAPITAL MANAGEMENT LLP	OCEANWOOD INVESTMENTS II DESIGNATED ACTIVITY COMPANY	2,283,927
OCEANWOOD CAPITAL MANAGEMENT LLP	CROWN/OCEANWOOD SEGREGATED PORTFOLIO	2,126,294

Indicate the most significant movements in the shareholding structure of the company during the year:

A.3Complete the following tables with information on the members of the company's Board of Directors that hold voting rights on shares in the company:

Name or company name of Director	Number of direct voting rights	Number of indirect voting rights	% of total voting rights
MR JOSE ANTONIO CASTRO SOUSA	1,000	32,475,188	9.27%
MR ALFREDO FERNÁNDEZ AGRAS	150,000	0	0.04%
MR RAMÓN ARAGONÉS MARÍN	17,709	0	0.01%
MS MARIA GRECNA	12,000	0	0.00%
MR PAUL JOHNSON	9,116	0	0.00%

Name or trade name of the indirect shareholder	Via: Name or company name of the direct holder of the shareholding	Number of voting rights
MR JOSE ANTONIO CASTRO SOUSA	GRUPO INVERSOR HESPERIA, S.A	31,870,384
MR JOSE ANTONIO CASTRO SOUSA	EUROFONDO, S.A.	604,804

% of total voting rights held by the Board of Directors	9.32%

Fill in the following tables with information on the members of the Company's Board of Directors who hold rights over shares in the Company:

Name or company name of Director	Number of direct voting rights	Number of indirect voting rights	Number of equivalent shares	% of total voting rights
MR RAMÓN ARAGONÉS MARÍN	140,649	0	140,649	0.04%

A.4Indicate, where applicable, the family, commercial, contractual or corporate relationships existing between major shareholders, insofar as they are known by the Company, unless they have little relevance or arise from normal trading activities:

A.5Indicate, where applicable, the commercial, contractual or corporate relationships existing between major shareholders, and the company and/or its group, unless they have little relevance or arise from normal trading activities:

Α.	6Indicate	whether	the	compan	y has	been	informe	d of	sharel	nolders	' agreemer	nts which	affect	it, as
	establish	ned in Ar	ticles	530 an	d 531	of the	Capital	Com	panies	Act. If	applicable,	describe	them	briefly
	and list t	the share	holde	ers boun	d by t	he agre	eement:							

	Yes	No X
Indicate if the company is give a brief description:	aware of the existence of c	oncerted actions among its shareholders. If so,
	Yes	No X
In the event of any modific year, please specify it:	ation or termination of thes	e pacts, agreements or agreed actions during the
The company is not aware of the e	xistence of concerted actions among	its shareholders.

A.7Indicate whether any individual person or legal entity exercises, or could exercise, control over the

Company in accordance with Article 4 of the Stock Market Act. If so, give details here:

Yes	No X	

Remarks

A.8Fill in the following tables regarding the Company's treasury stock:

At year end:

Number of direct shares	Number of indirect shares (*)	% of total share capital
8,031,895		0 2.29%
(*) Through:		
( ) Tillough.		
Describe any significant changes,	according to Royal Decree 136	2/2007, that occurred during the yea
	Explain the significant changes	
Describe the conditions and the tel		
repurchase or transmit treasury sto	ock, as conferred by the Genera	al Shareholders' Meeting.
T. 0. 101 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	0   0047    1   1    0   1    10	
The General Shareholders' Meeting held on 2 stock under the terms indicated below:	9 June 2017 authorised the Board of Direct	ors of the Company to repurchase treasury
a) The acquisition can be made by any title ac	ccepted in Law, once or more times, provid	ed that the acquired shares, added to those the
Company already owns, do not exceed 10% of applicable.	f the Company's share capital, together with	h those owned by other companies in the group,
b) The acquisition, including the shares which		
have acquired beforehand and have in its port share capital plus the reserves made unavaila		
	. ,	aring annual accounts, less the profits directly
attributable to it, and plus the uncalled share of the accounts as liabilities.	apital, as well as the amount of the principa	al and the share premium that are registered in
c) The shares must be fully paid up.		
d) The authorisation will be valid for 5 years from	om the day this agreement comes into force	9.
e) The minimum purchase price will be 95% a continuous market the day before the transact		isted market value at the close of Spain's ere to security market regulations and customs.
		the payment systems set out in Article 146.a) beneficiaries of the Payment Plan or Plans for
Company executives and employees.	iai may be whony or partly anocated to the	beneficialities of the Payment Plant of Plants for
bis Estimated floating capital:		
		%
Estimated floating capita	al	49.33
O localizada code adde en de analización acciona	striction on the transferability of	of securities and/or any restriction of
	he existence of any type of res	striction which could hinder control

es No	X
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A.11 State whether the General Shareholders' Meeting has agreed to adopt neutralisation measures against take-over bids, pursuant to Law 6/2007.

Yes	No	Х
		_

If so, explain the approved measures and the terms under which the restrictions would be lifted:

	fers.	cate the different ty	pes or strates, a	id the rights and	obligations cach t	ype or snare
GENER	RAL SHARE	HOLDERS' MEE	TING			
Con		differences exist bo LSC) and the quore				
		Yes		No X		
		pplicable, specify a LSC) for adopting o			stablished in the Ca	apital
		Yes		No X		
Des	scribe how it o	differs from the LSC	).			
note gov Title	e the majoriti erning the pro	ulations applicable to ies required for characteristics of sharehold cicles 285 - 345, of Royal D and Articles 158 - 164 of	langes to the ar Iders' rights wher Decree-Law 1/2010 of 2	ticles of associan making change	tion and, if any, s to the articles of vised Text of the Capital	the regulati association. Companies
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note gov	e the majoritierning the prosecution of the prosecu	icles required for chotection of shareholdicles 285 - 345, of Royal D., and Articles 158 - 164 of RRM), establish the legal shotel Group faithfully reflect of attendance at the different for the previous years.    Which is the previous of	langes to the ar lders' rights where land lders' lders' rights where lders' lders' rights where lders' lders' rights where lders' lders' rights where rights w	July, approving the Report of 19 July, approving the Report of 19 July, approving the modification of articles and the modification of 19 July approving the modification of 19 July, approving the Report of 19 July, approving the 19 July, approving the Report of 19 July, approving the 19 July, approvi	vised Text of the Capital g the Regulation of the C s of association. The text um or majority required the content of the C s of association. The text um or majority required the content of the content	the regulati association  Companies companies of the articles han is set out  ar to which  Total  72.4  74.1  85.7  81.5

B.7Indicate the address and access on the Company website to information on corporate governance and other information on general shareholders' meetings which must be available to shareholders on the Company website.

All information of relevance to shareholders, including information on corporate governance and other information on general shareholders' meetings is available at all times on the NH Hotel Group website, www.nh-hotels.es, in the section 'Information for shareholders'.

# C COMPANY MANAGEMENT STRUCTURE

#### C.1 Board of Directors

C.1.1 Maximum and minimum number of directors established in the company's articles of association:

Maximum number of Directors	20
Minimum number of Directors	5

#### C.1.2 Complete the following table with the members of the Board:

Name or company name of Director	Representativ e	Director category	Position on the Board	Date of first appoi ntmen t	Date of last appoi ntmen t	Election procedure
MR ALFREDO FERNÁNDEZ AGRAS		Proprietary	CHAIRMAN	19/06/2015	29/06/2015	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR JOSE ANTONIO CASTRO SOUSA		Proprietary	DEPUTY CHAIRMAN	24/05/2012	29/06/2015	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR RAMÓN ARAGONÉS MARÍN		Executive	Chief Executive Officer	29/06/2017	29/06/2017	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR JOSÉ MARÍA CANTERO MONTES- JOVELLAR		Independent	DIRECTOR	21/06/2016	25/07/2017	CO-OPTED
MS MARIA GRECNA		Independent	DIRECTOR	21/06/2016	25/07/2017	CO-OPTED
GRUPO INVERSOR HESPERIA, S.A	MR JORDI FERRER GRAUPERA	Proprietary	DIRECTOR	28/02/2017	29/06/2017	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR PAUL JOHNSON		Independent	DIRECTOR	21/06/2016	25/07/2017	CO-OPTED
MR FERNANDO LACADENA AZPEITIA		Independent	DIRECTOR	21/06/2016	25/07/2017	CO-OPTED
MR JOSE MARÍA LÓPEZ-ELOLA GONZÁLEZ		Independent	DIRECTOR	24/04/2012	29/06/2015	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR JOSÉ MARÍA SAGARDOY LLONIS		Independent	DIRECTOR	22/03/2017	29/06/2017	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING

Total number of directors
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Indicate whether any directors have left the Board of Directors during the period being reported:

Name or company name of Director	Director category at time of departure	Date of leaving
MR JUAN JOSÉ ANDRÉS ALVEZ	Independent	27/01/2017

Name or company name of Director	Director category at time of departure	Date of leaving
MR FRANCISCO JAVIER ILLA RUIZ	Proprietary	07/02/2017
MR CARLOS GONZÁLEZ FERNÁNDEZ	Independent	26/06/2017
MR FRANCISCO ROMAN RIECHMANN	Independent	29/06/2017
MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR	Other External	25/07/2017
MS MARIA GRECNA	Other External	25/07/2017
MR PAUL JOHNSON	Other External	25/07/2017
MR FERNANDO LACADENA AZPEITIA	Other External	25/07/2017
MS KORO USARRAGA UNSAIN	Independent	20/10/2017

C.1.3 Fill in the following tables about the Board members and their corresponding categories:

# **EXECUTIVE DIRECTORS**

Name or company name of Director	Position in the company's organisational chart
MR RAMÓN ARAGONÉS MARÍN	Chief Executive Officer

Total number of executive directors	1
% of the Board as a whole	10.00%

# **EXTERNAL PROPRIETARY DIRECTORS**

Name or company name of Director	Name or company name of the major shareholder represented or who proposed the appointment
MR ALFREDO FERNÁNDEZ AGRAS	OCEANWOOD CAPITAL MANAGEMENT LLP
MR JOSE ANTONIO CASTRO SOUSA	GRUPO INVERSOR HESPERIA, S.A
GRUPO INVERSOR HESPERIA, S.A	GRUPO INVERSOR HESPERIA, S.A

Total number of proprietary directors	3
% of the Board as a whole	30.00%

# **INDEPENDENT EXTERNAL DIRECTORS**

# Name or company name of Director:

MR JOSE MARÍA LÓPEZ-ELOLA GONZÁLEZ

# Profile:

Graduate in economics from the Complutense University of Madrid. For the last 35 years, he has been the General Manager of various credit and banking institutions, such as Banco Zaragozano, S.A. and Barclays, S.A. He is currently a member of the Board of Directors of companies including Festina Lotus, S.A., Celo, S.A. and Cementos Occidentales, S.A.

# Name or company name of Director:

MS MARIA GRECNA

Profile:

Economics degree from the Economics School of the University of Prague (Czech Republic) and a Masters in Finance from the London Business School. She has run Earlwood Rental Properties, which she cofounded, since 2013. Earlwood is a company focused on the acquisition, renovation and management of homes with a portfolio of over 100 homes in the centre of Madrid and Barcelona and for properties in construction and holiday homes in the Balearic Islands. Between 2005 and 2013 she worked for Värde Partners (a global alternative investment advisor), first as CEO of Värde Partners Europe (London) between 2005 and 2011 and later as CEO of Värde Partners Iberia (Madrid) between 2011 and 2013. She previously held positions in Société Générale (Prague) from 2002 to 2003, Crédit Suisse First Boston (London and Prague), from 2000 to 2002, and Citigroup (Prague), from 1995 to 2000.

# Name or company name of Director:

MR JOSÉ MARÍA SAGARDOY LLONIS

#### Profile:

Degree in Economics and Business Administration from ICADE (E-2) and IESE Business School, University of Navarra. BBVA programme for executives He began his professional career in Arthur Anderson A.L.T., in the financial sector and has since held senior positions in various banking entities such as Deutsche Bank, BBVA (Director of Global Syndicated Loans) and Banco Popular (Wholesale Banking Director and Risk Director).

He is currently the Head of Origination and CFO of Copernicus Servicing, S.L. He has been a Board Member of companies such as Fomento de Construcciones y Contratas (2008-2009), Societé Fonciere Lyonnaise, representing Colonial (2008-2011), Globalia Corporación Empresarial (2007-2012), Inmobiliaria Colonial (2008 – 2013) and in Targobank, S.A., representing Banco Popular Español, S.A. (2013-2016).

# Name or company name of Director:

MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR

#### Profile:

He holds a degree in Law and Economics and Business Administration and Management from the Universidad Pontificia Comillas (ICADE E-3) and a diploma from the Business Management Programme (PADE) of IESE Business School. He was a founding partner of Results Mazimizer (consultancy for the execution and implementation of marketing, sales and communications projects) and Enubes (digital marketing company) and has been the Managing Partner since September 2015. Between July 2008 and August 2015 he held various senior positions in Mutua Madrileña, first as Sales and Marketing Director until May 2011 and subsequently as Deputy General Manager, whilst also being a Director at SegurCaixa Adeslas (from July 2011) and a Director at Mutuactivos Inversiones (from July 2013). Between August 2003 and June 2008 Mr José María Cantero de Montes-Jovellar was Marketing and Customers Director (sales and value enhancement management of the Residential Business Unit) of Amena/Orange in Spain. Previously, between July 1994 and July 2003 he worked for Procter & Gamble España in various positions within the marketing department: Assistant Brand Manager, Brand Manager, and his final position as Business Team Leader Textiles Care division for Spain

# Name or company name of Director:

MR PAUL JOHNSON

and Portugal.

Profile:

Founding director and Chief Executive Officer of the hotel chain Kew Green Hotels Ltd under whose leadership went from start-up to having 50 hotels. The group was acquired by the Chinese-owned HK CTS, a hotel chain, in August 2015. After ensuring a successful integration with HK CTS, Paul left the company in May 2016 to develop other interests.

Paul is highly experienced in the leisure industry having held senior positions in sales and marketing for the Welcome Break Group, Budget Rent a Car, Radisson Edwardian Hotels and Hilton International. Paul was shortlisted for Ernst and Young Entrepreneur of the year in 2007 and 2009 and, in 2006, was a member of the Sunday Times Fasttrack Awards Management Team of the Year.

Paul is currently Head of Roupell Advisory Ltd., a global hotel consultancy.

# Name or company name of Director:

#### MR FERNANDO LACADENA AZPEITIA

#### Profile:

Degree in Economics and Business Administration and a Law Degree from ICADE (Specialty E-3) in Madrid. Executive with more than 35 years' experience in financing and very oriented towards management. Lately, specialised in the financial area in large listed multinational corporations, with significant experience in the negotiation and structuring of financing operations, relationships with capital markets and investment operations (M&A).

Since December 2014, he has been the CEO of Testa Inmuebles en Renta SOCIMI, S.A., a leading property leasing management company in the third sector, having directed the operation to float the company with Merlin Properties taking a stake in its share capital; an operation valued at approximately €2 billion.

He is the chairman of ASPRIMA, the association of companies with leased assets in Spain.

Prior to that, for seven years he was the CFO at Grupo Sacyr Vallehermoso, managing financing with banks and the relationship with analysts and investors and participating directly in the investment processes and the partnership strategy to develop new businesses in both local markets and internationally.

Previously he worked for 13 years in similar positions in Grupo ACS – Dragados, after having started in Arthur Andersen where he spent the first 10 years of his professional career.

Total number of independent directors	6
% of total Board	60.00%

Indicate if any Director classified as independent receives any payments or benefits from the company or its group other than remuneration for the post of Director, or maintains, or has maintained, a business relationship with the company or any company in the group in the last year, whether in his own name or as a major shareholder, director or senior manager of an entity maintaining, or which has maintained, such a relationship.

NO

If so, include a reasoned statement by the Board as to the reasons why it considers that this director can perform his duties as an independent director.

# OTHER EXTERNAL DIRECTORS

Identify the other external directors and state the reasons why they cannot be considered proprietary or independent directors, and their relationship with the company, its directors or shareholders:

Indicate the changes that, as applicable, have occurred to the category of each director during the period:

Name or company name of Director	Date of change	Previous category	Current categor y
MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR	25/07/2017	Other External	Independent
MS MARIA GRECNA	25/07/2017	Other External	Independent
MR PAUL JOHNSON	25/07/2017	Other External	Independent
MR FERNANDO LACADENA AZPEITIA	25/07/2017	Other External	Independent

C.1.4 Fill in the table below with the information relating to the number of female directors in the last 4 financial years, and their type:

		Number of	female direc	tors	% of total of	directors of ea	ach type	
	2017	2016	2015	2014	2017	2016	2015	2014
Female Executive	0	0	0	0	0.00%	0.00%	0.00%	0.00%
Proprietary	0	0	0	1	0.00%	0.00%	0.00%	10.00%
Independent	1	1	1	0	16.67%	25.00%	25.00%	0.00%
Other External Female Executives	0	1	0	0	0.00%	25.00%	0.00%	0.00%
Total:	1	2	1	1	10.00%	18.18%	8.33%	7.14%

C.1.5 Explain the methods adopted, if any, to seek to include a number of women in the Board of Directors which would permit a balanced presence of women and men.

#### Explanation of the measures

The Board of Directors' rules define the establishment of a target concerning the less represented gender on the Board of Directors and the guidelines on how to fulfil said target as one of the objectives of the Appointments, Remuneration and Corporate Governance Committee. This target was legally established as 30% women members of the Board of Directors by 2020.

In order to fulfil the aforementioned goal, the Appointments, Remuneration and Corporate Governance Committee shall ensure that the selection procedure does not suffer from any implicit bias that may hamper the selection of female directors and that women that fulfil the professional profile sought are included among the potential candidates.

The policy for selecting directors seeks to prevent discrimination, with meritocracy as the criterion guiding the selection process to identify the best candidates for the Company. However, and notwithstanding the foregoing, each time that there is a vacancy on the Board of Directors, and the corresponding selection process begins, at least one woman must be considered as a candidate until the 30% target is met.

C.1.6 Explain the measures agreed, if any, by the Appointments Committee to ensure that the selection process is not implicitly biased against selecting female Directors, and so that the company deliberately seeks to include women who meet the desired professional profile among potential candidates:

# Explanation of the measures

During the process of selecting Directors, in compliance with the principles set forth in the Board Regulations, the Appointments, Remuneration and Corporate Governance Committee has ensured women are included who meet the required professional profile in the list of candidates, and has endeavoured to ensure there are no biases inherent in the selection procedure that hinder the selection of female directors.

As mentioned previously, the policy for selecting directors expressly provides for the prevention of discrimination in the candidate selection process and, guided by company interest, meritocracy shall serve as the main selection criterion, with the process seeking to identify the most qualified candidates. However, each time that there is a vacancy on the Board of Directors, and the corresponding selection process begins, at least one woman must be considered as a candidate, notwithstanding the principles of merit and capacity, until the aforementioned 30% target for 2020 is met.

If, despite the measures adopted, if any, there are few or no female Directors, explain the reasons:

#### Explanation of the reasons

See above section

C.1.6 bis Explain the conclusions of the appointments committee regarding the verification of compliance with the policy on director selection. In particular, explain how this policy promotes the objective that by 2020 the number of female directors is at least 30% of the total number of members of the board of directors.

#### Explanation of the conclusions

In 2017, the Appointments, Remuneration and Corporate Governance Committee considered the regulatory fitness and the Recommendations in the Good Governance Code in terms of the policy for selecting directors.

NH Hotel Group firmly believes that diversity in all its facets and at all levels of its professional team is an essential factor for ensuring the Company's competitiveness and a key element in its corporate governance strategy, promoting the participation and development of women in the organisation, especially in positions of leadership, and, in particular, on the Board of Directors.

In the candidate selection process and, guided by company interest, meritocracy shall serve as the main selection criterion, with the process seeking to identify the most qualified candidates. Consequently, each time that there is a vacancy on the Board of Directors, and the corresponding selection process begins, at least one woman must be considered as a candidate, notwithstanding the principles of merit and capacity, until the aforementioned 30% target for 2020 is met. This company's goal is to cover any Board vacancy with a new female director, therefore enabling us to increase the female presence on the Board.

In 2017, the Company has continued to work with expert consulting firms that have intensified the recruitment of female directors.

C.1.7 Explain how major shareholders are represented on the Board.

As set out in Article 9 of the Board Regulations, the Board will ensure that the majority group of external Directors includes, on one hand, those proposed by the holders of significant stable holdings in the company capital (proprietary Directors) and, on the other, professionals of recognised prestige who are not associated with the executive team nor with major shareholders (independent Directors).

Proprietary Directors are those that represent or have a shareholding in the Company that is greater than or equal to what is legally considered significant, or that may have been appointed due to their status as shareholders even though their shareholding does not reach the legally established amount.

For the purposes of this definition, it shall be assumed that a director represents a shareholder when:

- a) He/she was appointed by virtue of the right to representation.
- b) He/she is a director, senior manager, employee or regular service provider of this shareholder, or of companies belonging to its group.
- c) The company documentation states that the shareholder accepts that the director has been appointed by it or represents it.
- d) He/she is the spouse, or connected by a similar relationship, or related up to the second degree of kinship to a major shareholder.
- C.1.8 Explain, if applicable, the reasons why proprietary directors have been appointed at the request of shareholders whose holdings are below 3% of share capital:

Indicate whether formal requests for representation on the Board from shareholders whose
shareholding is equal to or greater than other shareholders at whose request proprietary
directors have been appointed, have not been acted upon. Explain the reasons why they have
not been acted on, as applicable:

Yes	П	No [	Χ	
1 03		INO	^	

C.1.9 Indicate whether any director has left their position prior to the completion of their mandate; whether the director has explained their reasons to the Board, and by what means; and, in the event that the written communication was sent to the whole of the Board, explain the reasons given:

# Name of the director:

MR JUAN JOSÉ ANDRÉS ALVEZ

#### Reason for departure:

Mr Juan José Andrés Alvez tendered his resignation as Board Member on 27 January 2017 due to unforeseen personal reasons.

# Name of the director:

MR FRANCISCO JAVIER ILLA RUIZ

#### Reason for departure:

Mr Francisco Javier Illa Ruiz's position as Director was terminated on 7 February 2017 due to his death.

# Name of the director:

MR CARLOS GONZÁLEZ FERNÁNDEZ

# Reason for departure:

At the end of his term as Board Member on 26 June 2017, the Board of Directors did not seek the reappointment of Carlos González Fernández at the General Shareholders' Meeting held on 29 June 2017.

# Name of the director:

MR FRANCISCO ROMAN RIECHMANN

## Reason for departure:

Mr Francisco Román Riechmann tendered his resignation as Board Member on 29 June 2017 due to personal reasons.

#### Name of the director:

#### MS MARIA GRECNA

#### Reason for departure:

Ms María Grecna tendered her resignation as Board Member on 25 July 2017. On this date she was appointed as a new co-opted director by the Board of Directors as an independent director at the behest of the Appointments and Remuneration and Corporate Governance Committee

# Name of the director:

# MR PAUL JOHNSON

#### Reason for departure:

Mr Paul Johnson tendered his resignation as Board Member on 25 July 2017. On this date he was appointed as a new co-opted director by the Board of Directors as an independent director at the behest of the Appointments and Remuneration and Corporate Governance Committee

# Name of the director:

# MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR

# Reason for departure:

Mr José María Cantero Montes-Jovellar tendered his resignation as Board Member on 25 July 2017. On this date he was appointed as a new co-opted director by the Board of Directors as an independent director at the behest of the Appointments and Remuneration and Corporate Governance Committee

#### Name of the director:

# MR FERNANDO LACADENA AZPEITIA

# Reason for departure:

Mr Fernando Lacadena Azpeitia tendered his resignation as Board Member on 25 July 2017. On this date he was appointed as a new co-opted director by the Board of Directors as an independent director at the behest of the Appointments and Remuneration and Corporate Governance Committee

# Name of the director:

## MS KORO USARRAGA UNSAIN

#### Reason for departure:

Ms Koro Usarraga Unsain resigned from her position of Director on 20 October 2017 for professional reasons.

C.1.10 Indicate, if applicable, the powers delegated to the Executive Director(s):

# Name or company name of Director:

# MR RAMÓN ARAGONÉS MARÍN

# **Brief description:**

All the powers that correspond to the board of directors, except those that cannot be delegated by law or the company's articles of association.

# C.1.11 Identify, if applicable, the members of the Board that hold administrative or management positions in other companies that form part of the group of the listed company:

Name or company name of Director	Company name of group company	Position	Do they have executive duties?
MR RAMÓN ARAGONÉS MARÍN	NH Lagasca, S.A.	Director	NO
MR RAMÓN ARAGONÉS MARÍN	JV BEIJING GRAND CHINA HOTEL MANAGEMENT (CHINA)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	NH HOTELES DEUTSCHLAND GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	NH HOTELBETRIEBS – UND ENTWICKLUNGS GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	NH HOTELBETRIEBS – UND DIENSTLEISTUNGS GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	NH CENTRAL EUROPE MGMT GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	JOLLY HOTEL DEUTSCHLAND GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	HOTELES ROYAL, S.A. (COLOMBIA)	Deputy Director	NO
MR RAMÓN ARAGONÉS MARÍN	NACIONAL HISPANA HOTELES, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	OPERADORA NACIONAL HISPANA, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	FRANQUICIAS LODGE, S.A. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	SERVICIOS CORPORATIVOS HOTELEROS (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	HOTELERA DE LA PARRA (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	SERVICIOS CORPORATIVOS KRYSTAL ROSA (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	CHARTWELL INMOBILIARIA DE COATZACOALCOS, S.A. DE C.V (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	SERVICIOS CORPORATIVOS CHARTWELL MONTERREY, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	CHARTWELL DE MÉXICO, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	CHARTWELL DE NUEVO LAREDO, S.A. DE C.V (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	GRUPO HOTELERO MONTERREY, S.A. DE C.V (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	SERVICIOS CHARTWELL NUEVO LAREDO, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	DESARROLLO INMOBILIARIO SANTA FE MEXICO, S.A. DE C.V. (MEXICO)	Director	NO

Name or company name of Director	Company name of group company	Position	Do they have executive duties?
MR RAMÓN ARAGONÉS MARÍN	GRUPO HOTELERO QUERETARO, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	HISPANA SANTA FE, S.A. DE C.V. (MEXICO)	Director	NO

C.1.12 State, if applicable, the directors of your company that are members of the Board of Directors of other entities listed on official stock exchanges, other than companies in your group, which the company has been notified of:

Name or company name of Director	Company name of group company	Positi on
MR ALFREDO FERNÁNDEZ AGRAS	MERLIN PROPERTIES SOCIMI, S.A.	DIRECTOR
MR JOSE MARÍA LÓPEZ-ELOLA GONZÁLEZ	CADOGAN 37 SICAV, S.A.	DIRECTOR

C.1.13	State, and if applicable explain, if the company has rules on the number of boards that its
	directors may belong to:

	Explanation of the rules	
163 X	110	
Yes X	No 🗔	

Article 29 of the Regulations of the Board expressly establishes that directors must dedicate the necessary time and effort to performing their duties, and must notify the Appointments and Remuneration Committee of any circumstances that may interfere with the required dedication. Similarly, directors may not belong to more than 10 boards of directors, excluding the Board of NH Hotel Group, S.A. and the boards of holding companies and family companies, without the express authorisation of the Appointments and Remuneration Committee based on the individual circumstances in

C.1.14 Paragraph repealed.

each case.

C.1.15 State the overall remuneration of the Board of Directors:

Remuneration of the Board of Directors (€ thousands)	2,332
Amount of pension rights accumulated by the current Directors (€ thousands)	0
Amount of pension rights accumulated by the ex-Directors (€ thousands)	0

C.1.16 Identify members of senior management who are not also Executive Directors, and indicate their total remuneration for the year:

Name or company name	Position
MR FERNANDO CÓRDOVA MORENO	GENERAL MANAGER, PEOPLE
MS LAIA LAHOZ MALPARTIDA	GENERAL MANAGER, ASSETS AND REVENUE
MR ISIDORO MARTINEZ DE LA ESCALERA	GENERAL MANAGER, MARKETING
MR RUFINO PÉREZ FERNANDEZ	GENERAL MANAGER, OPERATIONS
MS BEATRIZ PUENTE FERRERAS	CHIEF FINANCIAL OFFICER
MR CARLOS ULECIA PALACIOS	GENERAL SECRETARY
MR FERNANDO VIVES SOLER	GENERAL MANAGER, SALES

C.1.17 State, if applicable, the identity of Board members who are also members of the Board of Directors of companies of significant shareholders and/or entities in their group:

Name or company name of Director	Company name of major shareholder	Position
GRUPO INVERSOR HESPERIA, S.A	GRUPO INVERSOR HESPERIA, S.A	JOINT AND SEVERAL DIRECTOR

Provide details, if applicable, of the relevant relationships other than those included in the previous heading, of the members of the Board of Directors with major shareholders and/or in entities of their Group:

#### Name or business name of the associated Director:

MR JOSE ANTONIO CASTRO SOUSA

Name or business name of the related major shareholder:

GRUPO INVERSOR HESPERIA, S.A

Description of relationship:

NATURAL PERSON REPRESENTING THE JOINT AND SEVERAL ADMINISTRATOR EUROFONDO, S.A.

C.1.18 State whether there has been any change to the regulations of the Board during the year:

Yes X No

#### **Description of changes**

At its meeting of 29 June 2017 and at the proposal of the Chairman of the Board of Directors and the Chairman of the Appointments, Remuneration and Corporate Governance Committee, pursuant to the provision of Article 3 of the Board of Directors' rules, the Board of Directors approved the amendment of Articles 36.1 and 36.4 of the Rules, so that the executive directors who receive remuneration for the functions they perform under their working or business contract with the Company do not receive any additional remuneration as a Director.

C.1.19 State the procedures for selecting, appointing, re-electing, appraising and removing directors. Name the competent bodies, the procedures to be followed and the criteria used in each procedure.

The directors are appointed by the General Shareholders' Meeting, or provisionally by the Board of Directors in accordance with the provisions contained in the Capital Companies Act and the company's articles of association.

Proposals for appointments or the re-election of members of the Board of Directors is the responsibility of the Appointments, Remuneration and Corporate Governance Committee in the case of independent directors and is the responsibility of the Board itself for all other cases. Proposals should always be accompanied by a report from the Board assessing the proposed candidate's competence, experience and merits, which will be attached to the minutes of the General Shareholders' Meeting or that of the Board.

Proposals for appointing or re-electing any non-independent Director must also be preceded by a report from the Appointments, Remuneration and Corporate Governance Committee.

The Board of Directors must ensure that the selection process for its members favours diversity in terms of gender, experience and knowledge and does not suffer from implicit biases that may lead to any type of discrimination and, particularly, that it facilitates the selection of female directors.

In terms of appointing external directors, the Board of Directors and the Appointments, Remuneration and Corporate Governance Committee have a duty to ensure, within the scope of their respective competencies, that the election of candidates falls on people with a solid reputation, proven skills and experience, and who are prepared to dedicate a sufficient part of their time to the Company, taking the utmost care in choosing people who may be selected to be independent directors.

The Board of Directors will propose or designate people who meet the requirements set out in article 9.3.2 of the Regulation of the Board of Directors to cover the position of independent directors.

In any event, those subject to any incapacity, disqualification, prohibition or conflict of interests set forth in current legislation may not be proposed for appointment as Board members.

All those directly or indirectly holding interests of any type or that have an employment, professional or mercantile relationship, or relations of any other type with competitor companies, shall be considered as incompatible for the position of director, except when the Board of Directors, with a favourable vote of at least 70% of its members, agrees to set aside this condition. The above is without prejudice to any other waiver that, in compliance with current legislation, the General Shareholders' Meeting had to provide.

C.1.20 Explain how far the annual assessment of the board has led to important changes in its internal organisation, and on the procedures applicable to its activities:

#### **Description of changes**

The self-assessment carried out annually by the Board of Directors through completion of the corresponding questionnaire has enabled the thoughts of board members to be carried through to a series of action plans.

Below are the specific action plans for each opportunity for improvement which the Board of Directors intends to implement in 2018.

- 1. Strengthen the presence of the board in long-term issues and strategy.
- 2. Enhance reporting to the board on the perception of significant third parties and, in particular, customers and investors.
- 3. Revise the period of time between information supplied to the directors and the meetings.
- 4. Assess the competencies and capabilities of the Board of Directors and analysis possible areas to strengthen.
- 5. Agree and revise the training plan for the Board of Directors and, in particular, for new directors.
- 6. Extend the duration of the Audit Committee meetings.
- C.1.20. bis Describe the assessment process and the areas that have been assessed by the board of directors aided, as appropriate, by an external consultant, with respect to the diversity of its composition and duties, the functioning and composition of its committees, performance of the Chairman of the Board of Directors and the Chief Executive of the company and the performance and contribution of each director.

The Board of Directors at NH Hotel Group has collaborated with KPMG, an independent, specialist firm, to respond to Recommendation 36 of the Code of Good Governance of Listed Companies of the Spanish National Securities Market Commission.

The survey addressed the following topics:

- A) Methodology of Board of Director and Committee meetings
- Board of Directors
- Executive Committee
- Audit Committee
- Appointments, Remuneration and Corporate Governance Committee
- B) Corporate Governance
- Functioning
- Information
- Roles of the Board
- Information to Third Parties
- C) Strategic Planning
- D) Operational and Financial Supervision

C.1.24	Explain if there are any specific requirements, other than those relating to Directors, to be
	For the appointment of Directors with direct or indirect interests of any type in, or an employment, professional, commercial or any other relationship with competitor companies, a vote in favour by 70% of the Board members is required (Article 11.3 of the Board regulations).
	Description of the differences
	If so, describe the differences.
	Yes X No
C.123	Are reinforced majorities other than those applicable by law required for any type of decision?:
C.1.22	Paragraph repealed.
	d) When their continued presence on the Board may affect the good standing or reputation that the Company enjoys in the market, or put its interests at risk in any other way. In this case, the Director must immediately inform the Board of the facts or procedural difficulties that affect said reputation or risk.
	c) Where they are seriously reprimanded by the Appointments, Remuneration and Corporate Governance Committee for failing to comply with any of their obligations as Directors.
	b) Where they are subject to any incapacity, disqualification, prohibition or conflict of interests established in current legal provisions.
	a) When they are removed from the executive offices with which their appointment as a Director was associated or where the reasons for which they have been appointed are no longer valid. Such a circumstance shall be understood to apply to Proprietary Directors when the entity or business group they represent ceases to hold a significant shareholding in the Company's share capital or when, in the case of independent Directors, they become an executive of the Company or of any of its subsidiaries.
	Article 14.2 of the Regulations of the Board of Directors also stipulates that Directors shall place their office at the disposal of the Board of Directors and tender their resignation in any of the following circumstances:
	Directors shall step down when the period for which they were appointed comes to an end or when agreed by the General Shareholders' Meeting based on the powers legally attributed to it.
C.1.21	Indicate cases in which Directors are compelled to resign.
	Not significant, very specific and concrete business relationships.
C.1.20	b Break down, as appropriate, the business relationship that the consultant or any company within its group maintains with the company or any company in its group.
	- Audit Committee Information - Risk Identification and Supervision
	- Time - Procedures

No X

No

appointed Chairman of the Board of Directors.

Yes

Yes X

C.125 Indicate whether the Chairman has the casting vote:

Resolutions will be passed by absolute majority of the votes of the directors attending the meeting. In the event of a tie, the Chairman, or the Vice-chairman substituting them, shall have the casting vote.

C.1.26	Indicate whether the Articles of Association or the Board Regulations establish any age limit for Directors:	
	Yes No X	
C.1.27	State whether the articles of association or the Board Regulations establish a limited mandate for Independent Directors, other than as provided for in the legal regulations:	
	Yes No X	
C.1.28	Indicate whether the Articles of Association or the Regulations of the Board of Director establish specific rules for delegating votes to the Board of Directors, how this should be done	

C.128 Indicate whether the Articles of Association or the Regulations of the Board of Directors establish specific rules for delegating votes to the Board of Directors, how this should be done, and in particular, the maximum number of delegations any Director may have, and whether there is any limit as to the director category to which votes may be delegated, other than the limitations imposed by law. If so, give a brief summary of these rules.

Article 40 of the Articles of Association sets the rules around delegating votes, stating that "Directors shall personally attend Board meetings and, when they are unable to do so in exceptional circumstances, shall ensure that the proxy granted to another member of the Board shall include the relevant instructions insofar as possible."

Similarly, Article 22 of the Board Regulations in implementing said article adds that "Non-executive directors can only delegate their vote to another non-executive director."

The Board of Directors has not governed the maximum number of times a Director may delegate their vote.

C.129 Indicate the number of meetings that the Board of Directors has held over the year. Also indicate, as applicable, the number of times that the Board has met without its Chairman attending. The calculation of attendance includes representations made with specific instructions.

Number of Board meetings	11
Number of Board meetings not attended by the Chairman	0

If the Chairman is an executive director, indicate the number of meetings held with no attendance or representation of any executive director and under the chairmanship of the coordinating director.

Number of meetings 0
----------------------

State the number of meetings held by the different Board Committees over the year:

Committe e	No. of Meetings
EXECUTIVE COMMITTEE	18
AUDIT AND CONTROL COMMITTEE	10
APPOINTMENTS, REMUNERATION AND CORPORATE GOVERNANCE COMMITTEE	9

C.1.30	State the number of meetings that the Board of Directors has held during the year with the
	attendance of all of its members. The calculation of non-attendance includes representations
	made with specific instructions:

Number of meetings attended by all the directors	8	
Attendances as a percentage of total votes during the year	97.29%	

C.1.31 State whether the individual and consolidated financial statements that are prese	
	Board to be approved are certified in advance:

Yes No X

Identify, as applicable, the person(s) that has/have certified the Company's individual and consolidated financial statements to be drafted by the Board:

C.1.32 Explain, if applicable, the mechanisms established by the Board of Directors to prevent the individual and consolidated annual accounts it draws up from being submitted to the General Meeting of Shareholders with qualifications in the auditors' report.

Article 41.2 of the Regulations of the Board establishes that the Board of Directors shall ensure the financial statements are drawn up definitively so that there is no need for auditor qualifications. Nevertheless, when the Board considers that its criteria should remain unchanged, it shall publicly explain the content and scope of the discrepancies.

C. 1.33 IS THE SECRETARY OF THE DOMEST A DIFFERE	C.1.33	Secretary of the Board a Direct	tor?
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Yes No X

If the secretary is not a director, complete the following table:

Name or company name of secretary	Representative
MR PEDRO FERRERAS DÍEZ	

- C.1.34 Paragraph repealed.
- C.1.35 State the mechanisms established by the Company, if any, to preserve the independence of external auditors, financial analysts, investment banks and rating agencies.

The Board of Directors has established a stable and professional relationship with the Company's external accounts auditor through the Audit and Control Committee, strictly respecting its independence. By way of an example, the Audit and Control Committee holds regular meetings with the external auditor without the executive team being present. In this sense, article 25. b) of the Regulations of the Board of Directors expressly establishes that one of its responsibilities is to pass along to the Board of Directors proposals for selecting, appointing, re-electing and substituting external auditors, as well as conditions for their contracting and regularly collecting information from them on the audit plan and its execution, in addition to preserving its independence in exercising its functions.

Furthermore, the Audit and Control Committee is responsible for establishing suitable relationships with auditors or audit firms in order to receive information regarding any issues that may jeopardise their independence, so that these can be examined by the committee, and any other matters related with the process of conducting financial audits, as well as any other communications stipulated in the financial auditing legislation and audit regulations.

In any event, it must receive written confirmation on an annual basis from the auditors or auditing firms of their independence from the Company or entities related to it either directly or indirectly, as well as information on any additional service of any kind provided to such entities and the corresponding fees received by the aforementioned auditors or by persons related to them in accordance with the provisions set forth in legislation regarding auditing.

Likewise, every year, prior to issuing the audit report, the Audit and Control Committee must also issue a report in which it gives its opinion on the independence of the auditors or auditing firms. This report must always contain an assessment of the additional services referenced in the above paragraph, considered individually and together, that are separate from the legal audit and with regard to their independence and to audit regulations.

C.1.36	State whether the Company has changed its external auditor during identify the incoming and outgoing auditors:	g the year	. If so, ple	ease
	Yes No X			
	In the event that there were disagreements with the outgoing audit disputes:	tor, explai	n the con	ent of the
C.1.37	State whether the audit firm carries out other work for the compan audit work and if so, state the total fees paid for such work and the of the fees billed to the company and/or its business group:			
	Yes X No			
		Company	Group	Total
	Amount for work other than auditing (€ thousands)	901	98	999
	Amount for work other than audit work / Total amount invoiced by the audit firm (%)	76.03%	6,8%	38,03%
C.1.39	qualifications or reservations. If so, state the reasons given by Committee to explain the content and scope of these qualifications  Yes No X  State the number of consecutive years in which the current audit accounts of the Company and/or its group. Also, indicate how man has been auditing the accounts as a percentage of the total numannual accounts have been audited.	s or reserv firm has y years th	vations. audited the current	ne annual audit firm
			Company	Group
	Number of consecutive years		25	25
	Number of years audited by the current audit firm / Number of years that the compa- been audited (%)	iny has	80,65%	80,65%
C.1.40	Indicate and, if applicable, provide details of whether there is a pro can receive external advice:	cedure wh	nereby dir	ectors
	Yes X No			
	Details of the procedure			

Article 28 of the Regulations of the Board of Directors expressly states that directors may request the use of legal, accounting or financial advisers, or other experts, paid for by the Company, to help them in the discharge of their duties. Such help must relate to specifically defined and complex problems that arise in the course of their work. The decision to employ such services must be communicated to the Chairman of the Company and implemented through the Secretary of the Board, unless the Board of Directors considers that such services are not necessary or appropriate.

	sufficient time:
	Yes X No
	Details of the procedure
	According to article 21 of the Regulations of the Board, the announcement of the meeting, which will be published at least three days before the date of the meeting, will include a preview of the likely agenda for the meeting and will be accompanied by the necessary written information that is available.
	Furthermore, article 27 of the aforementioned Regulations indicates that Directors must diligently inform themselves of the Company's progress, and to that end, collect any necessary or pertinent information in order to correctly perform their duty. To this end, the Board has been assigned the broadest possible powers to gain information about any aspect of the Company; to examine its books, registers and documents and any other information concerning its operations. Said right to information is also extended to the various subsidiary companies that are included in the consolidated group, insofar as it is necessary for the Director to correctly perform their functions as referred to in article 6 of said Regulations.
	With the aim of not disturbing the Company's normal management, the exercise of the right to information will be channelled through the Chairman or Secretary of the Board of Directors, who will respond to requests from Directors by directly providing him/her the information or putting them in touch with the appropriate people in the suitable level of the organisation. With the aim of being assisted in the exercise of their functions, the Directors may obtain the necessary consulting from the Company to perform their functions. In special circumstances, they may even request that the Company hire legal, accounting or financial consultants or other experts. Such help must relate to specifically defined and complex problems that arise in the course of their work. The decision to employ such services must be communicated to the Chairman of the Company and implemented through the Secretary of the Board, unless the Board of Directors considers that such services are not necessary or appropriate.
C.1.42	State and, if applicable, provide details on whether the company has established rules that require directors to report and, as applicable, resign in those cases where the company's credibility and reputation may be harmed.  Yes  No
	Explain the rules
	The Regulations of the Board includes a mechanism to oblige the Directors to provide immediate notification of all legal proceedings in which they may be adversely affected.
	In this way, article 14.2.d) of the Regulations of the Board of Directors of NH Hotel Group, S.A., expressly establishes that Directors shall place their office at the disposal of the Board of Directors and tender their resignation when their continued presence on the Board may affect the good standing or reputation that the Company enjoys in the market, or put its interests at risk in any other way. In this case, the Director must immediately inform the Board of the facts or procedural difficulties that affect said reputation or risk.
	It also establishes that in all events, those subject to any incapacity, disqualification, prohibition or conflict of interests set forth in current legislation may not be proposed for appointment as Board members.
C.1.43	State whether any member of the Board of Directors has notified the Company that they have been prosecuted or issued with a summons for oral proceedings in relation to the offences indicated in Article 213 of the Spanish Capital Companies Act:
	Yes  X  No

#### Name of the director:

#### MR JOSE ANTONIO CASTRO SOUSA

# **Criminal Proceedings:**

Order dated 15 January 2015 to proceed to trial in the Proceedings abbreviated 91/2013 heard by Examining Magistrates' Court no. 4 of L'Hospitalet de Llobregat for alleged crimes referred to in article 213 of the Corporate Enterprises Act.

#### Remarks:

On 22 February 2018 the A.P. of Barcelona has issued a judgement of total acquittal.

State whether the Board of Directors has studied the case. If so, give a reasoned explanation of the decision as to whether or not the Director should continue in his or her post, or if applicable, describe the actions taken by the Board of Directors up to the date of this report, or those it intends to take.

Yes X	No
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# Decision made/action taken:

The Board analysed the case at its meeting on 11 November 2015 without adopting any decision in that regard, under the constitutional principle of presumption of innocence and considering that their continued presence on the Board does not affect the Company's standing or reputation, nor does it put its interests at risk in any way.

# Reasoned explanation:

The Board, at its meeting on 11 November 2015 analysed the case and was informed of the legal framework to be considered (art. 24.2 of the Spanish Constitution, articles 213 and 223 of the Corporate Enterprises Act, articles 37.2 d) of the Articles of Association and 14.2.d) of the Regulations of the Board of Directors, as well as recommendation 22 of the Code of Good Governance of Listed Companies), and unanimously decided to acknowledge the information offered by the Directors, without adopting a decision in that regard, under the constitutional principle of presumption of innocence and considering that their continued presence on the Board does not affect the Company's standing or reputation, nor does it put its interests at risk in any way.

C.1.44 List the significant agreements signed by the company and that come into force, are modified or are terminated in the case of a change in control of the company resulting from a take-over bid, and their effects.

The NH Hotel Group has signed several financing contracts that contain a clause establishing their early maturity in the event of circumstances giving rise to a change in control of NH Hotel Group, S.A. In addition, NH Hotel Group, S.A. issued convertible bonds on 8 November 2013, as well as guaranteed senior bonds dated 23 September 2016 and 4 April 2017, which include certain consequences in the event of a change in control of the Issuer, such as the possibility of NH Hotel Group, S.A. being required to repurchase the senior bonds or adjust the conversion price for convertible bonds.

In addition, there are hotel management contracts signed by Group subsidiaries in which Grupo Inversor Hesperia, S.A. (Gihsa) can exercise, in accordance with the terms of a Framework Agreement signed by the Company, the power to resolve all such contracts in the event of a change of control of NH Hotel Group, S.A. If such power is exercised, Gihsa must pay the Company, as a precondition for the resolution by change of control to take effect, amounts as specified in the Agreement Framework in compensation for the effects derived from the resolution of hotel management contracts.

Finally, the change of control following a public takeover bid could have different effects on other leasing and hotel management agreements signed by the Company.

C.1.45 Identify, in aggregate form, and indicate in detail the agreements between the company and its directors, managers or employees providing compensation, guarantee or protection in the event of their resignation or wrongful dismissal, or upon conclusion of the contractual relationship due to a take-over bid or other transactions.

# Number of beneficiaries: 1

# Type of beneficiary:

A member of Senior Management.

#### **Description of Agreement:**

In order to encourage loyalty and permanence in the Company, compensation has been provided for which may be more than the amount resulting from applying legal regulations, in the event of unilateral termination by the Company. This amount will be equal to one times the fixed annual salary and the last bonus received, except in the case of disciplinary dismissal.

Indicate whether these contracts must be communicated to, and/or approved by the governing bodies of the company or its group:

	Board of Directors	General Shareholders' Meeting
Body that authorises the clauses	Yes	No

	Y	es	No
Is the General Shareholders	Meeting notified of the clauses?		X

# C.2 Committees of the Board of Directors

C.2.1 List all the committees of the Board of Directors, their members and the proportion of Executive, Proprietary, Independent and other external Directors thereon:

# **EXECUTIVE COMMITTEE**

Name	Position	Category
MR JOSE ANTONIO CASTRO SOUSA	CHAIRMAN	Proprietary
MR ALFREDO FERNÁNDEZ AGRAS	DEPUTY CHAIRMAN	Proprietary
GRUPO INVERSOR HESPERIA, S.A	MEMBER	Proprietary
MR RAMÓN ARAGONÉS MARÍN	MEMBER	Executive
MR PAUL JOHNSON	MEMBER	Independent

% of Executive Directors	20.00%
% of Proprietary Directors	60.00%
% of Independent Directors	20.00%
% of other external directors	0.00%

Explain the functions of this committee, describe its organisational and working procedures and rules and summarise its most important activities during the financial year.

The Executive Committee shall comprise at least three but no more than nine directors, appointed by the Board of Directors.

In terms of the qualitative composition of the Executive Committee, the Board shall ensure that the different types of director represented will be similar to that of the main Board and its secretary will be the secretary of the Board. The Chairman of the Executive Committee shall be chosen by the body itself from the Directors that comprise it. The Chairman of the Executive Committee may be a director other than the Chairman of the Board of Directors.

The Chairman of the Executive Committee shall alternate turns presiding the General Shareholders' Meeting with the Chairman of the Board of Directors.

In all events, the valid appointment or re-election of members of the Executive Committee shall require the favourable vote of at least two thirds of the members of the Board of Directors.

Given its delegated powers, the Executive Committee will resolve all those issues not reserved for the exclusive competency of the plenary Board of Directors by law or the Articles of Association, reporting to the Board.

The Executive Committee will provide prior examination of those issues submitted to the plenary Board of Directors which have not been previously examined or proposed by the Appointments, .Remuneration and Corporate Governance Committee or the Audit and Control Committee

The Executive Committee has the mission of providing perspective and a broad vision both to the Board of Directors and the executive team, providing their experience in the preparation of relevant materials, training and guidance on matters that are key to the Company's future, thereby facilitating the Board of Directors' decision-making process in the matters of their competence.

The Executive Committee may apply said function to matters such as:

- 1. Investments and financing
- 2. Strategy for acquisitions and identifying possible objectives
- 3. Business model
- 4. Cost structure
- 5. Long-term vision in asset management; and
- 6. Group structure

The Executive Committee will meet as many times as it is convened by its Chairman, and its Secretary and Deputy Secretary will be those who perform the identical positions on the Board of Directors. The Executive Committee shall be validly convened when half plus one of its members with a right to vote are present or represented at the meeting.

Resolutions shall be passed by a majority of the directors at the meeting with the right to vote (in person or by proxy), with the Chairman holding the casting vote in the event of a tie.

Furthermore, non-member Directors may attend Executive Committee meetings on a one-off basis, when invited by the Chairman of the Committee.

The Executive Committee shall notify the Board of Directors of the matters discussed and the decisions made at its meetings

State whether the composition of the delegate or executive committee reflects the participation on the Board of different categories of directors:

Yes	No	X

#### If not, explain the composition of the Delegate or Executive Committee

The Executive Committee is composed of one Executive Director, three Proprietary Directors and one Independent Director. Although the Secretary and Deputy Secretary of the Executive Committee serve in the same positions on the Board of Directors, the composition of the Executive Committee is not the same as the Board in terms of the different categories of Directors.

# **AUDIT AND CONTROL COMMITTEE**

Name	Position	Category
MR FERNANDO LACADENA AZPEITIA	CHAIRMAN	Independent
MS MARIA GRECNA	MEMBER	Independent
MR JOSÉ MARÍA SAGARDOY LLONIS	MEMBER	Independent

% of Proprietary Directors	0.00%
% of Independent Directors	100.00%

% of other external directors 0.00%

Explain the functions of this committee, describe its organisational and working procedures and rules and summarise its most important activities during the financial year.

The Audit and Control Committee shall comprise a minimum of three and a maximum of six directors, appointed by the Board of Directors. All members sitting on said Committee shall be External Directors, the majority of whom, at least, must be independent directors, and one of whom must be designated by taking into consideration their knowledge and experience in accounting, auditing, or both.

The Chairman of the Audit Committee must be appointed from among its independent members. The Chairman must also be replaced every four years; previous chairmen may be re-elected one year after their previous mandate has ended.

The Audit Committee will have at least the following responsibilities:

- 1. Report to the General Meeting of Shareholders on any matters broached within the sphere of its competence.
- 2. Supervise the effectiveness of the company's internal control, internal auditing, where applicable, and risk-management (including tax risk) systems, as well as discussing with auditors or audit companies any significant weaknesses in the internal control system identified during audits.
- 3. Oversee the process of drawing up and submitting regulated financial reporting.
- 4. Pass along to the Board of Directors proposals for selecting, appointing, re-electing and substituting external auditors, as well as conditions for their contracting and regularly collecting information from them on the audit plan and its execution, in addition to preserving its independence in exercising its functions.
- 5. Establish suitable relationships with auditors or audit firms in order to receive information regarding any issues that may jeopardise their independence, so that these can be examined by the committee, and any other matters related with the process of conducting financial audits, as well as any other communications stipulated in the financial auditing legislation and audit regulations. In any event, it must receive written confirmation on an annual basis from the auditors or auditing firms of their independence from the Company or entities related to it either directly or indirectly, as well as information on any additional service of any kind provided to such entities and the corresponding fees received by the aforementioned auditors or by persons related to them in accordance with the provisions set forth in legislation regarding auditing.
- 6. Issue, once a year and prior to the release of the auditor's report on the financial statements, a report expressing an opinion on the independence of the auditors or audit firms. This report must always contain an assessment of the additional services referenced in the above paragraph, considered individually and together, that are separate from the legal audit and with regard to their independence and to audit regulations.
- 7. Provide previous information for the Board of Directors on all matters established by law, the articles of association and in the Regulation of the Board, and, in particular on:
- a. The financial information which the company must periodically publish;
- b. The creation or acquisition of any equity investments in special purpose vehicles and companies registered in tax havens; and
- c. Related party operations.
- 8. Safeguard the independence and effectiveness of the internal audit area; propose the selection, appointment, re-election and removal of the manager of the internal audit service; propose the budget for this service; receive periodic information about its activities; and verify that senior management takes into account the conclusions and recommendations of its reports.
- 9. Set up and oversee a mechanism that allows employees confidentially and anonymously to report any breaches of the Code of Conduct.
- 10. Supervise compliance and internal codes of conduct, as well as the rules of corporate governance.

The Audit and Control Committee will meet at least once every quarter and as many times as may be necessary, after being called by the Chairperson on their own initiative or upon the request of two of the Committee or the Board of Directors. The Audit and Control Committee may require any of the Company's employees or managers, including the Company's Accounts Auditor, to attend its meetings.

Through its Chairman, the Audit and Control Committee will give the board an account of its activities and work done, either at the meetings scheduled for the purpose or at the very next meeting when the Chairman of the Audit and Control Committee deems it necessary. The minutes of its meetings will be available to any member of the board that requests them.

Non-member Directors may attend Audit and Control Committee meetings on a one-off basis, when invited by the Chairman of the Committee.

Identify the director appointed as member of the audit committee taking into account their knowledge and experience of accountancy, auditing, or both, and report on how many years the chairman of this committee has held the post.

Name of the experienced director	MR FERNANDO LACADENA AZPEITIA
No of years chairman in post	0

# APPOINTMENTS, REMUNERATION AND CORPORATE GOVERNANCE COMMITTEE

Name	Position	Category
MR JOSÉ MARÍA SAGARDOY LLONIS	CHAIRMAN	Independent
MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR	MEMBER	Independent
GRUPO INVERSOR HESPERIA, S.A	MEMBER	Proprietary
MR JOSE MARÍA LÓPEZ-ELOLA GONZÁLEZ	MEMBER	Independent

% of Proprietary Directors	25.00%
% of Independent Directors	75.00%
% of other external directors	0.00%

Explain the functions of this committee, describe its organisational and working procedures and rules and summarise its most important activities during the financial year.

The Appointments, Remuneration and Corporate Governance Committee shall comprise a minimum of three and maximum of six Directors and shall be exclusively non-executive directors appointed by the Board of Directors, two of whom, at least, must be Independent Directors. The Chairman of the Committee shall be chosen by the Independent Directors that comprise it.

The Appointments, Remuneration and Corporate Governance Committee will have at least the following responsibilities: 1. Evaluate the skills, knowledge and experience necessary on the Board of Directors. For these purposes, it shall define the abilities and functions required by candidates to cover each vacancy, and assess the time and dedication required to correctly carry out their functions.

- 2. Establish a representation goal for the less represented sex on the Board of Directors and create guidelines for how to achieve said goal.
- 3. Pass along to the Board of Directors proposals for appointments of Independent Directors for their designation by coopting or for their submission to the decision of the General Shareholders' Meeting, as well as proposals for the re-election or removal of said Directors by the General Shareholders' Meeting.
- 4. Inform the Board of proposals for appointments of remaining Directors for their designation by co-opting or for their submission to the decision of the General Shareholders' Meeting, as well as proposals for their re-election or removal by the General Shareholders' Meeting.
- 5. Provide notification of proposals for appointing or removing senior management and the basic conditions of their contracts.
- 6. Examine or organise the Chairman of the Board's and the chief executive's succession and, if appropriate, bring proposals before the Board so that such successions are effected in an orderly fashion.
- 7. Propose to the Board of Directors the remuneration policy for the Directors and general managers or for those who perform functions of upper management that are directly dependent upon the Board, the Executive Committees or Chief Executives, as well as individual remuneration and other contractual conditions for executive directors, ensuring their compliance.
- 8. Supervise and monitor compliance with corporate governance rules and with the corporate social responsibility policy and plan, proposing any necessary Reports to the Board.
- 9. Periodically evaluate the suitability of the corporate governance system, with the aim of ensuring that it fulfils its mission of promoting the company's interests.

The Board of Directors shall be informed of all the tasks carried out by the Appointments, Remuneration and Corporate Governance Committee during its first meeting, and in all events the corresponding documentation shall be made available to the Board so that it can take these actions into consideration when performing its duties.

The Appointments, Remuneration and Corporate Governance Committee shall meet as often as considered necessary by its Chairman, or when requested by two of its members or the Board of Directors.

Furthermore, non-member Directors may attend Appointments, Remuneration and Corporate Governance Committee meetings on a one-off basis, when invited by the Chairman of the Committee.

C.2.2 Fill in the table below with the information relating to the number of female directors on Board of Directors' committees in the last four financial years:

	Number of female directors							
	2017	2017 2016		2015		2014		
	Number	%	Number	%	Number	%	Number	%
EXECUTIVE COMMITTEE	0	0.00%	0	0.00%	0	0.00%	0	0.00%
AUDIT AND CONTROL COMMITTEE	1	33.00%	1	20.00%	1	20.00%	0	0.00%
APPOINTMENTS, REMUNERATION AND CORPORATE GOVERNANCE COMMITTEE	0	0.00%	1	16.70%	1	20.00%	0	0.00%

- C.2.3 Paragraph repealed
- C.2.4 Paragraph repealed.
- C.2.5 Indicate, as applicable, the existence of regulations governing the committees attached to the Board, where they are available for consultation and any amendments that have been made to them during the year. Also state whether an annual report on the activities of each committee has been voluntarily drafted.

The Company Articles of Association (Articles 45 - 48), and the Regulations of the Board of Directors (Articles 23 - 26) comprehensively cover all regulations relating to the Board's Committees. The aforementioned internal regulations of the Company are available on the company website (www.nh-hotels.es), in the section "Information for Shareholders" - "Corporate Governance". Said website also includes all information regarding the composition of each Committee.

The Audit and Control Committee and the Appointments, Remuneration and Corporate Governance Committee annually issue a report on the activities they have carried out during the financial year.

C.2.6 Paragraph repealed.

# D RELATED AND IN-GROUP TRANSACTIONS

D.1 Explain the procedure, if any, to approve transactions with related parties and parties within the group.

#### Procedure for reporting approval of related party transactions

Articles 33.1.c) of the Articles of Association and 5.5.c) of the Board Regulations assign the Board of Directors the duty of approving related party transactions, understood to be transactions between the Company and Directors, significant shareholders or bodies represented on the Board, or people associated with them, as defined in the LSC. This approval will follow a report by the Audit and Control Committee (Article 48.4 of the Articles of Association and 25 b) of the Board Regulations).

Authorisation of the Board shall not be required however, for related party transactions that simultaneously meet the following three conditions:

- 1. That are carried out under agreements with standardised conditions and are applied in a general way to numerous clients;
- 2. That are carried out at generally established rates or prices, set by the supplier of the good or service; and
- 3. Operations with a quantity that does not exceed 1% of the company's annual revenues.

Additionally, on 26 March 2014 the Board of Directors approved a Procedure on Conflicts of Interest and Related Party Transactions, available on the Company's website, which includes the approval of such transactions in greater detail. In this way, the aforementioned Procedure implements the provisions of the Regulations of the Board of Directors and the Internal Code of Conduct on the Securities Market of the NH Hotel Group, S.A., and aims to detail the rules to be followed in those transactions the Group performs with Directors, with people subject to rules of conflict of interest, or with major shareholders. Said Procedure establishes in detail everything relative to i) the written communication that must be submitted by shareholders or Directors regarding transactions to be performed by them or their respective Related Parties to the Secretary of the Board of Directors, who will send it to the Audit and Control Committee periodically for its review and, if necessary, to be passed along to the Board, provided that it does not fall within the pre-established criteria of cases that do not have to be submitted to the Board; and ii) the obligation of maintaining a registry of said transactions.

D.2 List transactions which are significant for their amount or relevant due to their subject, between the company or entities in its group, and significant shareholders of the company:

Name or business name of the major shareholder	Name or company name of the company or group company	Nature of the relationshi p	Type of transaction	Amount (thousand of euros)
GRUPO INVERSOR HESPERIA, S.A	HOTELES HESPERIA, S.A.	Contractual	Management contracts	2,191
HNA GROUP CO LIMITED	HOTEL EXPLOITATIEMAATSCHAPPIJ DIEGEM N.V	Contractual	Operating lease contracts	664

- D.3 List transactions which are significant for their amount or relevant due to their subject, between the company or entities in its group, and the managers or directors of the company:
- D.4 Report on the significant transactions carried out by the company with other entities belonging to the same group, provided they are not eliminated in the process of drafting the consolidated financial statements and do not form part of the Company's normal business in relation to its purpose and conditions.

In all cases, any in-group transaction with entities established in countries or territories considered tax havens will be reported:

# Business name of the entity in its group:

SOTOCARIBE, S.L.

Amount (€ thousands): 7,382

Brief description of the

transaction: LOAN

- D.5 State the amount of the transactions carried out with other related parties.
- D.6 Describe the mechanisms established to detect, determine and resolve possible conflicts of interest between the Company and/or its Group, and their directors, managers or major shareholders.

Article 32 of the Regulations of the Board establishes the duty of loyalty and the duty to prevent situations of conflict of interest that the Directors must comply with. Thus, the aforementioned article states that Directors must perform their duties with the loyalty of a faithful representative, operating under good faith and in the Company's best interest. In particular, the duty of loyalty obliges Directors to:

a) Not exercise their powers for purposes other than those for which they have been conceded.

- b) Keep the information, data, reports or background that they have had access to in the performance of their duty confidential, even when they have left the position, except for cases where allowed or required by the law.
- c) Abstain from participating in the deliberation and voting for agreements and decisions in which they or an associate have a direct or indirect conflict of interests. Those agreements or decisions that affect their position as a Director shall be excluded from the above requirement to abstain, such as their selection or removal for positions in the administration body or others of similar significance.
- d) Perform their duties under the principle of personal responsibility with freedom of criteria or judgement and independence with regard to instructions from and connections to third parties.
- e) Adopt the necessary measures for avoiding situations in which his/her interests may enter into conflict with the company's interests and with his/her responsibilities to the company.

In particular, avoiding the situations of conflict of interest referred to in the above letter e), obliges the Director to abstain from:

- i) Carrying out transactions with the Company, except where they were ordinary transactions carried out under standard conditions for clients and of little importance, with these being understood to be those whose information is not necessary to express the true image of the equity, financial situation and profit and loss of the company.
- ii) Using the Company name or their position as director to unduly influence the completion of private transactions.
- iii) Making use of company assets, including confidential Company information, for private purposes.
- iv) Exploiting the Company's business opportunities.
- v) Receiving benefits or remuneration from third parties other than the Company and its Group of associate companies while carrying out my duties, except where these were mere acts of courtesy.
- vi) Carrying out activities on their own account, or for third parties, which would entail either actual or potential effective competition with the Company or which, in any other way, would place them in permanent conflict with the Company's interests.

The above provisions shall also be applicable in the case that the beneficiary of the prohibited acts or activities is an associate of the Director, in accordance with the definition provided in article 231 LSC.

The Company may waive the prohibitions set out in this article, as established in article 230 LSC.

In any event, directors must notify the Board of Directors of any direct or indirect situation of conflict of interest that they or their associates may have with the Company.

Situations of conflict of interest involving Directors will be subject to inclusion in the Annual Report.

For the purposes of the provisions of this Regulation, associates are defined as those persons referred to in Article 231 of the Revised Text of the LSC.

Additionally, on 26 March 2014 the Board of Directors approved a Procedure on Conflicts of Interest and Related Party Transactions, available on the Company's website, which includes the approval of such transactions in greater detail. In this way, the aforementioned Procedure implements the provisions of the Regulations of the Board of Directors and the Internal Code of Conduct on the Securities Market of the NH Hotel Group, S.A., and aims to detail the rules to be followed when the Company's interests or those of any of its Group's companies directly or indirectly clash with a Director's personal interests. Said Procedure establishes in detail everything relative to i) the obligation of communicating possible situations of conflict of interest to the Secretary of the Board, who will send them to the Audit and Control Committee periodically; ii) the obligation of the affected Director to abstain from attending and intervening in the phases of deliberation and voting regarding those matters in which they are involved in a conflict of interest, both in meetings of the Board of Directors as well as before any other company body, committee or board that participates in the corresponding transaction or decision, and iii) the obligation of keeping a registry of said transactions.

D.7	' Is r	nore t	han one	company	≀in the	Group	listed	l in S	Spain?

Yes	No	Χ

Identify the affiliate companies listed in Spain:

# **Listed Subsidiary Company**

Indicate whether the respective areas of activity and the corresponding business relations between them have been publicly defined in detail, as well as the areas and relations of the listed subsidiary company with the other companies in the Group;

State any possible business relationships between the parent company and the listed subsidiary, and between the latter and other

State the mechanisms created for resolving any conflicts of interest between the listed subsidiary and the other companies in the Group:

Mechanisms for resolving possible conflicts of interest

# **E** RISK CONTROL AND MANAGEMENT SYSTEMS

# E.1Explain the scope of the company's Risk Management System, including tax risks.

The NH Hotel Group (hereinafter Grupo NH) risk management system is applicable to all the companies over which NH has effective control.

NH's risk management system aims to identify events that may negatively affect achievement of the objectives of the company's strategic plan, providing the maximum level of assurance to shareholders and stakeholders and protecting the group's revenue and reputation.

The model set up to manage risks is based on the ERM (Enterprise Risk Management) methodology and includes a set of methodologies, procedures and support tools which enable NH to:

- 1. Identify the most significant risks that could affect achievement of strategic objectives
- 2. Analyse, measure and assess such risks depending on their probability of occurrence along with their impact, which is assessed from a financial and reputational point of view
- 3. Prioritise such risks
- 4. Identify measures to mitigate such risks based on the group's risk appetite. This is firmed up by defining risk managers and setting up action plans agreed by the Management Committee.
- 5. Monitor mitigation measures set up for the main risks
- 6. Periodically update risks and their assessment

Such methodologies and procedures are also used in relation to tax risk management.

NH Group has a Corporate Tax Strategy that forms part of the Group's Corporate Governance System, the objective of which is to establish the values, principles and rules that must govern the Group's activities in terms of tax, with a Tax Risk Management and Control Procedure.

# E.2Identify the company bodies responsible for creating and implementing the Risk Management System, including tax risks.

#### **Board of Directors**

The entity's Board of Directors is responsible for overseeing the risk management system, in line with the provisions of Article 5 of the Regulation of the Board of Directors, including tax risks.

# Audit and Control Committee

As regulated by paragraph 3 of article 25 b) of the Regulation of the company's Board of Directors, the Audit and Control Committee supports the Board of Directors in supervising the effectiveness of the Company's internal control, internal audit, if appropriate, and the risk management systems, including tax risks, in addition to discussing significant weaknesses in the internal control system detected during audit with the auditors of accounts or audit firms.

#### **Executive Committee on Risks**

In May 2017, the creation of an Executive Committee on Risks was approved to support the periodic monitoring of risks (monitoring of action plans and KRIs – Key Risk Indicators), support initiatives and activities related to the implementation of action plans, as well as creating a culture of risks in the company. This Committee met twice in 2017.

#### Management Committee

The Management Committee meets weekly and is made up of the Chief Officers or heads of general management for each area. The Management Committee's duties include, amongst others, risk management and control based on the risk appetite. Tax risk control falls to the Finance department.

Furthermore, NH has the following committees:

Revenue Committee: In charge of monitoring revenue and defining such action plans as needed to achieve objectives based on the forecast of future demand.

Assets Committee: Reviews the optimisation of hotel spaces, rent renegotiations and the exit plan from NH's portfolio. Expansion Committee: In charge of scrutinising investment opportunities and managing risks associated with investment portfolio management.

Investment Committee: In charge of monitoring and controlling risks related to hotel refurbishment and re-branding projects.

Experience and Innovation Committee: In charge of monitoring the implementation of experience improvement initiatives, their results and proposing new projects.

Pricing Committee: In charge of monitoring the implementation of pricing and revenue management strategy, its results and proposing improvements.

Results Committee. Response for monitoring the income statement, detecting deviances and implementing measures to resolve them

Operating Model Committee: In charge of monitoring the implementation of the new operating model, in addition to ensuring efficiency in terms of inherent costs.

Transformation Committee: In charge of monitoring the implementation of the Group's transformation plan, which encompasses organisational changes to processes and systems. In charge of new projects that require systems developments.

Joint Venture China Project Committee: In charge of monitoring the JV in China and the development of the actions required from NH Hotel Group to ensure it is successful.

#### Finance Department

The Finance Department is the department responsible for establishing the design, implementation and comprehensive monitoring of the Group's internal Financial Reporting control system. The Corporate Tax Department forms part of the Finance Department and is responsible for designing, implementing and monitoring the Group's Tax Risk Management.

#### Strategy Department

The Strategy Department is in charge of overseeing all strategic initiatives using Key Performance Indicators (KPIs).

#### Risk and Compliance Function

The Risk and Compliance function, which is part of the Internal Audit department, is in charge of drawing up the Corporate Risk Map, monitoring the KRI results monthly as well as the implementation status of the action plans agreed with each risk manager and their association with strategic objectives.

The risk map was updated during 2017 and approved by the Board of Directors at their meeting on 25 October 2017. In addition, action plans were defined to mitigate the main risks, as well as KRIs to carry out periodic monitoring on them, setting suitable tolerance levels for this.

# E.3State the main risks, including tax risks, which may affect business goal achievement.

- a) Financial Risks, such as fluctuation of interest rates, exchange rates, inflation, liquidity, non-compliance with financing undertakings, restrictions on financing and credit management.
- b) Compliance Risks, arising from possible regulatory changes, interpretation of legislation, regulations and contracts, and non-compliance with internal and external regulations. Tax and environmental risks are included under this heading. It also covers Reputational Risks, arising from the company's behaviour which negatively affects fulfilment of the expectations of one or more of its stakeholders (shareholders, customers, suppliers, employees, the environment and society in general).
- c) Business Risks generated by inadequate management of procedures and resources, whether human, material or technological. This category includes the difficulty of adapting to changes in customer demands and requirements, including those resulting from External Risks caused by natural disasters, political instability or terrorist attacks.
- d) Systems Risks, produced by attacks or faults in infrastructures, communications networks and applications that may affect security (physical and logical) and the integrity, availability or reliability of operational and financial information. This heading also includes business interruption risk.
- e) Strategic Risks, produced by difficulty accessing markets and difficulties in asset disinvestment.

#### E.4State whether the entity has a risk tolerance level, including for tax risk.

Grupo NH has defined 69 KRIs for its 15 main risks which have been measured periodically since June 2017. Tolerance levels have been defined for each of the main KRIs. When the KRI indicates a specific level of tolerance, the Risk Owner is asked to define mitigation measures to bring the level of risk back to the desired tolerance level.

For tax matters, the Group acts in line with its Corporate Tax Strategy and the Tax Risk Management and Control Procedure. On 11 November 2015, the Group approved its adherence to the Good Tax Practices Code which was approved on 20 July 2010 in the plenary session of the Large Companies Forum.

# E.5State which risks, including tax risks, have had an impact over the year.

In relation to risks which have materialised and had a negative effect on the company in 2017, the fact that a significant exposure to geopolitical risks exists must be noted. In this, the unstable situation in Catalonia had a negative impact on the company. Additionally, albeit to a lesser extent, the terrorist attack in Barcelona and the strong earthquake in Mexico also affect company operations.

Additionally, the Company's group has subsidiaries in several countries with operating currencies other than the euro, the group's reference currency. Fluctuations in the exchange rate of some of these subsidiaries (mainly Mexico, Colombia, Chile and Argentina) negatively affected investments and/or operations carried out by group companies in these subsidiaries.

With the exception of those previously mentioned, no other risk materialised which had a negative impact. In any event, the Company's risk management system has managed to identify, analyse and adequately deal with those risks which threaten compliance of the Organisation's objectives.

#### E.6Explain the response and supervision plans for the entity's main risks, including tax risks.

The design of the response to Risk takes into account the cost/benefit analysis between the impact of Risk and the actions to be taken to manage it, the appetite and tolerance for Risk and the strategic goals of the NH Group.

The NH Group follows an extensive coverage policy by taking out insurance policies for the risks to which it is exposed. It also has a policy of continuously reviewing this coverage.

The Strategy Department oversees the achievement of strategic goals by continuously monitoring strategic initiatives and detection of new risks.

The Internal Audit Department, in the exercise of its Risk and Compliance function, supervises implementation of response plans to manage the main risks.

In each of the Risk Committee's meetings since its creation in May 2017, it has monitored the evolution of the KRIs as well and the degree of implementation of the risk map's action plans. The Risks Map is updated annually.

Finally, since November 2017, the company has had a tool to automate the identification and assessment of risks. This tool will contribute to significantly reducing the time involved in the planning and assessment of risks and controls and will be the only point of information at a global level for risk management.

The Audit and Control Committee regularly carries out the following supervisory and control functions, as specified in Article 25 b) of the Regulation of the Board of Directors:

The Tax Department oversees the Group's tax risk management. The Group has approved a Tax Risk Management and Control Procedure in order to identify and, as far as possible, mitigate any tax risk that may arise in Spain or in the countries in which the Group operates.

# F INTERNAL RISK CONTROL AND MANAGEMENT SYSTEMS IN RELATION TO THE FINANCIAL REPORTING PROCESS (SCIIF)

Describe the mechanisms making up the risk control and management systems in relation to the process of issuing financial reports (SCIIF) on your company.

# F.1 The company's control environment

Report, indicating the main characteristics of at least:

F.1.1. What bodies and/or areas are responsible for: (i) the existence and maintenance of an appropriate and effective financial reporting system; (ii) its implementation; (iii) its supervision.

Amongst others, the Board of Directors has the powers to determine the risk management and control policy as well as the internal information and control systems as stated in section 3 of article 5 of its governing rules. Likewise, the Board of Directors is responsible for an suitable and effective Internal Control System regarding the Group's Financial Information which aims to provide the Group with a reasonable assurance as to the reliability of the financial information produced and published on the financial markets.

The Group's Finance Management is responsible for the design, implementation and proper working of the SCIIF. During 2017, the transition of the SCIIF definition and custody functions from Internal Audit to the Internal Control Department, within Finance Management, were finalised to comply with the three lines of defence of the COSO framework.

The Audit and Control Committee is responsible for monitoring the effectiveness of internal control in accordance with section b) of article 25 of the Board of Directors' governing rules. This responsibility is in turn delegated to the Internal Audit Department.

# F.1.2. If the following elements exist, particularly in relation to the financial report generation process:

• Departments and/or mechanisms responsible for: (i) designing and reviewing the organisational structure; (ii) clearly defining areas of responsibility and authority, with a suitable distribution of tasks and functions; and (iii) the existence of sufficient procedures for these to be properly disseminated within the entity

Defining and reviewing the organisational structure of the Group is the responsibility of the Management Committee.

Significant changes to the organisation chart, i.e., those affecting Senior Management, are approved by the Board of Directors, after being proposed by the Appointments and Remuneration Committee. The organisation chart is available to all employees on both the Group's intranet and its website.

Both the hierarchical and functional lines of responsibility are duly communicated to all Group employees. The internal communication channels are used for this, amongst which we highlight the intranet, executive meetings and information boards in each hotel

In order to fulfil the objectives and responsibilities relating to maintenance and supervision of the Financial Reporting Control process, specific functions have been defined which apply to those responsible for each process involved with Financial Reporting, in order to ensure compliance with the implemented controls, analyse how well they function, and report any changes or incidents that may occur.

On an ascending scale of responsibility, this structure includes the supervisors of each process in the area of control, the directors of each business unit and the directors of each corporate area directly concerned with the processes related to the internal Financial Reporting Control System.

Within Finance Management, the Internal Control Department is entrusted with receiving information from the different individuals responsible for the process and is also responsible for ensuring correct operation of the Internal Control System.

• Code of conduct, the approval body, the degree of dissemination and instruction, included principles and values (indicating if there are specific mentions of the transactions register and the generation of financial reports), the body in charge of analysing breaches and proposing corrective actions and penalties.

The NH Group has had a Code of Conduct since 2006, whose last review was approved in June 2015. Responsibility for approving the Code of Conduct rests with the NH Group's Board of Directors. This document affects all NH Group employees, and applies not only to employees, managers and members of the Board of Directors, but also, in certain cases, to other stakeholders, such as customers, suppliers, competitors, shareholders and the communities in which NH runs its hotels.

The Code of Conduct summarises the professional conduct expected of all employees at centres operating under NH Group's brands (hereinafter, NH Group employees), who are committed to acting with integrity, honesty, respect and professionalism in the performance of their work. The NH Group is committed to complying with the laws and regulations in the countries and jurisdictions in which it operates. These include laws and regulations on health and safety, discrimination, taxation, data privacy, competition, anti-corruption, prevention of money laundering and commitment to the environment. The key areas covered by the Code are:

- Commitment to people.
- Commitment to customers.
- Commitment from suppliers.
- Commitment to competitors.
- Commitment to shareholders.
- Commitment to communities and society.
- Commitment to the Group's assets, knowledge and resources.
- Obligations regarding fraudulent or unethical practices.
- Commitment to the stock market.

Since 2014, NH Group has driven the creation of the Compliance function, the scope of which applies to the following key areas:

- Internal Code of Conduct: Sets out minimum standards to be respected in relation to the purchase and sale of securities and privileged and confidential information and its processing.

- Conflict of Interests Procedure: Establishes the rules to be followed in situations where there is a conflict of interests between the Company, or any of the companies making up the Group, and the direct or indirect personal interests of the Directors or persons subject to the conflict of interests rules.
- Code of Conduct: Intends to establish the main values and rules which should govern the conduct and actions of each of the employees and executives of the Group, as well as the members of the governing bodies of the companies that form part of the Group.
- Criminal Risk Prevention Model: Describes the crime prevention and management principles in place at NH Group and defines the structure and operation of the control and monitoring bodies set up within the Company, systematising existing controls for the purpose of preventing and mitigating the risk of crimes being committed in the Company's various areas.

#### Compliance Committee

NH Hotel Group set up the Compliance Committee in 2014, comprising members of the Management Committee and Senior Management. It has the power to oversee compliance with the Group's Internal Code of Conduct, Conflict of Interests Procedure, Code of Conduct and Criminal Risk Prevention Model.

The Compliance Committee submits a detailed report to the Board's Audit and Control Committee regarding the activities carried out and has the power to impose disciplinary sanctions on employees in matters within its scope of responsibility.

#### Compliance Office

The Compliance Office is in charge of distributing and overseeing compliance with the Code of Conduct and drawing up the Criminal Risk Prevention Model. The Compliance Office reports directly to the Compliance Committee and is also responsible for managing the confidential Code Complaints Channel and Code of Conduct queries.

The Criminal Risk Prevention Model has been implemented in Spain (Business Unit and Corporate) and Italy, where training was imparted on this topic during 2017.

At the end of 2017 a process to rationalise the Criminal Risk Prevention Matrix in Spain began which aims to provide the company with a more efficient model whilst during the year the Compliance Office has been working on implementing the Criminal Risk Prevention Model in the seven most important countries where Grupo NH operates. This will be completed throughout 2018 with the launch of specific training for each country.

Likewise, Grupo NH has begun the roll-out of an IT tool (SAP GRC) which will help audit and manage the Criminal Risk Prevention Model and allow management of the SCIIF, the risks map and the tax information report.

The Code of Conduct is available for employees on the company intranet, in the app for employees and for third parties on the Group's website. Through the Human Resources departments of each business unit, the Group has put in place a procedure for requesting all employees to adhere to the code, with training on the Code of Conduct being imparted to Grupo NH's employees.

At 31 December 2017, use of the Code of Conduct through the online course is at 75.63%. This percentage excludes Hoteles Royal which was carried out in 2016 through the physical signing of the document and reached 98.71% adherence.

The Code of Conduct contains the following points specifically relating to financial reports and the recording of transactions:

The Group has is committed to reporting transparency, construed as the undertaking to release reliable information to the financial markets, as well as to any other kind of markets. Hence, the company's internal and external financial and economic reporting shall faithfully reflect its economic, financial and equity position in accordance with generally accepted accounting standards.

The Manipulation of Information section stresses that "the individuals responsible must transmit truthful, complete and comprehensible financial reports. Under no circumstances may they knowingly provide incorrect, inexact or inaccurate information. Therefore, individuals responsible shall refrain from:

- Keeping a record of transactions in non-accounting media not recorded in official books.
- Keeping accounts which, referring to the same activity and financial year, hide or fake the company's true situation.
- Recording expenses, income, assets or liabilities which are non-existent or not in line with reality.
- Noting businesses, acts, transactions or, in general, financial transactions in the compulsory books, or making a note of them with figures other than the true ones.
- Making entries in accounting books, incorrectly indicating their purpose.
- Using false documents.
- Deliberately destroying documents before the end of the legally-required time limit for retaining them.

• Reporting channel for informing the Audit Committee of financial and accounting irregularities, as well as any breaches of the Code of Conduct and irregular activities in the organisation, noting if this is confidential.

A procedure has been established for lodging complaints about breaches of the principles enshrined in the Code of Conduct, and this enables employees to provide confidential information about any non-compliance with the principles set out in the Code of Conduct. This procedure ensures transparency, confidentiality and respect throughout all its stages. As mentioned previously, it is managed by the Compliance Office.

The procedure for reporting and dealing with possible non-compliance and reports relating to the Code of Conduct is administered by the Senior Vice President of the Group's Internal Audit Department, who acts independently and ensures the channel's confidentiality, giving an account of the most significant incidents over the course the year to the Group's Audit and Control Committee.

Complaints should preferably be lodged electronically using a channel expressly set up for the purpose and available to all stakeholders (codeofconduct@nh-hotels.com), through which they are forwarded to the Internal Audit Department. In addition, they may be sent by post for the attention of the Senior Vice President of NH Hotel Group, S.A. Internal Audit Department at Santa Engracia 120, 28003 Madrid, Spain.

The Senior Vice President of the Internal Audit Department is responsible for analysing the information presented and requesting the corresponding evidence and reports. All complaints received are submitted to the Compliance Committee and the Audit and Control Committee, upholding the principle of confidentiality guaranteed in the Code of Conduct.

Regular training and refresher courses on, at least, accounting standards, audits, internal control and risk
management for staff involved in preparing and reviewing financial reports and evaluating the reporting system.

Regarding the evolution of the SCIIF, through Internal Control the Finance Department has given the following training sessions in 2017.

Internal training of five employees of the Finance Department with an introductory framework on Internal Control and the SCIIF with the aim of their acquiring the fundamental knowledge to carry out the review of the financial information controls self-assessment made by first line of defence users and reported to Internal Control.

Internal training of six employees of the Finance Department's second line of defence for the management and control of risks through the SAP GRC internal control reporting tool.

Training sessions aimed at first line of defence employees- 14 from the retained function of the European business units and nine from Corporate- with the aim of training in reporting the assessment of the design and self-assessment of SCIIF controls to Internal Control through the SAP GRC internal control reporting tool.

Additionally, the Finance Department attends training courses or conferences on updated accounting standards, consolidation standards and the specific financial reporting applicable to the sector, which are considered especially relevant to its work. We highlight attendance at training sessions during 2017 on IFRS 16, leases; IFRS 9, financial instruments; and IFRS 15, revenue from contracts with customers; Royal Decree-law 18/2017 of 24 November on non-financial information to be disclosed in the consolidated annual accounts and management report; and on the new audit report.

In turn, and to guarantee an adequate reporting of risks identified in the Group, throughout 2017 the Corporate Internal Audit Department has given training sessions to train 26 users involved in risk management in an appropriate management of the Risk Management module of the SAP GRC internal control tool.

# F.2 Financial reporting risk assessment

Report, at least

F.2.1. Which are the main characteristics of the risk identification process, including error and fraud, regarding:

· Whether the process exists and is documented.

The goal of the process of assessing financial risks is to establish and maintain an effective process for identifying, analysing and managing the risks relevant to the preparation of Financial Statements.

At NH the risk management process consists of three levels of participation:

- The Board of Directors reviews the Audit and Control Committee's supervision of risk management policies, processes, personnel and control systems.
- The Internal Audit Department, which assumes the risk function, annually leads the updating of the Corporate Risk Map approved by the Board of Directors.
- The Chief Officers or acting managers of each area, including the Executive Managing Directors and other professionals directly involved in the risk management process within their area of responsibility.

The types of risk identified in the Internal Control System on Financial Information are classified as follows: Technological risks

Technological risks relate to the management of information systems to ensure the completeness, availability and reliability of financial information and avoid exposure of the company's significant assets to potential loss, damage or misuse

These risks relate to the following areas:

- Access security
- Availability
- Completeness
- Supervision of

#### Accounting Risks

These are the risks related to the incorrect accounting record of the transactions and breach of the applicable accounting principles (the International Financial Reporting Standards in the case NH Hotel Group's consolidated accounts) whereby the consolidated financial statements do not express, in all significant aspects, the true image of the consolidated equity, financial situation, profit and loss and cash flows, with them being able to change or influence the reasonable judgement of a person.

In order to provide reasonable assurance regarding the reliability of the financial information disseminated to the market, the Internal Control area of NH Hotel Group's Finance Department follows a permanent review and risks identification process which it documents in two interrelated matrices; the risk and control of the financial information matrix and the scope of the SCIIF matrix.

The risk and control of the financial information matrix contains the risks and sub-risks categories in each process and sub-process having a potential impact on the financial information as well as the associated SCIIF controls to mitigate the impact of these risks.

The scope of the SCIIF matrix identifies those headings of the consolidated balance sheet and income statement with a significant associated risk and a potential material impact on the published financial information. Materiality is established according to quantitative criteria, based on the latest consolidated annual accounts, and on qualitative criteria such as the volume and unit amount of transactions, the automation of processes and the integration of systems, the accounting complexity, the degree of estimation and application of judgements and assessments, and the level of criticality based on experience.

Organisational and resource management risks

These risks include problems in the planning, management and monitoring of financial, material and human resources, and difficulties in interdepartmental communications and decision-making, including possible quality problems and other threats in the course of the Group's activities.

These risks relate to the following areas:

- Budget Control
- Credit Management
- Receivables Management
- Payables Management
- Personnel Management
- Fraud

Data processing risks

These risks include problems in data processing in information systems, mainly in the following areas:

- Human Error

- Completeness of Invoicing
- Completeness of Master Files
- Review

Presentation and process risks

These risks can lead to ineffectiveness and inefficiency within the Group structure when drawing up financial reports in terms of quality, time and costs, and include the following aspects:

- Timeliness of the information
- Compliance with internal standards and

policies Business environment risks

Business environment risks arise due to external factors which can lead to significant changes in the basis underlying internal control of the objectives of financial reporting and the Group's strategies. Business environment risks are related to the following matters:

- Failure to comply with commitments undertaken.
- Tax contingencies.

Outsourcing Risks

Outsourcing risks arise as a result of the process of transferring part of the administration service to a third party, and are categorised as follows:

- Service Level Agreements.
- Availability
- Personnel Management
- Knowledge Management
- Legal

The risk identification and assessment process is carried out by the Internal Audit Department and supervised by the Audit and Control Committee as part of its duties.

The risk identification process is documented in the Corporate Risk Manual.

• Whether the process covers all financial reporting assertions (existence and occurrence; completeness; evaluation; presentation, disclosure and comparability; and rights and obligations), whether it is updated and how often.

In order to ensure the reliability of Financial Reporting, when identifying risks and controls, the accounting errors that may arise from the following objectives for financial information are always considered:

- Completeness: balances or transactions that should be recorded but are not.
- Transaction cut-off: those booked in a period other than when they were accrued.
- Accuracy: transactions recorded with errors (amounts, conditions).
- Occurrence/Existence: registered transactions which have not taken place within the period.
- Valuation/Allocation: record of transactions involving incorrect sums due to inadequate valuation calculations.
- Presentation/Classification: classification errors in the various entries of the financial statements.
- Understandability: lack of quality of financial information which makes it difficult to understand for a person with reasonable economics and business knowledge.

With the transition of the SCIIF definition and custody functions to the Internal Control area of the Finance Department, during 2017 a review of the associated risks and controls was carried out, considering the fulfilment of the aforementioned financial information objectives for this.

• The existence of a process for identifying the consolidation perimeter, taking aspects such as the possible existence of complex company structures, and instrumental entities or those with a specific purpose into account.

The Financial Department will consolidate the accounts every month.

This process involves the reporting of the sub-consolidated income statement and balance sheet reported by each Business Unit, in accordance with their consolidation perimeter, to the Corporate Finance Department.

Each year, the Corporate Consolidation Department confirms the consolidation perimeters with the finance directors of the business units.

Additionally, throughout the year, the business units report on variations which arise in their consolidation perimeter to the Finance Department which, in turn, coordinate the modification of these in all the Group's financial reporting and consolidation systems.

On the other hand, the tax department of the Corporate Finance Department is responsible for maintaining the Group's organisational chart and periodically reporting the updated version to a distribution list of people within the Finance Department to control changes in the consolidation perimeter.

 Whether the process takes into account the effects of other types of risks (operational, technological, financial, legal, reputational, environmental, etc.) insofar as these affect the financial accounts.

In designing the risk management process associated with generating Financial Reports, the following objectives have been focused on:

- Definition of the Financial Information Control System processes and sub-processes.

Determination of the relevant risk categories and types for each of the different Internal Financial Information Control System processes defined in the point above.

Corresponding subcategories have been defined for each of these risk categories.

- Definition and analysis of controls for each specific risk and establishment of their degree of effectiveness.

A risk matrix has been established for each of the sub-processes detailed above, in which the most relevant risks for each process are defined, along with the operational controls and their effectiveness in mitigating the risks that affect them.

· Which governing body of the company supervises the process.

The company's Board of Directors is responsible for supervising the risk assessment process. In order to carry out the aforementioned supervision duties, the Board of Directors turns to the Audit and Control Committee, which performs this duty through the Internal Audit Department.

# F.3 Control Activities

Report, indicating the main characteristics, on the availability of at least:

F.3.1. Procedures to review and authorise the financial report and description of the SCIIF, to be published on the securities market, indicating its responsible bodies, and documentation describing the workflows and controls (including those regarding fraud risk) of the different types of transactions which can have a tangible effect on the financial accounts, including the accounting close procedure and the specific review of the relevant judgements, estimations, evaluations and projections.

There is a financial information review and authorisation procedure in the NH Hotel Group which is set out below:

- Internal reporting of financial information:

Each month, the Group's Finance Management send the Group's most significant information management to the Executive Committee and Board of Directors for their review which contains the income statement and the main economic indicators. Prior to reporting to these governing bodies, the information undergoes a review process by the finance directors at a business unit level and by Finance Management at a corporate level.

- Reporting of information to stock markets:

The consolidated accounts and the half-yearly consolidated financial reports are prepared based on the information reports of the business units and, once reviewed by their respective directors, the consolidation process is undertaken by Corporate Consolidation and the information required to prepare the consolidated accounts is provided both by the Finance Department and other Corporate departments always with the review of the corresponding people responsible for it. Once the consolidated financial statements have been received, they are reviews by the Group's Finance Management and by the Audit and Control Committee before being prepared and approved by the Board of Directors (section b) of article 33 of the Parent's Articles of Association and sections 3. d) and 5. b) of Article 5 of the Board of Directors' Governing rules). Once prepared, they are published through the National Securities Market Commission.

Additionally, each quarter, the Group publishes financial information to the stock markets. Finance Management is responsible for the process of issuing such information while the Board of Directors, in accordance with section 3 of article 40 of its Governing rules, is responsible for ensuring the preparation is carried out in line with the principles, criteria and professional practices with which the Annual Accounts are produced and enjoy the same reliability. To this end, said information is reviewed by the Audit and Control Committee which, when it deems it appropriate, requires the presence of both external and internal auditors.

Likewise, the Board of Directors may request analysis of specific issues, as well as the details of particular financial transactions which, because of their importance, require greater analysis.

The Corporate Organisation Department is responsible for documenting and updating the year-end process which is published on the corporate intranet. This process includes the SCIIF controls implemented to mitigate those risks identified at year-end among which are those risks related to the different review levels of the financial information generated.

On the other hand, NH has an internal financial reporting control system (SCIIF) based on the COSO model (Committee of Sponsoring Organisations of the Treadway Commission) to achieve the following objectives:

- Effectiveness and efficiency of operations
- Reliability of financial reporting
- Compliance with applicable laws and regulations
- Safeguarding assets

NH Hotel Group's SCIIF model is documented in a matrix of financial risks and controls which includes the following business cycles, which are relevant to the preparation of the financial information prepared and published by the Group:

- Accounting close, consolidation and financial reporting process
- Purchasing and suppliers
- Sales and customers
- Cash
- Financing
- Fixed assets
- Inter-company
- Tax
- Human resources
- Provisions and contingencies
- Loyalty programme
- Shared services centre
- Business support technological processes

The structure of the financial risk and controls matrix includes the following information:

- Organisational unit: the organisational level to which the controls are implemented and determines the scope of the assessed entities
- Process and sub-process: set of activities related to a specific function within the operation of an organisational unit. They include those with a potential significant impact on the financial information prepared by the Group.
- Risk: the possible events or actions which could affect the capacity of the company to meet financial reporting objectives and/or implement strategies successfully.
- Description of the control: definition of the control activities included in the policies, procedures and practices applied by the Group to ensure it meets its control objectives and the risk is mitigated.
- Evidence: the documentation maintained by those responsible for the control (company personnel) so that the entire model can be regularly supervised and audited.
- Classification of the controls: key or not, preventive or detective, and manual or automatic; this last one depending on whether they can be monitored using data from automated tools.
- Ownership of the controls: they belong to the first line of defence in accordance with the COSO model. They are those who execute the controls and those responsible for their self-assessment and the assessment of their design.
- Those responsible for the controls: within the first line of defence they are the supervisors of the correct execution and reporting of the controls for each activity before their reporting to Internal Control, the model's second line of defence.

- Frequency: how often the controls are executed.

Within the risks identified in the business cycles defined in the SCIIF matrix are the risks of fraud and the controls associated with its mitigation.

Likewise, the matrix includes controls specific to the review of relevant judgements, estimates, valuations and projections whose execution mitigates the risk of reporting unreliable financial information.

Additionally, the Group has a documented procedure which collates the policies to follow in the valuation of those assets of the consolidated balance sheet which involve the making of judgements, estimates, valuations and/or projections with a material impact on the consolidated financial statements.

Internal Control, within the Corporate Finance Department and the second line of defence in compliance with the COSO model, is charged with managing and updating the risks and SCIIF controls matrix as well as the periodic review of the self-assessment of the controls made by the owners of those controls, within the first line of defence, to ensure their effectiveness and to mitigate associated risks.

The Corporate Internal Audit Department, as the third line of defence, annually audits the Group's internal control model to afford the Audit Committee and Board of Directors reasonable security as to its effectiveness and, as a result, the reliability of the financial information generated and published on the stock market.

Additionally, section F of the Annual Corporate Governance Report published by the NH Hotel Group is subject to an external audit by a recognised firm to guarantee the truthfulness of its content.

The Group is currently in the final phase of implementing the SAP GRC tool Process Control module to manage the SCIIF which will end at the beginning of 2018. From the end of January 2018, the tool will enter use and allow integrations of the SCIIF reporting into a single repository and improve efficiency in monitoring changes to the risks and controls matrix and communication between users involved in SCIIF reporting, as well as the monitoring of action plans to correct weaknesses found in the model. Likewise, its implementation will suppose a greater degree of involvement in SCIIF reporting of all users of the first line of the model and of the Group as a whole, including an internal certification model twice per year.

F.3.2. Internal control policies and procedures for the information systems (including secure access, change monitoring and management, operational continuity and separation of functions) which support the company's processes relating to the preparation and publication of financial reports.

#### Internal control of IT systems

There is an internal control model for the Group's information systems which covers the different IT processes and is based on their associated risks. This model (based on COSO and COBIT) includes a matrix of 130 general IT system controls (GITC) and policies and procedures relating to the security the IT systems need.

The internal control model covers the systems that contribute to the preparation of the Group's consolidated financial statements and thus assures the completeness, availability, validity and quality of the information provided to the markets.

The GITC matrix is aligned with the control models created by the NH Group for other business cycles, which are structured into the following processes:

Access to programmes and data

There are policies and procedures that set up controls over:

- Restricted access to the systems, avoiding unauthorised access or changes to programmes that could affect the completeness, integrity and reliability of financial reports.
- Correct separation of functions, in order to guarantee secure access to the accounts information systems.
- Security in the facilities housing the systems, ensuring that only authorised personnel have access to them.

#### Operations

There are policies and procedures that set up controls over:

- The availability of the information, ensuring that financial data are complete, valid and accurate.
- Good management of incidents, enabling quick resolutions and minimising their impact.
- That operations are monitored, ensuring that they are executed completely and on time. Any incidents are resolved, enabling jobs to be restarted and run correctly.

The Group has had an Information Security area, part of the IT Department, which monitors security in all IT processes, assuring the availability, reliability and completeness of information.

Security Policy

The security policy is the reference framework defining the directives to be followed by all employees, and makes it possible to ensure the security of the IT systems and, therefore, of all the business processes. This policy was revised during the 2015 financial year.

During 2017, various initiatives linked to the Information Security Master Plan continued to be implemented, including those relating to the organisation of security, change management and physical security.

F.3.3. Internal control policies and procedures to supervise the management of outsourced activities and those aspects of evaluation, calculation or appraisal entrusted to independent experts, which may materially affect the financial accounts.

The function has been outsourced to a third party in the companies included in the scope of the SCIIF.

The NH Group has implemented an internal control model for the Shared Services Centre (SSC) aligned with the control models defined for the other business cycles.

Therefore, a matrix has been defined with 6 sub-processes and 18 control activities, including controls relating to the handover period of transferring the administrative function to the SSC, the settling-in period, the provision of the service, compliance with regulations, the continuity of the service and the governance model in the outsourcing contract.

The service provider has also been asked to obtain an ISAE "International Standard on Assurance Engagements" 3402 report, allowing Grupo NH to check whether the control objectives and activities of the service provider have been effective in the corresponding period.

#### F.4 Information and Communication

Report, indicating the main characteristics, on the availability of at least:

F.4.1. A specific area responsible for defining and updating accounting policies (accounting policies area or department) and resolving queries or conflicts arising from their interpretation, maintaining constant communication with those responsible for operations in the organisation, and an updated manual of accounting policies communicated to the units through which the company operates.

Through Corporate Consolidation, NH Hotel Group's Finance Management is responsible for defining, updating and correctly applying the accounting policies as well as responding to questions and queries which arise in their interpretation. In this same sense, it is charged with communicating any change which occurs in accounting matters to the heads of the business and corporate units and which affects them in the reporting of financial information.

The Group has an accounting policies manual and a consolidation manual -both published on the intranet- in accordance with the International Financial Reporting Standards (IFRS), which are those which govern the NH Hotel Group. Likewise, the Group shares a single accounting plan applicable in all the business units in which it operates.

The Organisation Department is responsible for unifying, analysing and publishing the rules and procedures applicable in the Group, among which are the operational, administrative (including accounting), quality and regulatory procedures.

The Internal Audit Department is responsible for periodic review of the processes, policies and procedures defined in the Group.

F.4.2. Mechanisms to capture and prepare financial reports with standardised formats, applicable and for use in all units of the company or the Group, supported by the main financial statements and notes, and the information provided on the SCIIF.

As discussed in section F.4.1, the consolidated financial information which NH Hotel Group publishes on the stock market is in accordance with IFRS. In this sense, the information reported from the Group's business units follows international regulations.

Likewise, there is a single accounts plan applied by all the companies which are included in the consolidated group. Grupo NH has a common consolidation tool for all companies. This tool centralises all the information corresponding to the accounting of the companies which make up the financial consolidation of the NH Hotel Group into a single system. The input of financial information from the ERP to the consolidation system is automatic for those companies already migrated to the common ERP implemented in most Group companies, or manually for those companies with a different ERP. In this sense, preventive controls have been defined in the consolidation tool itself which ensure data is input correctly. From January 2018, the input of financial information from the ERP to the consolidation system will be automatic for all Group companies as the companies recently incorporated into the NH Hotel Group consolidation perimeter will be included.

Finance directors of the business units report the financial information to the corporate office monthly using two unique standard reporting packets designed by the Corporate Finance Department for reporting of the financial management information and the consolidated balance sheet.

The dumping of information from the accounts and the accounting headings to the reporting is the same for both models, having previously been approved by the Corporate Finance Department. Any change in criteria for the dumping and presentation of information to be reported is communicated from the corporate office to the finance directors of the business units.

In turn, the Corporate Finance Department uses the same reporting models to prepare the management reports and annual accounts published on the stock market.

All this ensures that the information reported between business units is comparable and homogeneous to be included in the Group's consolidated financial reporting.

At an internal control level, the Group has designed a single reporting model for the monthly sending of SCIIF controls self-assessment to its owners. Likewise, the Internal Control area pursues the homogenisation of the processes in all the Group's business units so that the risk and control matrix is the same for all the organisational units. In turn, whenever Internal Control modifies the design of the controls, it is communicated to the owners of the processes and controls so they are informed and report according to the latest version of the SCIIF risks and controls matrix.

# F.5 Supervision of the system

Report, indicating the main characteristics of at least:

F.5.1. The supervision of the SCIIF by the Audit Committee and whether the company has an internal auditing area whose competency includes supporting the committee in supervising the internal control system, including the SCIIF. It will also report the scope of the evaluation of the ICFR during the year and the procedure by which the body in charge of the evaluation will report its results, if the company has an action plan which details possible corrective measures, and if its impact on financial reporting has been considered.

Supervisory activities of the Audit Committee

The Audit and Control Committee is the advisory body to which the Board of Directors has delegated its powers to update and supervise the SCIIF. As part of this function and to fulfil the tasks delegated by the Board, the Committee receives and reviews the financial reports which the NH Group issues to the markets and regulatory bodies, particularly the consolidated annual financial statements accompanied by the Audit Report. The Committee supervises the preparation process and the completeness of the financial reports of the Company and its subsidiaries, and checks that the legal requirements applicable to the NH Group are complied with, the consolidation perimeter is appropriate and that generally accepted accounting standards are applied correctly.

The Audit and Control Committee receives an annual report from the Internal Audit SVP on its assessment of the effectiveness of the SCIIF model, the weaknesses detected during internal audits, and the plans or actions already in place to remedy any detected weaknesses.

During 2017, the Internal Control Function, reporting to the Financial Department assumed full responsibility for the SCIIF, in addition to its maintenance and extension to the different companies which form part of Grupo NH.

Currently, Grupo NH has a computer tool implemented which helps automate the SCIIF assessment and certification process, which will begin to be used during 2018 for the assessment and monthly monitoring of the SCIIF.

The Audit and Control Committee supports and supervises the work of the Internal Audit department in its assessment of the SCIIF. The Committee proposes the selection, appointment and replacement of the body or person responsible for Internal Audit services, validates and approves the strategy, the Internal Audit plan and objectives for the year, and is responsible for evaluating the performance of the Internal Audit Department Manager annually.

The Internal Audit plan for assessing the SCIIF is submitted to the Audit and Control Committee for approval before being put into practice, in order to include all the considerations of the Committee.

The level of implementation of the relevant recommendations arising from the SCIIF is reviewed by the Audit and Control Committee at least once a year.

The Audit and Control Committee procedures are documented in the presentations made by said Committee and subsequently included in the corresponding signed minutes.

#### Internal Audit Function

Internal audits are carried out by the Group's Internal Audit Department, which reports functionally to the Audit and Control Committee and administratively to the General Secretariat. This hierarchical structure is designed to enable the Internal Audit function to remain structurally independent and to encourage direct communication to and from the Audit and Control Committee.

The Internal Audit function, via a team consisting of 9 auditors located in both Corporate and the business units, ensures, within reason, the effectiveness of the internal control system, supervising and evaluating the design and effectiveness of the risk management system applied to the company, including specific IT audits.

This function has internal auditing statutes which were updated in 2017 and have been formally approved by the Audit and Control Committee, and an internal audit manual which sets out the Department's working methods.

In relation to monitoring the SCIIF, the Internal Audit Department is responsible for:

- Independently evaluating the internal control model for financial reporting.
- Testing the assertions of the Board.
- Testing the effectiveness of internal controls in the companies within the scope of application, in a maximum period of one year for key controls and three years for non-key controls.
- Helping to identify weaknesses in controls and reviewing action plans to correct inadequate controls.
- Conducting follow-up checks to see if weaknesses in controls have been properly remedied.
- Coordinating between the Board and the external auditor when clarification is needed on scope and testing plans.

#### Scope of SCIIF 2017

The Group's SCIIF model covers the business units in Northern Europe (Benelux and Central Europe), Southern Europe (Spain, France, Portugal and Italy) and Latin America (Mexico and Argentina, partially implemented), which consist of 280 hotels and 13 business cycles of major importance in the presentation of financial reports.

A total of 455 control activities have been defined, divided between financial reporting and IT systems, and classified as key and non-key controls. Those responsible for the controls have been defined at Corporate level, for Business Units and within the Shared Services Centre.

Grupo NH has defined a monthly calendar for internal control reporting where, at the end of each month, each responsible body performs a self-assessment of the controls for which it is responsible.

During 2017, the Internal Control Department supervised the self-assessment process and evidence deposited in a file shared by the Shared Services Centre, Administration and the Internal Control Department.

The assessment process in 2017 analysed a total of 345 controls for the geographic area of Spain, the Netherlands, Belgium, Germany, Austria, Italy, Mexico, Argentina and controls at Corporate level, which involved reaching 76% of their total. These controls were evaluated according to the guidelines included in the "SCIIF Evaluation Procedure", summarised below:

- The controls evaluated each month (relating to Administration and the Shared Services Centre) were subjected to two types of review, one based on the supervision of the evaluation by the owners of the controls, and another where the objective was to repeat the tests and checks of the effectiveness of the control.
- For the other controls, evidence was obtained and the necessary tests were run to enable conclusions to be drawn on their effectiveness.
- User-defined files (UDA) have been identified which impact the preparation of financial reports, where the existence has been verified of controls of completeness, availability and security.

The review has detected weaknesses in internal controls and room for improvement in certain processes which do not have a significant impact on the quality of financial reporting, and action plans agreed with the bodies responsible for the controls have been proposed. Jointly with the Internal Control Department, the Internal Audit Department will check the implementation of these action plans during its regular tests of the SCIIF.

F.5.2. Whether there is a discussion procedure through which the accounts auditor (as established in the NTA), the internal auditing area and other experts can report to senior management and the Audit Committee or company administrators on the significant weaknesses in internal control detected during the process of reviewing the annual accounts, or others for which they are responsible.

Likewise, whether there is an action plan to correct or mitigate the weaknesses found.

The Audit Committee meets periodically to review the regular financial reports. It also discusses matters relating to internal controls and/or other current initiatives.

The Financial Department, through the Chief Financial Officer, is responsible for notifying senior management of any important matter relating to the SCIIF and/or financial reporting through the meetings of the Management Committee.

All the weaknesses detected by the Internal Audit Department during its work are subject to recommendations and action plans agreed with the audited department. The Internal Audit Department supervises the implementation of the agreed actions and reports their status to the NH Group's various governing bodies (mainly the Audit Committee).

The external auditor notifies the Audit and Control Committee of the conclusions of its audit procedures, and any other matters which may be considered important. The external auditor also has access to the Audit and Control Committee in order to share, comment on or report any aspects they consider necessary or pertinent. The external auditor, without breaching his/her independence, will participate in the dialogue with Management.

F	6	Other	relevai	nt infor	mation
	U	Othici	I CIC vai	IL II II OI	mation

None.

#### F.7Report by the external

auditor Report on:

detailed disclosure on:

F.7.1. Whether the SCIIF reports sent to the markets have been reviewed by the external auditor, in which case the company must include the corresponding report as an appendix. If not, it must report its reasons.

The Group's Management has decided to submit the information relating to the SCIIF included in this section F of the Annual Corporate Governance Report for 2017, drawn up by the Company's Management, to the external auditor for review. This report is attached as an Annex.

# G DEGREE OF COMPLIANCE WITH CORPORATE GOVERNANCE RECOMMENDATIONS

Indicate the Company's degree of compliance with the recommendations of the Code of Good Governance for listed companies.

If any recommendation is not followed or is only followed in part, a detailed explanation of the reasons must be included so that shareholders, investors and the market in general have enough information to assess the company' methods. Generalised explanations will not be acceptable.

shareholder may cast, nor contain other restrictions that stand in the way of a company take through the acquisition of its shares in the market.	at a single
through the acquisition of its shares in the market	take-over
through the doquisition of its shares in the market.	

Explain

			· · ·		
2.	When a parent company and a subsidia	ary company are b	ooth stock market lis	sted, both must pro	ovide

Complies X

	<ul> <li>a) Their respective areas of activity and possible business relations between them, as well as between the listed subsidiary and the other companies in the group;</li> </ul>										
	b) The mech	anisms in p	place for res	olving poten	tial cor	flicts of	f interest	that ma	y arise.		
	Comp	lies	Partially comp	lies	E	xplain		Not ap	plicable [2	₹]	
3.	. That during the report in writing detail, of the	ing, the cha	airman of th	e board of c	lirector	s verba	ılly inforn	ns the s	harehol	ders, in s	ufficient
	a) About cha	inges that h	nave occurre	ed since the	last or	dinary g	general m	neeting.			
	b) About specific reasons why the company does not follow any of the recommendations in the Corporate Governance Code and, if any, alternative rules applicable in this area.										9
		Complies X		Partially compl	ies			Explain			
4.	. That the com institutional in gives similar	nvestors ar	nd voting ac	lvisers whic	h fully	respec	ts regula				
	And that the which it is put										
		Complies X		Partially compl	ies			Explain			
5.	. That the board issue shares of the compa	or converti	ible securitie	es which exc	lude pi						
	And that whe preferential s exclusion as	subscription	rights, the	company in	•						_
		Complies X		Partially compl	ies			Explain			
6.	. That listed cor publish then of their circulation	on their we on is not m	b site suffici andatory:	ently in adva							
	a) Report on	the indepe	endence of t	he auditor.							
	b) Reports of	n the work	of the audit	and appoint	ments	and rer	nuneratio	on comn	nittees.		
	c) Audit com	mittee repo	ort on related	d-party trans	actions	3.					
	d) Report on	the corpor	ate social re	sponsibility	policy.						
		Complies X		Partially compl	ies			Explain			
7.	. That the comp	oany transn	nits general	shareholder	s' mee	tings liv	e on its	web site			
		C	Complies X				Explain				

8.	That the audit committee ensures that the Board of Directors makes every effort to present financial statements to the General Shareholders' Meeting that are free from limitations or qualifications in the audit report and, in exceptional circumstances where they may exist, both the Chairman of the Audit Committee and the auditors shall provide the shareholders with a clear explanation of the content and scope of such limitations or qualifications.									
		Complies X	] '	Partially complie	es 🗌		Explain			
9.		shares, the	anently publis e right to atten		•					
			ents and proc nat they are ap					ance an	id the exe	rcise of
		Complies X	] '	Partially complie	es 🗌		Explain			
10			nate shareholoupplement the			_			_	_
	a) Immediate	ely circulat	es such suppl	ementary po	oints and n	ew propos	als for re	esolution	٦.	
	b) Publicises the attendance card form or vote delegation or remote voting form with the amendments needed so that the new points on the agenda and alternative proposals for resolution may be voted on under the same terms as those proposed by the board of directors.									
	for the po		or alternative by the board one vote.						_	
			neral sharehol proposals.	ders' meetii	ng, the bre	akdown of	the vote	on suc	ch supplen	nentary
	Comp	olies	Partially complie	es 🗌	Explain		Not ap	plicable X		
11			at the compa it sets up a ge	•						_
	Comp	blies	Partially complied	es 🗌	Explain		Not ap	plicable X		
12	gives the sai interest, und	me treatme erstood to	ors performs in to all share be the achieve uity and the m	eholders wh ement of a p	o are in th profitable b	e same pousiness th	osition ar at is sus	nd is gui tainable	ided by co	mpany
	based on go reconcile con customers a	ood faith, e mpany inte nd other in	mpany interest thics and resperest with, as nterest groups unity as a whol	pect for con appropriate who may	nmonly aco the legition be affected	cepted use mate inter d, along w	es and g ests of i	ood pra	otice, it so	eeks to ppliers,
		Complies X	] '	Partially complie	es 🗌		Explain			

fewer than five and no			, the board of di	irectors s	snould compri	se no
	Complies X		Explain			
14. That the board of dire	ctors approves a p	oolicy for selec	ting directors th	at:		
a) Is specific and veri	fiable.					
<ul><li>b) Ensures that propo directors' needs.</li></ul>	sals for appointme	ent or re-electi	on are based or	n prior ar	nalysis of the l	ooard of
c) Encourages divers	ity of knowledge, e	experience and	d gender.			
That the result of prior the appointments com it is submitted for ratif	mittee which is pu	blished when d	calling the gener	al sharel		
And that the policy for directors is at least 30						female
The appointments cor will report on it in the		•		selecting	g directors an	nually and
Complies	X Part	ially complies		Explain		
15. External proprietary of Board of Directors, an complexity of the corp company.	d the number of ex	kecutive direct	ors be kept to a	minimun	n, taking into a	account the
Complies	X Part	ially complies		Explain		
16. That the ratio of propri than the existing rati remaining capital.	-					_
This criteria may be fl	exible:					
a) In companies with significant are scar	•	where shareh	oldings that are	legally o	considered to	be
b) In companies in whese shareholders			olders represent	ed on the	e board of dire	ectors and
	Complies X		Explain			
17. That independent dire	ectors represent at	least half of a	Il the directors.			
Nevertheless, where t shareholder, or severa independent directors	al acting jointly, wh	o control more	than 30% of th	e compa		
	Complies X		Explain			

18. That companies publish and update the following information about their directors on their web site:

	a) Professional profile and biography.	
	b) Other boards of directors to which they belong, whether or not they are listed companies, along with information about their other remunerated activities, whatever they may be.	
	c) Indication of the director's category stating, in the case of proprietary directors, the shareholder the they represent or with whom they have ties.	at
	d) Date of their first appointment as a director in the company as well as the date of subsequent reappointments.	
	e) Shares and share options held by the director.	
	Complies X Partially complies Explain	
19.	2. That the annual corporate governance report, after verification by the appointments committee, explain the reasons why proprietary directors have been appointed on behalf of shareholders with shareholding of less than 3% in the company capital and the reasons for ignoring, if applicable, formal requests the presence on the Board from shareholders with shareholdings equal to or greater than others who has successfully proposed proprietary directors.	gs for
	Complies Partially complies Explain Not applicable X	
20.	D. That proprietary directors present their resignation when the shareholder they represent transfers entire shareholding. And the number of proprietary directors is also reduced when the shareholders question reduce their holdings to a level that requires fewer such directors.	
	Complies Partially complies Explain X Not applicable	
	The Company's General Shareholders' Meeting used its votes to set the representation of the proprietary shareholder on the Board of Directors. As a result, there is (i) a proprietary shareholder with a holding of around 29% (HNA Group) without representation on the Board, (ii) another proprietary shareholder with a holding of around 12% (Oceanwood) which, with one director would be under-represented on the Board, and (iii) a third proprietary shareholder with a holding of around 9% (Grupo Hesperia Inversor) which, with two directors would be over-represented. With regard to this last shareholder, in 2014 they reduced their shareholding in NH but retained two representatives on NH's Board of Directors as it was considered that the in-depth knowledge both representatives had of the hotel industry was an asset worth preserving for the benefit of all shareholders. And so it was approved by the General Shareholders' Meeting on 29 June 2017 and by the proxy advisors which covered said Meeting who recommended voting in favour of the appointment's approval.	
21.	The Board of Directors does not propose the removal of any independent director before the statuto period for which the director has been appointed concludes, unless the board of directors has just caus based on a report by the Appointments Committee. In particular, it will be understood that just cau exists where the director takes up new posts or undertakes new obligations which prevent him/her from dedicating the time needed to perform the duties of the post of director, or failing to carry out the dutient inherent to the post or he/she incurs in any of the circumstances which cause him/her to lose his/hindependent status, in accordance with the provisions of applicable law.	se, se om es
	The removal of independent directors may also be proposed as a result of mergers, take-overs or oth similar corporate actions that change the structure of the company's capital when such changes in the structure of the board of directors obey the criteria of proportionality indicated in Recommendation 16	he
	Complies X Explain	

	uld damage any criminal	the company's	s credibility a	nd reputa	ition, and	in particu	ular to not	circumstances ify the board of evelopments of
directors sha whether the	III examine t director sho	he case as so	on as possib n their post.	ole and, ba The board	sed on th	ne specif	ic circums	w, the board of stances, decide oplains all such
	Complies X	Pa	artially complies			Explain		
directors who	of directors are not aff	s may not be	in the Compotential con	oany's inte	erests. Pa	articularly uld oppos	indepen	sion presented dent and other ns that may be
reservations	the directo		propriate co	nclusions	and, if th			tor has serious n, explains the
This recommed be a director		so applies to t	he secretary	of the bo	ard of dire	ectors, ev	en thoug	h they may not
Comp	olies X	Partially complies		Explain		Not ap	olicable	
they explain the fact that	24. When, due to resignation or for other reasons, a director vacates their post before the end of their term, they explain the reasons in a letter sent to every member of the board of directors. And, notwithstanding the fact that this departure is reported as a significant event, the reason for the departure is reported in the annual corporate governance report.							
Comp	olies X	Partially complies		Explain		Not ap	olicable	
25. That the app to perform the			ures that nor	n-executiv	e director	s have s	ufficient ti	me available
That the conto:	npany rules	set out the ma	iximum numl	ber of com	npany boa	ards that	its directo	ors may belong
	Complies X	Pa	artially complies			Explain		
•	year, follow		ule of dates	and matte	ers establ	ished at	the start o	ctions, at least of the year, and
	Complies X	Pa	artially complies			Explain		
	orate gover		When non-					included in the t director may

	Complies	Parti	ally complies	X	Ex	plain		
	Out of a total of 11 meetings of urgency. In any case, the percentage of the percent					instruct	ions in 3 for rea	sons of
28.	When directors or the sperformance of the concorns are recorded	mpany, and such	concerns	are not i	resolved by	the b	oard of dire	
	Complies X	Partially complies		Explain		Not app	olicable	
29.	The company sets up a their duties, including, it				•			•
	Complies X	Parti	ally complies		Ex	plain		
30.	Independently of the kr also offer directors with circumstances so requi	the opportunity						
	Complies	X E	Explain		Not applie	cable		
31.	The agenda at meeting decision or adopt a reso	olution so that the		-				
	Where, exceptionally, o for the board of directo required from the major	rs' approval whicl	n do not ap	pear on t	the agenda,	prior,	express co	nsent will be
	Complies X	] Parti	ally complies		Ex	plain		
32.	Directors are periodica shareholders, investors	•	_		_		•	at significant
	Complies X	Partia	ally complies		Ex	plain		
33.	The chairman, being recarrying out the duties programme of dates and the periodic assessment sufficient time is given refresher programmes to	s that are legally d matters to be a nt of the board a to the discussion	and statuddressed to ad, if neceson of strate	itorily atti o the boa ssary, the egic matte	ributed there ord of directo company's ers, and ag	eto, p rs; orç chief rees a	repares an ganises and executive;	d submits a I coordinates ensures that
	Complies X	Parti	ally complies		Ex	plain		

34	4. Where there is a coordinating director, the articles of association or board of directors' regulations offer him/her the following powers, in addition to the powers provided by the law: chair the board of directors in the absence of the chairman and vice-chairmen, if any; speak up for non-executive directors concerns; maintain contact with investors and shareholders to establish their points of view for the purposes of forming an opinion on their concerns, particularly in relation to the company's corporate governance; and coordinate the chairman's succession plan.								
	Complies Partially complies Explain Not applicable X								
35	5. That the secretary of the board of directors takes particular care so that, in their actions and decision the board of directors are aware of the recommendations on good governance contained in this C of Good Governance applicable to the company.								
	Complies X Explain								
36	6. Once a year the board of directors, in plenary, assesses and adopts, as necessary, an action plan correcting shortcomings detected in relation to:								
	a) The quality and efficiency of the board of director's work.								
	b) The operation and composition of its committees.								
	c) The diversity of the composition and powers of the board of directors.								
	d) The performance of the chairman of the board of directors and the chief executive of the compar	ny.							
	<ul> <li>e) The performance and contribution of each director, paying particular attention to those responsil for the various committees of the board.</li> </ul>	ble							
	Assessment of the various committees will be based on the report that they submit to the board of directors and, with respect to the board, the report submitted by the appointments committee.								
	Every three years, the board of directors will be aided in carrying out the assessment by an externa consultant whose independence will be verified by the appointments committee.	al							
	The business relationship of the consultant, or any company in its group, with the company, or any company in its group, must be broken down in the annual corporate governance report.								
	The process and the areas assessed will be subject to description in the annual corporate governal report.	nce							
	Complies X Partially complies Explain								
37	7. When there is an executive committee, the participation structure of the different director categories similar to that of the main Board and its secretary is the Secretary of the Board.	s is							
	Complies Partially complies X Explain Not applicable								
	The Company's Executive Committee does not have a similar director category structure as the Board of Directors itself as, in the Executive Committee there is a greater weight of proprietary directors than on the Board of Directors. This is the result of an informed a free decision by the Board of Directors which, logically, has been approved by qualified majorities considering that the make up of its Executive Committee is adequate to carry out its duties.	and							
	The Secretary and Deputy Secretary of the Board serve in the same positions on the Executive Committee.								

38.	The board of directors is always aware of the issues discussed and the decisions adopted by the executive committee and each member of the board of directors receives a copy of the minutes of the executive committee's meetings.							
	Co	omplies X	Partially complies		Explain		Not applicable	
39.	and exper		•	•			nted on the basis of the d the majority of its n	•
		Complies X	Parti	ally complies			Explain	
40.	tasked wit	th ensuring the	e proper functio	ning of the	informa	tion and	ries out the internal and internal control system of the audit committee	ems and that
		Complies X	Parti	ally complies			Explain	
41.	committee						s/her annual work plan n activity report to the	
	Co	omplies X	Partially complies		Explain		Not applicable	
42.	In addition functions:	to those provi	ded for by the la	aw, the aud	lit commi	ttee is r	esponsible for the follo	wing
	1. In relati	ion to internal	control and infor	mation sys	tems:			
		to the compar	y and, if applic	able, to the	group, i	reviewir	ty of the financial repong compliance with reger application of	gulations, the
	·	proposing the audit service; ensuring that periodic inforr	selection, appoint proposing the its activity is m	ntment, re- budget for ainly focus activities;	election this ser ssed on and ver	and ren vice; ap relevan ifying tl	unit responsible for intentroval of the manager of oproving its focus and trisks for the companat senior managements.	of the internal work plans, ny; receiving
	•	if possible and		ropriate, ai	nonymou	sly, any	ployees to report confidence potentially significant the Company.	

- 2. In relation to the external auditor:
  - a) In the case of the resignation of the external auditor, examining the circumstances that may have lead to this.
  - b) Ensuring that the external auditor's remuneration for their work does not compromise their quality or independence.
  - c) Monitoring that the company notifies the Spanish Stock Market Commission (CNMV) of the change of auditor as a significant event and accompanies it with a statement about the existence of disagreements with the outgoing auditor and the content of such disagreements, if they exist.

	to report on the work carried out and on the evolution of the accounting position and risks to the company.										
	•	t the company ervices other thand, in general, a	an audit serv	vices, the	limits on th	e conce	entration of	business with			
	Complies X	Pa	rtially complies			Explain					
	he Audit Committee m	•				mpany,	and may r	equire the			
	Complies X	Pa	rtially complies			Explain					
С	The audit committee is ompany plans to carry erms and their account	out for analysis	and prior re	porting to	the board	of direc	ctors about	their financial			
	Complies X	Partially complies		Explain		Not app	olicable				
45. 1	The risk management a	and control polic	y identifies a	at least th	ne following	):					
a	a) The different types of risk, either financial or non-financial, (operational, technological, legal, social, environmental, reputational, amongst others) to which the company is exposed, including contingent liabilities and other off-balance sheet risks amongst financial and economic risks.										
t	) The level of risk that	the company co	onsiders acc	eptable.							
C	c) The measures plann	ed to mitigate th	ne impact of	identified	l risks shou	uld they	materialis	e.			
C	d) The internal contro aforementioned risks		•					manage the			
	Complies X	Ра	rtially complies			Explain					
b	Inder the direct supervoard of directors, there epartment at the comp	e is an internal	risk control	and man	agement s	ystem r					
8	a) Ensure the proper fu significant risks that	•			•						
t	) Actively take part in	drawing up risk	strategy and	l in impor	tant decision	ons on i	ts manage	ement.			
C	c) Ensure that risk cont policy defined by the		•	ns suitabl	ly mitigate ı	risks wit	hin the fra	mework of the			
	Complies X	Pa	rtially complies			Explain					

d) Ensuring that the external auditor has an annual meeting with the board of directors in plenary

remuneration suitable kno	on committee, if they a	are separate– are perience for the fur	appointenctions th	ttee –or the appointments committee dendeavouring to ensure that they at they are called to perform and the	have
	Complies X	Partially complies		Explain	
48. Companies	with high capitalisatio	n have separate ap	pointme	nts and remuneration committees.	
	Complies	Explain		Not applicable X	
	tments committee con ny, particularly regardir			ard of directors and the chief execut tive directors.	ive of
	•			e to take into consideration potential , they deem the candidate appropria	
	Complies X	Partially complies		Explain	
	eration committee carr by the law, also carrie			idently and, apart from the functions	
a) Propose	the basic conditions o	f contracts for seni	or manag	gement to the board of directors.	
b) Monitor	compliance with the re	muneration policy	establish	ed by the company.	
systems	of remuneration with	shares and their	application	rectors and senior management, incl on, in addition to ensuring that indiv s other directors and senior manage	vidual
•	hat possible conflicts ommittee.	of interest do not af	fect the i	ndependence of the external advice	given
				nagement's remuneration contained in directors' remuneration.	in the
	Complies X	Partially complies		Explain	
	neration Committee co particularly regarding is			Chief Executive Director of the directors.	
	Complies X	Partially complies		Explain	
in the board	•	are consistent with	those ap	ion and control committees are controllicable to the committees that are leeded at ions, including:	
a) That the directors	-	e up of non-executi	ve direct	ors, with a majority of independent	
b) The cha	irmen are independent	directors.			

	c) The board of directors appoints the members of these committees taking into account the knowledge, skills and experience of the directors and the tasks of each committee; it discusses their proposals and reports, and during the first plenary session following their meetings, gives account of their activities which responds to the work carried out;								
	d) The committees have access to external advice when they deem it necessary to perform their duties.								
	e) Minutes of their meetings are drawn up and made available to all the directors.								
	Complies Partially complies Explain Not applicable X								
53.	Supervision of compliance with the corporate governance rules, internal rules of conduct and corporate social responsibility policy is the responsibility of one or distributed amongst several committees of the board of directors which may include the audit, appointment or corporate social responsibility committee, if there is one, or a specialist committee that the board of directors, exercising its powers of self-organisation, decides to create for that purpose, to which the following functions are given, as a minimum:								
	a) Supervise compliance and internal codes of conduct, as well as the company's rules of corporate governance								
	b) Supervise the communications strategy and relationship with shareholders and investors, including small and medium shareholders.								
	c) Periodically assess the adequacy of the company's corporate governance system, for the purpose that it complies with its mission to promote company interests and takes into account, as appropriate, the legitimate interests of other stakeholders.								
	d) Review the company's corporate responsibility policy, ensuring that it is directed at creating value.								
	e) Monitor corporate social responsibility strategy and practices and assess the level of compliance therewith.								
	f) Supervise and assess relationship processes with the various stakeholders.								
	g) Assess all matters relating to the company's non-financial risks –including operational, technological, legal, social, environmental, political and reputational.								
	h) Coordinate the process for non-financial and diversity information reporting in accordance with applicable regulations and international reference standards.								
	Complies X Partially complies Explain								
54.	The corporate social responsibility policy includes the principles or undertakings that the company assumes voluntarily in its relationships with the various stakeholders and identifies, as a minimum:								
	a) The aims of the corporate social responsibility policy and the development of support tools.								
	b) Corporate strategy in relation to sustainability, the environment and social matters.								
	c) Specific practices in matters related to: shareholders, employees, customers, suppliers, social matters, the environment, diversity, tax responsibility, respect for human rights and the prevention of illegal behaviour.								
	d) The methods or systems for monitoring the results of the application of specific practices listed under the previous letter, associated risks and their management.								
	e) Mechanisms for supervising non-financial risk, company ethics and behaviour.								

f) Channels for communication, participation and dialogue with stakeholders.

	g) Responsible communication practices that avoid the manipulation of information and protect integrity and honour.							
	Complies [2	₹ P	artially complies			Explain		
55.	The company reports, corporate social respons						rt, on matters related to dologies to do so.	
	Complies	₹ P	artially complies			Explain		
56.		tion, qualification	on and respons	sibility tha	at the post		e desired profile and to ids, but not so high as to	
		Complies X			Explain			
57.	addition to remuneration	on with shares,	options or righ	its over s	shares or i	instrum	to executive directors, in ents referenced to share s or other social benefits	
	conditional on said sh	ares being reta	nined until they	cease	to be dire	ctors. T	ntemplated when this is the foregoing will not be y for the costs related to	
	Complies	C P	artially complies			Explain		
58.	required to ensure the	nat such remu t solely derived	neration is in from the gene	line wi	th the pr	ofessio	and technical safeguards nal performance of the ts or the business sector	
	In particular, the variab	le components	of remuneration	on:				
	a) Are bound to perform the risk assumed to		•	ned and	measurab	le and tl	hat such criteria consider	
		m value, such a	as compliance				at are appropriate for the nal rules and procedures	
	term that make it po to appreciate the co	ssible to reward ontribution to su	d continuous poustainable crea	erformar ation of v	nce during value, in si	a perio	nort-, medium- and long- d of time that is sufficient yay that the elements for l or extraordinary events.	
	Complies	Partially complies	s X	Explain		Not ap	plicable	
	The Composite avecables dis	atoral abort torm var	iabla ramunaratian k	an ton nor	aant linkad ta	the profes	aional porformance of the	

The Company's executive directors' short-term variable remuneration has ten per cent linked to the professional performance of the CEO, i.e. his performance assessment. The eight competences measured in this performance assessment are non-financial and are linked to predetermined and measurable performance criteria, as is recommended.

In relation to long-term variable remuneration, although it does not include non-financial criteria as a measure of achievement, it does include a "clawback" clause with an application period of two years from the end of each cycle and for which the payback of the award may be demanded in the following cases:

- i. Restatement of the Company's financial statements wherever not due to the modification of applicable accounting standards or interpretations.
- ii. The Executive Director being sanctioned for serious breach of the code of conduct and other internal regulations which may be applicable.
- iii. When the settlement and payment of the award was wholly or partially produced on the basis of information whose falsehood or serious inaccuracy is manifestly demonstrated a posteriori.

<b>5</b> 9.			part of variable cor at the remuneration				eferred for a sufficient minimum re been fulfilled.
	C	Complies	Partially complies	X	Explain		Not applicable
	variable rer	muneration, its very na	ature allows the Compar ments which would be a	ny's performan	ice to be se	en in the mediur	y of its participants. With long-term n and long term (3 years), in make it evident that the payment
60.			he results of the c or's report that mi				eration any possible
	(	Complies X	Partially complies		Explain		Not applicable
61.			of the executive oments referenced			emuneratior	n is linked to the handover of
	(	Complies X	Partially complies		Explain		Not applicable
62.	the direct	tors may not tra	insfer ownership hey exercise the	of a numb	er of sha	ares equival	ion system have been allotted, lent to twice their annual fixed d of, at least, three years has
		going will not be ests related to th		res that a	director	needs to dis	spose of, as appropriate, to pay
	(	Complies	Partially complies		Explain	X	Not applicable
	Director for year of fixe	at least one year. In	addition, the Executive [	Director will be	obliged to	hold an amount	the shares delivered to the Executive in shares equivalent to at least one tion, it considers the share price on the
63.	compone	ents of remunera		yment has	not bee	n adjusted t	aim repayment of the variable o the terms for performance or curate.
	(	Complies X	Partially complies		Explain		Not applicable
64.	years tota	al annual remun		are not paid	d until th		shed as the equivalent of two has been able to prove that the

Compiles	Fartially complies	Ш	Explain	Not applicable	

Not applicable

Regarding the outgoing Executive Body, the possible compensation which could correspond to it is pending judicial review, with the court having set 20 November 2018 for the pre-trial hearing. When any news arises, this information will be transferred quickly and included into the new annual reports which may be necessary. Notwithstanding the foregoing, and in accordance with criteria of accounting prudence, the Company's Annual Accounts have had the maximum amounts which, if applicable, could be derived from the eventual compensation to Mr Federico González Tejera fully provided for.

In no event will Ramón Aragonés Marín, the Executive Director appointed in 2017, be entitled to receive any compensation derived from the termination of his position and ending of such commercial relationship. However, the possible indemnities derived from an ending of the employment relationship will continue in effect during his term as Executive Director, recognising that period as time employed. Once ended, as appropriate, the business relationship will take over the labour relationship which was in effect between company and employee until the taking on of the new position in all its effects, except in serious and culpable breach and thus declared jurisdictionally.

# H OTHER RELEVANT INFORMATION

Complies

Dartially complied

- 1. If there are any aspects relating to the corporate governance of the Company or the Group's entities which have not been covered in the other sections of this report, but which are necessary to include in order to gather complete and detailed information on the structure and practices of the governance of the entity or the Group, please note them briefly.
- 2. You may include any other information, clarification or detail in this section, related to the previous sections of the report, which may be relevant but not repetitive.
  - Specifically, please indicate whether the company is subject to legislation other than that of Spain in relation to corporate governance and, if applicable, include the information that must be provided and that is different to the information required by this report.
- 3. The company may also indicate whether it has voluntarily committed to other codes of ethics or best practices, whether international, in the sector or in another context. If so, identify the code in question and the date of adhesion.

#### SECTION A.2.

Although in the CNMV Records it is recorded that the shareholding of Grupo HNA in NH is 29.50% at 31 December 2017, Grupo HNA reported a decrease to 29.34% in its shareholding in NH to the CNMV on 27 February 2017. In addition, on 3 November 2017, Grupo HNA notified the CNMV of the signing of a sales contract and repurchase agreement through which it would transfer NH shares representing approximately 1.14% of the share capital. Depending on whether the sale has been formalised and the terms and conditions of it, Grupo HNA's shareholding in NH could reach 28.20% of the share capital. Finally, on 19 January 2018, it notified the CNMV of the engagement to review its shareholding in NH, including identify potential buyers of its shareholding.

Although the directors are expressly excluded in section A.2, to show the shareholding in NH Hotel Group, S.A. clearly, the shareholding of Grupo Inversor Hesperia, S.A. is included in that section as it is also a director of the Company. The shareholding of Grupo Hesperia consists of the direct shareholding held by Grupo Inversor Hesperia, S.A. (9.10%) and Eurofondo (0.17%).

#### SECTION A.5.

All relations of a commercial, contractual or corporate nature between significant shareholders and the Company and/or its group have been described in the section on Related Party Transactions (insofar as the significant shareholders are also Company directors). These relations have not been included in section A.5 since these transactions are considered to arise from the ordinary course of the Company's business.

#### SECTION A.8.

At 31 December 2017, final ownership of NH Hotel Group, S.A. own shares came to 8,031,895 shares.

During 2017, the Company did not acquire own shares. The other operations correspond to refunds of shares undertaken as part of the loan agreement for 9,000,000 shares in NH Hotel Group, S.A. entered into as part of the issue of the bonds convertible or exchangeable for shares of NH Hotel Group in November 2013 between the Company and the three financial institutions involved in the placement of the bonds. The outstanding balance of the share lending initiative at 31 December 2017 came to 1,384,473 shares. By virtue of the foregoing, the final ownership of NH Hotel Group, S.A. own shares at 31 December 2017 came to 8,031,895 shares, which are attached to the same number of rights to vote.

#### SECTION C.1.12

Given that the IAGC workforce only allows inclusion of positions which the Directors had on the Board of Directors of other listed companies, it is hereby informed that Mr Fernando Lacadena Azpeitia is the Financial Director at Merlin Properties Socimi, S.A.

#### SECTION C.1.17

Mr Jordi Ferrer Graupera, the individual representative of Grupo Inversor Hesperia, S.A., a significant shareholder in the Company, holds the position of joint and several director of Grupo Inversor Hesperia, S.A.

#### SECTION C.1.33.

The Board also has a Deputy Secretary, Mr Carlos Ulecia Palacios, who holds the post of General Secretary of the Company.

#### SECTION C.1.43.

HNA, via its company Tangla, S.L., brought criminal proceedings against Mr José Antonio Castro Sousa based on the agreements adopted at the General Shareholders' Meeting of 21 June 2016 at which Mr Castro served as the Chairman of the Meeting. The Instructing Judge of said criminal action dismissed and filed the proceedings on 21 September 2017. This order to dismiss and file has been appealed by HNA, and is pending resolution.

#### SECTION C.2.1.

Notwithstanding the detailed composition of the Board of Directors, the Company has a co-chairmanship system which specifies the appointment of a Chairman of the Board (Mr Alfredo Fernández Agras) and a Chairman of the Executive Committee (Mr José Antonio Castro Sousa).

In relation to the reference made to the Audit and Control Committee and the identification of the "member of the audit committee who has been appointed taking their knowledge and experience in accounting, auditing or both into account", the IAGC form only allows the appointment of one of the members (as required by article 529m of the LSC, which requires that "one of them be appointed taking their knowledge into account" in these matters), clarification is wanted that all members of the Audit and Control Committee have extensive experience and knowledge in accounting and auditing, which is why they have been appointed to be part of the Committee in question.

#### SECTION D.2.

On 19 April 2017, NH and the shareholder Grupo Inversor Hesperia, S.A. signed a framework contract for hotel management for a total net amount of 31,000 (thousand) euros, of which 11,000 (thousand) euros was paid in 2017 (published through Relevant Event with record number 250817 dated 19 April 2017). Said agreement has brought about a new strategic and transformational framework for the Company when signing new hotel management contracts for a term of 9 years.

It is hereby recorded that concerning the management agreement entered into between Hoteles Hesperia, S.A. and the major shareholder Grupo Inversor Hesperia, S.A., the total transaction volume in 2017 came to 8,969 (thousand) euros. The balance at 31 December 2017 resulting from said management agreement is contained in this report and comes to 2,191 (thousand) euros.

#### SECTION D.3.

See note D.2. where the shareholder Grupo Inversor Hesperia, S.A. which carries out significant operations with the Company is a Director of the Company at the same time.

#### SECTION G.3.

Although the General Shareholders' Meeting complied with the provisions of this Recommendation, it was the Chairman of the Appointments, Remuneration and Corporate Governance Committee (and not the Chairman of the Board) who provided this information.

This annual corporate governance report has been approved by the company's Board of Directors in its session on 28/02/2018.

Indicate whether an	v directors voted against	or abstained in relation t	o the approval of this report.
illulcate wiletilei ali	y un ectors voted against	or abstailled in relation t	o the approval of this report.

Yes	No X	



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Translation of a report originally issued in Spanish. In the event of a discrepancy, the Spanish-language version prevails.

AUDITORS' REPORT ON THE "INFORMATION RELATING TO THE SYSTEM OF INTERNAL CONTROL OVER FINANCIAL REPORTING (ICFR)" OF NH HOTEL GROUP, S.A. FOR THE FISCAL YEAR ENDED ON DECEMBER 31th, 2017

To the Directors of NH HOTEL GROUP, S.A.:

As requested by the Board of Directors of NH HOTEL GROUP, S.A. ("the Entity") and in accordance with our proposal-letter of January 22<sup>th</sup>, 2018, we have applied certain procedures to the accompanying "Information relating to the ICFR" of NH HOTEL GROUP, S.A. for the fiscal year ended on December 31<sup>th</sup>, 2017, which summarises the internal control procedures of the Entity in relation to its annual financial reporting.

The Board of Directors is responsible for adopting the appropriate measures in order to reasonably guarantee the implementation, maintenance and supervision of an adequate internal control system and for making improvements to that system and for preparing and establishing the content of the accompanying information relating to the ICFR system included in section F) of the accompanying Annual Corporate Governance Report (ACGR).

It should be noted in this regard, irrespective of the quality of the design and operational effectiveness of the internal control system adopted by the Entity in relation to its annual financial reporting, that the system can only permit reasonable, but not absolute, assurance in connection with the objectives pursued, due to the limitations inherent to any internal control system.

In the course of our audit work on the financial statements and pursuant to Technical Auditing Standards, the sole purpose of our assessment of the internal control of the Entity was to enable us to establish the scope, nature and timing of the audit procedures to be applied to the Entity's financial statements. Therefore, our assessment of internal control performed for the purposes of the aforementioned audit of financial statements was not sufficiently extensive to enable us to express a specific opinion on the effectiveness of the internal control over the regulated annual financial reporting.

For the purpose of issuing this report, we applied exclusively the specific procedures described below and indicated in the Guidelines on the Auditors' Report on the Information relating to the System of Internal Control over Financial Reporting of Listed Companies, published by the Spanish National Securities Market Commission on its website, which establishes the work to be performed, the minimum scope thereof and the content of this report. Since the work resulting from such procedures has, in any case, a reduced scope that is significantly less extensive than that of an audit or a review of the internal control system, we do not express an opinion on the effectiveness thereof, or on its design or operating effectiveness, in relation to the Entity's annual financial reporting for the fiscal year ended on December 31<sup>th</sup>, 2017 described in the accompanying information on the ICFR system. Therefore, had we applied procedures additional to those established in the aforementioned Guidelines or performed an audit or a review of the internal control over the regulated annual financial reporting, other matters or aspects might have been disclosed which would have been reported to you.

Also, since this special engagement does not constitute an audit of financial statements and is not subject to the consolidated Spanish audit law, we do not express an audit opinion in the terms provided for in that Law.

The procedures applied were as follows:

- Perusal and understanding of the information prepared by the Entity in relation to the ICFR system disclosure information included in the directors' report and assessment of whether this information addresses all the information required considering the minimum content described in section F, relating to the description of the ICFR system, of the ACGR form, as established in CNMV Circular 7/2015 of December 22<sup>nd</sup>, 2015, which amends CNMV Circular 5/2013 of June 12<sup>th</sup>, 2013.
- 2. Inquiries of personnel in charge of preparing the information detailed in point 1 above for the purpose of achieving: (i) familiarisation with the preparation process; (ii) obtainment of the information required in order to assess whether the terminology used is adapted to the definitions provided in the reference framework; (iii) obtainment of information on whether the aforementioned control procedures have been implemented and are in use at the Entity.
- 3. Review of the explanatory documents supporting the information detailed in point 1 above, including documents directly made available to those responsible for describing the ICFR systems. In this respect, the aforementioned documentation includes reports prepared by the Internal Audit Department, senior executives or other internal or external experts providing support functions to the Audit Committee.
- 4. Comparison of the information detailed in point 1 above with the knowledge on the Entity's ICFR obtained through the procedures applied during the financial statement audit work.
- 5. Reading of the minutes taken at meetings of the Board of Directors, Audit and Control Committee and other committees of the Entity to evaluate the consistency between the ICFR business transacted and the information detailed in point 1 above.
- 6. Obtainment of the representation letter in connection with the work performed, signed by those responsible for preparing and formulating the information detailed in point 1 above.

The procedures applied to the information relating to the ICFR system did not disclose any inconsistencies or incidents that might affect the information.

This report has been prepared exclusively in the context of the requirements of article 540 of Corporate Enterprises Act and by CNMV Circular 7/2015 of December 22<sup>nd</sup>, 2015, which amends CNMV Circular 5/2013 of June 12<sup>th</sup>, 2013, published by the Spanish National Securities Market Commission for the purposes of the description of the ICFR system in Annual Corporate Governance Reports.

DELOITTE, S.L.

Pilar Cerezo Sobrino

February 28th, 2018

# NH Hotel Group, S.A.

Financial Statements for the year ended 31 December 2017 and Directors' Report, together with Independent Auditor's Report

Translation of a report originally issued in Spanish based on our work performed in accordance with the audit regulations in force in Spain. In the event of a discrepancy, the Spanish-language version prevails.



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Translation of a report originally issued in Spanish based on our work performed in accordance with the audit regulations in force in Spain. In the event of a discrepancy, the Spanish-language version prevails.

# INDEPENDENT AUDITOR'S REPORT ON FINANCIAL STATEMENTS

To the Shareholders of NH Hotel Group, S.A.,

## **Report on the Financial Statements**

### Opinion

We have audited the financial statements of NH Hotel Group, S.A. (the Company), which comprise the balance sheet as at 31 December 2017, and the income statement, statement of changes in equity, cash flows statement and notes to the financial statements for the year then ended.

In our opinion, the accompanying financial statements present fairly, in all material respects, the equity and financial position of the Company as at 31 December 2017, and its results and its cash flows for the year then ended in accordance with the regulatory financial reporting framework applicable to the Company (identified in Note 2-a to the financial statements) and, in particular, with the accounting principles and rules contained therein.

### **Basis for Opinion**

We conducted our audit in accordance with the audit regulations in force in Spain. Our responsibilities under those regulations are further described in the *Auditor's Responsibilities* for the *Audit of the Financial Statements* section of our report.

We are independent of the Company in accordance with the ethical requirements, including those pertaining to independence, that are relevant to our audit of the financial statements in Spain pursuant to the audit regulations in force. In this regard, we have not provided any services other than those relating to the audit of financial statements and there have not been any situations or circumstances that, in accordance with the aforementioned audit regulations, might have affected the requisite independence in such a way as to compromise our independence.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgement, 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.

#### Recoverability of deferred tax assets

#### Description

The balance sheet as at 31 December 2017 includes deferred tax assets amounting to EUR 100 million, of which EUR 91 million relate to tax assets (mainly tax loss and tax credit carryforwards) of the Company.

At the end of the year the Company prepares financial models to assess the recoverability of the tax losses recognised, taking into consideration new legislative developments and the most recently approved business plans.

We identified this matter as key in our audit, since the preparation of these models requires a significant level of judgement, largely in connection with the projections of business performance, which affect the estimate of the recoverability of the tax assets.

#### Procedures applied in the audit

Our audit procedures included, among others, the review of the design and implementation of the relevant controls, as well as tests to verify that those controls operate effectively. the review of the aforementioned financial models, including the analysis of the consistency of the actual results obtained by the Company with the results projected in the previous year's models, the obtainment of evidence of the approval of the budgeted results included in the current year's models and the tax legislation applicable where the deferred tax assets are recognised, as well as the reasonableness of the projections for future years and the consistency of these projections with those used in other areas of estimation. such as those used in the assessment of impairment on financial investments relating to Group companies and associates or in the impairment test on hotel assets. We also involved our internal experts from the tax area in the analysis of the reasonableness of the tax assumptions considered on the basis of the applicable legislation.

Lastly, we assessed whether Note 14 to the accompanying financial statements contains the disclosures required in this connection by the regulatory financial reporting framework applicable to the Company.

#### Measurement of ownership interests in Group companies and associates

#### Description

The Company has ownership interests in the share capital of Group companies and associates that are not listed on regulated markets, as detailed in Note 8.2.

The measurement of these ownership interests requires the use of significant judgements and estimates by management, both in determining future cash flow discounting as the valuation method and in considering the key assumptions established.

As a result of the foregoing, as well as the significance of the investments held, which amounted to EUR 1,887 million at year-end and for which a net impairment loss of EUR 51 million was reversed in the statement of profit or loss for 2017, this situation was determined to be a key matter in our audit.

#### Procedures applied in the audit

Our audit procedures included, among others, obtaining and analysing the valuation studies conducted by Company management on the aforementioned ownership interests, and verifying the clerical accuracy thereof and the adequacy of the valuation method used in relation to the investment held. For this purpose, we analysed whether the future cash flow estimates considered in the analysis carried out were consistent with the budgets approved by the Board of Directors, and with external data and historical information on the investees.

In this context, we analysed the reasonableness of the main assumptions used (basically those relating to the estimated future cash flows, the terminal value and the discount rates) and whether they were consistent with the actual data relating to the performance of the ownership interests held, as well as other key assumptions considered (such as the revenue growth, the assumptions on gross margins, cost inflation and perpetuity growth rates) and with public data on the sectors in which the investees operate. We also considered the ability to distribute dividends based on historical information and existing agreements that do not preclude their distribution in the future, and performed a sensitivity analysis of the key assumptions identified.

We involved our internal valuation experts in order to evaluate, mainly, the discount rates considered and the terminal value, expressed in perpetuity growth terms, of the projected future cash flows. Lastly, we evaluated whether the disclosures included in Note 8.2 to the accompanying financial statements in connection with this matter are in conformity with those required by the applicable accounting regulations.

#### Impairment test on assets associated with the hotel activity

#### Description

As indicated in Note 18-a) to the financial statements, at 31 December 2017 the Company was carrying on its activity through hotel establishments that it operates and owns, or was receiving income from leasing hotel assets owned by it. The carrying amount of all the assets associated with the hotel activity -property, plant and equipment and intangible assets- amounted to EUR 163 million at 31 December 2017.

At the end of each reporting period, management performs an impairment test in order to determine the recoverable amount of the aforementioned assets. In order to calculate the recoverable amount of each cash-generating unit ("CGU"), Company management generally considers the calculation of the value in use of each of these units based on the estimate of future cash flows and applying specific growth rates and a specific discount rate

The valuation of the hotel assets is a key audit matter, since it requires the use of estimates with a significant degree of uncertainty. Specifically, the valuation method generally applied to hotel assets is the discounted cash flow method, which requires estimates to be made, inter alia, of:

- The future room rental revenue of each CGU (projected as the occupancy rate multiplied by the average price per room and by the total number of rooms available per year).
- The rest of the revenue projected as the average ratio of the room rental revenue to that revenue.
- Staff costs and other direct expenses associated with each CGU.
- The internal rate of return or opportunity cost used when discounting.

The residual value of the assets at the end of the projection period.

#### Procedures applied in the audit

We obtained the impairment test performed by management and, with the involvement of our Internal experts, our audit procedures included, among others:

- The review of the design and implementation of the relevant controls that mitigate the risks associated with the process to assess the potential impairment of the assets associated with the hotel activity, as well as tests to verify that the aforementioned controls operate effectively;
- The comparison of the consistency of the methodology used in 2017 with that of the previous year;
- The clerical review of the calculations;
- Based on a sample of assets, taken on a selective basis, the assessment of the reasonableness of the main assumptions applied in relation to room rental revenue, as well as the future investments and the comparison with objective publically available data;
- The analysis of the reasonableness of the discount rate used and review of the sensitivity analyses;
- A retrospective review, based on a sample of predictions with the objective of identifying bias in management's assumptions and the assessment of the historical achievement of the Company's budgets.

We also assessed whether the disclosures made by the Company in relation to these matters, which are included in Notes 4-c, 5 and 6 to the accompanying financial statements for 2017, contain the information required by the applicable accounting legislation.

## Other Information: Directors' Report

The other information comprises only the directors' report for 2017, the preparation of which is the responsibility of the Company's directors and which does not form part of the financial statements.

Our audit opinion on the financial statements does not cover the directors' report. Our responsibility relating to the directors' report is defined in the audit regulations in force, which establish two distinct levels of review:

- a) A specific level that applies to the non-financial information statement, as well as to certain information included in the Annual Corporate Governance Report, as defined in Article 35.2.b) of Spanish Audit Law 22/2015, which consists solely of checking that the aforementioned information has been provided in the directors' report and, if this is not the case, reporting this fact.
- b) A general level applicable to the other information included in the directors' report, which consists of evaluating and reporting on whether the aforementioned information is consistent with the financial statements, based on the knowledge of the entity obtained in the audit of those financial statements and excluding any information other than that obtained as evidence during the audit, as well as evaluating and reporting on whether the content and presentation of the directors' report are in conformity with the applicable regulations. If, based on the work we have performed, we conclude that there are material misstatements, we are required to report that fact.

Based on the work performed, as described above, we have checked that the specific information described in section a) above has been provided in the corporate responsibility report for 2017 to which a reference is included in the directors' report, and that the other information in the directors' report is consistent with that contained in the financial statements for 2017 and its content and presentation are in conformity with the applicable regulations.

# Responsibilities of the Directors and of the Audit Committee for the Financial Statements

The directors are responsible for preparing the accompanying financial statements so that they present fairly the Company's equity, financial position and results in accordance with the regulatory financial reporting framework applicable to the Company in Spain, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

The audit committee is responsible for overseeing the process involved in the preparation and presentation of the financial statements.

#### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the audit regulations in force in Spain 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 Appendix I to this auditor's report. This description, which comes later in this report, forms part of our auditor's report.

## Report on Other Legal and Regulatory Requirements

### Additional Report to the Audit Committee

The opinion expressed in this report is consistent with the content of our additional report to the Company's audit committee dated 27 February 2018.

## **Engagement Period**

The Annual General Meeting held on 29 June 2017 appointed us as auditors for a period of one year from the year ended 31 December 2016.

Previously, we were designated pursuant to a resolution of the General Meeting for the period of one year and have been auditing the financial statements uninterruptedly since the year ended 31 December 1993.

DELOITTE, S.L. Registered in ROAC under no. S0692

Pilar Cerezo Sobrino

Registered in ROAC under no. 16502

28 February 2018

# Appendix I to our auditor's report

Further to the information contained in our auditor's report, in this Appendix we include our responsibilities in relation to the audit of the financial statements.

### Auditor's Responsibilities for the Audit of the Financial Statements

As part of an audit in accordance with the audit regulations in force in Spain, we exercise professional judgement and maintain professional scepticism 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 entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the use by the directors 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 auditor's 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 auditor's 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.

We communicate with the entity's audit committee 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 the entity's audit committee with a statement that we have complied with relevant ethical requirements, including those regarding independence, and we have communicated with it to report on all matters that may reasonably be thought to jeopardise our independence, and where applicable, on the related safeguards.

From the matters communicated with the entity's audit committee, 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 auditor's report unless law or regulation precludes public disclosure about the matter.

Translation of 2017 Financial Statements and Management Report originally issued in Spanish and prepared in accordance with Spanish GAAP. In the event of a discrepancy, the Spanish-language version prevails (see Note 23).

# NH HOTEL GROUP, S.A.

# 2017 Annual Accounts

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# NH HOTEL GROUP. S.A.

# **2017 Annual Accounts**

# NH Hotel Group, S.A. BALANCE AT 31 DECEMBER 2017 AND 2016

(Thousands of euros)

		Г			ı		
ASSETS	Note	31/12/2017	31/12/2016	LIABILITIES AND SHAREHOLDERS' EQUITY	Note	31/12/2017	31/12/2016
	- 1011				- 1,010		
NON- CURRENT ASSETS:		2,223,024	2,186,439	FOULTY	Note 11	1,659,263	1,645,906
Intangible assets	Note 5	45,208		SHAREHOLDERS' EQUITY	11010 11	1,037,203	1,043,200
Tangible fixed assets	Note 6	117,710		Share capital		700,544	700,544
Non-current investments in Group companies and associates	Note 0	1.942.429		Share premium		706,601	706,601
Equity instruments	Note 8.2	1.886.517	1,834,465			491,835	477,432
Loans to companies	Note 17.1	55,912	55,912	Legal and statutory reserves		56,017	43,122
Non-current financial assets	Note 8.1	17.711		Other reserves		435,818	434.310
Deferred tax assets	Note 14	99,966	,	Prior vears' losses		(255,869)	(354,882)
Deterred tax assets	Note 14	33,300	100,901	Treasury shares and shareholdings		(39,250)	(39,983)
				Other equity instruments	Note 13.1	27,230	27,230
				Profit (Loss) for the year	Note 13.1	28,172	128,964
				1 tolit (Loss) for the year		20,172	120,704
				NON-CURRENT LIABILITIES		725,917	871,926
				Long-term provisions	Note 12	11,343	
				Other provisions	11000 12	11,343	
				Non-current payables		428,526	805,012
				Debt instruments and other marketable securities	Note 13.1	387,715	763,637
				Debts with credit institutions	Note 13.1	37,437	37,566
				Other financial liabilities	Note 13.3	3,374	3,809
				Long- term debts with group and associate companies	Note 17.1	279,972	48,079
				Deferred tax liabilities	Note 14	6,076	6,247
CURRENT ASSETS:		753,512	644,943				
Non-current assets classified as held for sale	Note 9						
- 10 10 10 10 10 10 10 10	Note 9	51,465	51,465	CATE DEDICATE TO A DATA AMERICA		501.356	212.550
Inventories		109	104	CURRENT LIABILITIES:	N	591,356	313,550
Trade and other receivables		12,203	12,151	Short-term provisions	Note 12	5,800	6,611
Trade accounts receivable for sales and services		7,466	2,389	Current payables	N 4 12 1	247,544	15,128
Sundry debtors		192	5,026	Debt instruments and other marketable securities	Note 13.1	246,195	2,233
Personnel	N7 4 44	-	82	Debts with credit institutions	Note 13.1	1,349	12,895
Current tax assets	Note 14	1,518		Short- term debts with group and associate companies	Note 17.1	289,496	
Other tax receivables	Note 14	3,027		Trade creditors and other accounts payable		48,516	
Current investments in Group companies and associates	Note 17.1	688,186	514,828	Suppliers		32,366	40,785
Short- term financial investments	Note 13.2	26		Other creditors		9,720	4,496
Short- term accruals	N 4 10	1,030	1,899	Personnel	N. 4.4	5,424	3,976
Cash and cash equivalents	Note 10	493		Other taxes payable	Note 14	1,006	
TOTAL ASSETS		2,976,536	2,831,382	TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES		2,976,536	2,831,382

The accompanying Notes 1 to 23 are an integral part of the balance sheet at 31 December 2017. The balance sheet at 31 December 2016 is presented for comparison purposes only.

# NH Hotel Group, S.A.

# **INCOME STATEMENT FOR 2017**

(Thousands of euros)

	Note	31/12/2017	31/12/2016
Revenues	Note 18	31,326	28,159
Sales	11010 10	29,738	26,730
Other Income	Note 17.2	1,588	1,429
Procurements	11000 1712	1,230	1,839
Work carried out by the company for its assets		2,854	5,403
Other operating income	Note 17.2	87,853	76,895
Non-core and other current operating income	1,000 1,02	87,853	76,895
Staff costs	Note 18.b	(38,186)	(41,949)
Wages, salaries and similar	1,000 1000	(32,538)	(36,744)
Social security contributions		(5,648)	(5,205)
Other operating expenses		(50,742)	(57,554)
External services	Note 18.c	(23,192)	(26,038)
Taxes	11010 1010	(1,987)	(1,761)
Losses on, impairment of and changes in allowances for trade receivables		68	(103)
Other current operating expenses		(25,631)	(29,652)
Depreciation and amortisation charge	Notes 5 & 6	(19,464)	(20,262)
Impairment and gains or losses on disposals of non-current assets		22,982	47,415
Impairments and other losses	Notes 5 & 6	95	(120)
Income from disposals and other	Note 6 and 18.e	22.887	47,535
1		,	.,
PROFIT/LOSS FROM OPERATIONS		37,853	39,946
Financial income		894	327
From investments in equity instruments			
- Third parties		-	27
From securities held for trading and other financial instruments			
- Third parties		894	300
Financial expenses		(59,660)	(50,638)
On debts to Group companies and associates	Note 17.2	(4,393)	(2,485)
On debts to third parties		(55,267)	(48,153)
Changes in fair value of financial instruments	Note 4.e	(7)	435
Exchange rate differences		493	302
Impairment and gains or losses on disposals of financial instruments	Note 8.2	51,375	145,194
FINANCIAL PROFIT/LOSS		(6,905)	95,620
PROFIT/LOSS BEFORE TAX		30,948	135,566
Income tax	Note 14	(2,776)	(6,602)
PROFIT/LOSS FOR THE YEAR FROM CONTINUING OPERATIONS		28,172	128,964

The accompanying Notes 1 to 23 are an integral part of the income statement for 2017. The income statement for 2016 is presented for comparison purposes only.

# NH Hotel Group, S.A. STATEMENT OF CHANGES IN EQUITY FOR 2017 A) STATEMENTS OF RECOGNISED INCOME AND EXPENSE

	Thousand	ls of euros
	2017	2016
PROFIT/LOSS AS PER INCOME STATEMENT (I)	28,172	128,964
TOTAL INCOME AND EXPENSE RECOGNISED DIRECTLY IN EQUITY (II)  TOTAL TRANSFERS TO PROFIT OR LOSS (III)		-
		-
TOTAL RECOGNISED INCOME AND EXPENSE (I+II+III)	28,172	128,964

The accompanying Notes 1 to 23 are an integral part of the statement of recognised income and expense for 2017. The statement of recognised income and expense for the year ended 31 December 2016 is presented for comparison purposes only.

#### NH HOTEL GROUP, S.A.

#### STATEMENTS OF CHANGES IN EQUITY FOR 2017 B) STATEMENTS OF CHANGES IN TOTAL EQUITY

(Thousands of euros)

	Equity							
	Share capital	Share premium	Reserves	Treasury shares and shareholdings	Prior years' profits (losses)	Profit (Loss) for the Year	Valuation adjustments	Total Shareholders' Equity
Balances at 31 December 2015	700,544	706,601	475,505	(37,561)	(265,810)	(89,072)	27,230	1,517,437
I. Total recognised income	-	-	-	-	-	128,964	-	128,964
II. Transactions with shareholders or owners	-	-	-	(2,422)	-	-	-	(2,422)
1. Transactions with treasury shares or shareholdings (net)	-	-	-	(2,422)	-	-	-	(2,422)
III. Other changes in equity	-	-	1,927	-	(89,072)	89,072	-	1,927
Transfers between equity items     Remuneration scheme in shares	-	-	1,927	-	(89,072)	89,072 -	-	- 1,927
Balances at 31 December 2016	700,544	706,601	477,432	(39,983)	(354,882)	128,964	27,230	1,645,906
I. Total recognised income	-	-	-	-	-	28,172	-	28,172
II. Transactions with shareholders or owners	-	-	-	-	-	(17,056)	-	(17,056)
1. Distribution of dividends (Note 11.a)	-	-	-	-	-	(17,056)	-	(17,056)
III. Other changes in equity	-	-	14,403	733	99,013	(111,908)	-	2,241
Transfers between equity items     Remuneration scheme in shares		-	12,895 1,508	733	99,013	(111,908)	-	2,241
Balances at 31 December 2017	700,544	706,601	491,835	(39,250)	(255,869)	28,172	27,230	1,659,263

The accompanying Notes 1 to 23 are an integral part of the statement of changes in total equity for the year 2017.

The statement of changes in equity for the year 2016 is presented for comparison only.

#### NH Hotel Group, S.A.

#### **CASH FLOW STATEMENT FOR 2017**

(Thousands of Euros)

	** .		
	Notes	2015	2017
A) CACH ELOW EDOM ODED L'EING A CENVIETES	to the report	2017	2016
A) CASH FLOW FROM OPERATING ACTIVITIES		20.040	125.5((
1. Profit (loss) before tax		30,948	135,566
2. Adjustments for:	N-4 5 9 6	3,664	(112,950)
a) Depreciation and amortisation charge (+)	Notes 5 & 6	19,464	20,262
b) Impairment losses (+/-)	Notes 5 & 6	(95)	120
c) Changes in provisions (+/-)	N-4- 10 -	(225)	9,792
d) Gains/Losses on derecognition and disposal of non-current assets (+/-)	Note 18.e Notes 8.2	(22,887)	(47,535)
e) Gains/Losses on derecognition and disposal of financial instruments (+/-)		(51,375)	(145,194)
f) Finance income (-)	Note 18.a	(2,482)	(1,756)
g) Finance costs (+)		59,660	50,638
h) Exchange rate differences (+/-)		(493)	(302)
i) Changes in the fair value of financial instruments (+/-)		7	(435)
j) Other income and expenses (-/+)		2,090	1,460
3. Changes in working capital		(5,536)	1,448
a) Inventories (+/-)		(5)	1 405
b) Trade and other receivables(+/-)		(3,515)	1,495
c) Other current assets (+/-)		2,780	(105)
d) Trade and other payables (+/-)		(3,578)	959
e) Other current liabilities (+/-)		(18)	(4)
f) Other non-current assets and liabilities (+/-)		(1,200)	(899)
4. Other cash flows from operating activities:		(48,230)	(31,770)
a) Interest paid (-)		(48,309)	(32,097)
b) Interest received (+)		79	1,756
5. Cash flows from investment activities (+/-1+/-2+/-3+/-4)		(19,155)	(7,706)
B) CASH FLOWS FROM INVESTMENT ACTIVITIES		(4== 0=0)	(4.50.054)
6. Payments due to investment		(175,050)	(159,071)
a) Group companies and associates		(160,930)	(131,164)
b) Tangible and intangible fixed assets		(14,120)	(27,907)
7. Proceeds from disposal (+):		24,044	51,668
a) Property, plant and equipment		24,044	50,961
b) Other financial assets		(151.000)	707
8. Cash flows from investment activities (7-6)		(151,006)	(107,403)
C) CASH FLOWS FROM FINANCING ACTIVITIES			(2.422)
9. Equity instruments receivables and (payables):		-	(2,422)
a) Purchase of treasury shares (-)		125 224	(2,422)
10. Proceeds and payments relating to financial liability instruments: a) Issue of		125,224	149,517
'			285,000
Obligations and other negotiable securities     Part homeonics (1)		-	· ·
2. Bank borrowings (+) 3. Porrowings from Group companies and associates.		271,975	1,200
Borrowings from Group companies and associates     By Redemption of		4/1,9/5	(16,410)
, ·	Note 13.1	(125,000)	(120,273)
Bank borrowings (-)     Debts with credit institutions (-)	Note 13.1 Note 13.1	(135,000)	` ' '
2. Debts with credit institutions (-)  11. Dividends paid out and other equity instruments retributions	11016 13.1	(11,751) (17,056)	(120.273)
a) Dividends (-)	Note 11		-
a) Dividends (-)  12. Cash flows from financing activities (+/-9+/-10+/-11)	Note 11	(17,056) <b>108,168</b>	147,095
D) EFFECT OF EXCHANGE RATE VARIATIONS			
E) NET INCREASE/DECREASE IN CASH AND CASH EQUIVALENTS (+/-5+/-8+/-12+/-D)		(66) (62,059)	302 32,288
Cash and cash equivalents at the start of the financial year  Cash and cash equivalents at end of year		62,552 493	30,264
Cash and Cash equivarents at end of year		493	62,552

The accompanying Notes 1 to 23 are an integral part of the cash flow statement for the year 2017. The cash flow statement for 2016 is presented for comparison only.

# REPORT ON THE ANNUAL ACCOUNTS OF NH HOTEL GROUP S.A. FOR THE YEAR ENDING 31 DECEMBER 2017

#### 1.-COMPANY PURPOSE

NH HOTEL GROUP, S.A. (hereinafter the Company) was incorporated as a public limited company in Spain on 23 December 1981 under the trade name "Material para Ferrocarriles y Construcciones, S.A.", which was subsequently changed to "Material y Construcciones, S.A." (MACOSA) and later to "Corporación Arco, S.A."

In 1992, Corporación Arco, S.A. took over Corporación Financiera Reunida, S.A. (COFIR), while at the same time adopting the trade name of the company taken over and amending its corporate purpose to the new activity of the Company, which focused on the management of its shareholding portfolio.

During the 1998 financial year, (COFIR) merged with Grupo Catalán, S.L. and its subsidiaries and Gestión NH, S.A. through the absorption of these companies by the former. Subsequently, Corporación Financiera Reunida, S.A. (COFIR) took over NH Hoteles, S.A., adopted its trade name and broadened its corporate purpose to allow for the direct performance of hotel activities, activities in which it had already been engaged indirectly through its subsidiaries.

Information on these mergers can be found in the financial statements of the years in which said transactions took place.

The General Shareholders' Meeting of 29 June 2014 agreed to change the company's name from "NH Hoteles, S.A." to "NH Hotel Group, S.A."

The Group entered into an agreement with Grupo Inversor Hesperia, S.A. (hereinafter "Hesperia") in 2009 to merge their respective hotel management businesses. As a result, the Group now manages certain hotels owned or operated by Hesperia. On 7 March 2017 a new agreement to manage 28 hotels was signed between NH Hotel Group, S.A. and Grupo Inversor Hesperia, S.A. ("GIHSA") for a 9-year period. This contract replaces and extends the previous one, signed in 2009 (see Note 19.3).

The Company is the head of a group of subsidiaries engaging in the same activities and that constitute, together with NH Hotel Group, S.A., the NH Hotel Group.

At the end of 2017, the Group was operating hotels in 31 countries, with 380 hotels and 58,926 rooms, of which around 74% are located in Spain, Germany, Italy and the Benelux countries.

NH Hotel Group, S.A. has its registered address in Madrid.

The consolidated financial statements for 2017 were drawn up by the directors of NH Hotel Group, S.A. at the Board meeting held on 28 February 2018, in accordance with the regulatory reporting framework applicable to the Group, as established in the Code of Commerce and all other Spanish corporate law, and in the International Financial Reporting Standards ("IFRS") adopted by the European Union in accordance with Regulation (EC) No. 1606/2002 of the European Parliament and in Law 62/2003, of 30 December, the Tax, Administrative, Labour and Social Security Measures Act, and as such give a true and fair presentation the Group's equity and financial position at 31 December 2017 and of the results of its operations, changes in equity and consolidated cash flows for the year then ended.

The consolidated financial statements for 2016 were approved by the shareholders at the Annual General Meeting held on 29 June 2017 and filed with the Companies Registry of Madrid.

The consolidated financial statements for 2017 of the Group and the entities that it comprises have not yet been approved by the shareholders at the respective Annual General Meetings or by the respective shareholders or sole shareholders. Nonetheless, the directors of the Parent Company believe that said financial statements will be approved without any significant changes.

Based on the contents of said consolidated financial statements, the total volume of equity, period profit, assets and consolidated sales amounted to EUR 1,152 million, EUR 35 million, EUR 2,472 million and EUR 1,546 million, respectively.

## 2.- BASIS OF PRESENTATION OF THE FINANCIAL STATEMENTS

#### a) Regulatory financial reporting framework applicable to the Company

These financial statements were prepared by the directors in accordance with the regulatory financial reporting framework applicable to the Company, which consists of:

- a) Spanish Commercial Code and all other Spanish corporate law.
- b) The General Accounting Plan approved by Royal Decree 1514/2007, which was amended by Royal Decree 602/2016, and its sector adaptations.
- c) The mandatory rules approved by the Spanish Accounting and Audit Institute in order to implement the General Accounting Plan and the relevant secondary legislation.
- d) The standards and circulars of the National Securities Commission.
- e) All other applicable Spanish accounting legislation.

#### b) True and fair presentation

These consolidated financial statements, which were obtained from the Company's accounting records, are presented in accordance with the regulatory financial reporting framework applicable thereto and, in particular, with the accounting principles and rules contained therein and, accordingly, provide a true and fair presentation of the Company's equity, financial position, results of operations and cash flows for 2017.

#### c) Non-obligatory accounting principles

No non-obligatory accounting principles were applied. Furthermore, the Company's directors formally prepared these consolidated financial statements by taking into account all the obligatory accounting principles and standards with a significant effect hereon. All obligatory accounting principles were applied.

## d) Key issues in relation to the measurement and estimation of uncertainty

In the preparation of these consolidated financial statements, estimates were made by the Company's directors in order to quantify certain assets, liabilities, income, expenses and obligations reported herein. These estimates relate basically to the following:

- The assessment of possible impairment losses on certain assets.
- The assumptions used in the actuarial calculation of liabilities for pensions and other undertakings made to the personnel.
- The useful life of the tangible and intangible assets.
- The market value of specific assets.
- The calculation of provisions.
- Recoverability of tax assets.

Although these estimates were made on the basis of the best information available at year-end 2017, events that take place in the future might make it necessary to change these estimates (upwards or downwards) in coming years. Changes in accounting estimates would be applied prospectively.

#### e) Comparative information

The information relating to 2016 contained in these notes to the consolidated financial statements is presented for the purposes of comparison with the information for 2017.

#### f) Grouping of items

Certain items in the consolidated balance sheet, consolidated income statement, consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated cash flow statement are grouped together to make them easier to understand; however, whenever the amounts involved are material, the information is broken down in the related notes to the consolidated financial statements.

#### g) Changing in accounting policies

In 2017 there were no significant changes in accounting policies with respect to those applied in 2016.

#### h) Correction of errors

In preparing the accompanying consolidated financial statements for 2017, no material errors were detected that would have made it necessary to restate the amounts included in the consolidated financial statements for 2016.

#### 3.- PROPOSED DISTRIBUTION OF PROFITS

The proposed distribution of profits for the year prepared by the Company's Directors and that will be submitted for approval by the Shareholders at the General Shareholders' Meeting is as follows (in thousands of euros):

	2017
To legal reserve	2,817
To distribution of dividends	25,355
Total	28,172

Additionally, the distribution of dividends in the amount of 8,731 thousand euros with a charge to voluntary reserves is proposed, increasing the estimated total dividend to approximately 34,086 thousand euros. Both amounts are derived from a maximum amount to be distributed: gross 0.10 euros per share for all outstanding shares). The final amount in euros to be distributed will be updated according to the number of outstanding shares at the date of the dividend's approval by the General Shareholders' Meeting.

## 4.- ACCOUNTING POLICIES

The main accounting policies used by the Company in preparing the financial statements for 2017, in accordance with the Spanish Generally Accepted Accounting Principles, were as follows:

#### a) Intangible assets

Intangible assets are considered to be any specifically identifiable non-monetary assets which have been acquired from third parties or developed by the Company. Only those whose cost can be estimated in an objective way and from which future economic profits are expected are recognised.

Any assets deemed to contribute indefinitely to the generation of profits are considered to have an indefinite useful life. The remaining intangible assets are considered to have a "finite useful life". All the Company's intangible assets are considered to have a "finite useful life".

Intangible assets with a finite useful life are amortised according to the straight-line method, applying annual amortisation percentages calculated according to the estimated years of useful life of the asset in question.

As a general rule, intangible assets are recognised initially at acquisition or production cost. They are subsequently measured at cost less the related accumulated amortisation and any impairment losses.

"Intangible Assets" in the accompanying balance sheet includes, essentially, the following:

- i) Usufruct Rights: this item reflects the right to operate Hotel NH Plaza de Armas in Seville, acquired in 1994, whose amortisation is recognised in the income statement over the 30-year term of the agreement at a rate which increases by 4% each year.
- ii) "Computer applications" include the costs incurred by the Company in the acquisition and development of various computer software programmes acquired by the different consolidated companies. Computer applications are amortised applying the straight-line method at 25% per year.

## b) Property, plant and equipment

Property, plant and equipment are initially recognised at acquisition cost and are subsequently reduced by the related accumulated depreciation and by any impairment losses recognised, as indicated in Note 4-c.

Property, plant and equipment upkeep and maintenance expenses are recognised on the income statement for the year in which they are incurred. However, the costs of improvements leading to increased capacity or efficiency or to a lengthening of the useful lives of the assets are capitalised.

For non-current assets that necessarily take a period of more than twelve months to get ready for their intended use, the capitalised costs include such borrowing costs as might have been incurred before the assets are ready for their intended use and which have been charged by the supplier or relate to loans or other funds borrowed specifically or generally directly attributable to the acquisition or production of the assets.

Goods and elements removed, whether due to modernisation or any other cause, are accounted for under the balances presented in the corresponding accounts of assets and accumulated depreciation.

The Company depreciates its property, plant and equipment using the straight-line method, distributing the cost of the assets over the following years of estimated useful life, as follows:

	Estimated years of
	useful life
Buildings	50
Plant and machinery	10 - 12
Other plant, fixtures and furniture	4 - 10
Other Fixed assets	4 - 5

These items are depreciated based on their estimated useful life or the remaining term of the lease, if this is less than the useful life.

The profit or loss resulting from the disposal or retirement of an asset is calculated as the difference between the profit on the sale and the book value of the asset, and is recognised in the income statement.

#### c) Impairment of intangible assets and property, plant and equipment

Each year the Company assesses the possible existence of losses in value requiring it to reduce the book value of its property, plant and equipment and intangible assets. Loss of value is deemed to exist when the recoverable value is below the asset book value.

The recoverable amount is determined as the value in use. Value in use is calculated based on estimated future cash flows, discounted at a discount rate after tax which reflects the current market value, in relation to the value of money and the specific risks associated with the asset over a five-year period, and a perpetual value, except in the case of leased hotels corresponding with the leasing period, for which a perpetual value is not considered.

As a general rule, the Company has defined each of the hotels it operates as cash-generating units, according to the real management of their operations.

The operating result for each CGU is obtained at the end of the year without taking non-recurring results (if any) or financial results into account.

Once the operating result is obtained for each CGU, the impairment test is performed for those in which there are indications of impairment. The Company considers a CGU to show signs of impairment if it meets the following conditions, among others: it has negative operating results and its business is stable (i.e., this does not apply to recently opened hotels until, usually, 3 years after they open).

Additionally, all the CGUs that have shown an impairment in previous years will be analysed individually and subjected to an impairment test.

Future cash flows are estimated based on the result for the year approved by the Company's directors, and the records of at least five previous years. The first projected year corresponds to the budget approved by the Board of Directors for the year after the year subjected to the impairment test. The projections for the following years are consistent with macroeconomic information from external sources of information, and the business knowledge of the Company's Operations Management.

A series of factors are considered by the Company's directors when drafting their projections:

- The estimated growth of GDP (Gross Domestic Product) for the next five years, published by the International Monetary Fund (IMF) in its report every October.
- Local management's knowledge of the local business/assets/situation of each CGU.
- Records of the previous results obtained by the CGUs.
- Investments in repositioning the CGUs.

These factors are reflected in the cash flows through the following working hypotheses used to obtain the projections:

- Income from accommodation is projected as the product of the occupancy percentage, the average daily rate (ADR) per room, and the total available rooms per year.
- The other revenues are projected based on the average of the relationship between the revenue from accommodation and those revenues.
- Staff costs are calculated based on the average staff costs with a growth in the inflation index (CPI).
- Tax costs are calculated based on the applicable tax rates.
- Direct costs are directly linked to each income source and are projected with an average ratio, while non-distributed costs are projected with the average ratio between them and direct costs.

For the calculation of the discount rate the Weighted Average Cost of Capital (WACC) methodology has been applied: Weighted Average Cost of Capital (WACC), as follows:

$$WACC = Ke*E/(E+D) + Kd*(1-T)*D/(E+D)$$

Where:

Ke: Cost of Equity

Kd: Cost of Financial Debt

E: Equity

D: Financial Debt

T: Tax Rate

The cost of equity (ke) uses the Capital Asset Pricing Model, or CAPM.

The main variables used to calculate the discount rate are as follows:

- Risk-free rate: using the average long-term interest rates of a 10-year bond over the last 12 months for each country, in the local currency.
- Market risk premium: defined as 6.7% (6% in 2016), based on market reports.
- Beta or systematic risk: Used as outside sources of information, this information is gathered from independent databases and concerns the ratio between the risk of companies and overall market risk. The re-leveraged beta coefficient has been estimated on the basis of 64% de-leveraged betas (70% in 2016), the debt structure of comparable companies (Debt / (Debt + Equity) of 31% (32% in 2016) and the corresponding tax rate in each country.
- Market value of debt, amounting to 8% (5% in 2016).
- Premium by size: based on recent expert reports.

The discount rate after tax applied by the Company for this purpose is 7.05%. Like the cash flows resulting from the impairment tests, the average discount rate was also calculated after tax. Meanwhile, the book value to which the value-in-use is compared does not include any deferred tax liabilities which could be associated with the assets.

The average discount rate before tax applied by the Company for this purpose is 8.77% (9% in 2016).

Using a post-tax discount rate and post-tax cash flows is consistent with the standards, as the estimated future cash flows will reflect assumptions that are consistent with the manner of determining the discount rate. In addition, the result of the post-tax flows updated at a post-tax discount rate would obtain the same result with respect to the impairment test if a pre-tax rate were used and, therefore, the impairment and reversion accounting records would be the same.

If the recoverable value of an asset is estimated to be less than its book value, the asset's book value is reduced to its recoverable amount, and the related write-down is recognised in the income statement.

If an impairment loss is subsequently reversed, the carrying amount of the asset is increased to the limit of the original value at which such asset was recognised before the loss of value was recognised.

Information on impairment losses detected in the financial year appears in Notes 5 and 6 of this Annual Report.

## d) Leases

Leases are classified as financial leases whenever the terms of the lease substantially transfer all the risks and rewards incidental to ownership of the leased asset to the lessee. All other leases are classified as operating leases.

The Company generally classifies all leases as operating leases. Whether a lease is financial or operating depends on the economic background and nature of the transaction, rather than the mere form of the lease agreement.

The arguments used to classify the leases as operative are as follows:

- The ownership of the asset is transferred to the lessor at the end of the lease;
- There is no option to acquire the asset at the end of the lease;
- The term of the lease does not exceed the economic life of the asset
- The present value of the minimum lease payments does not substantially cover the market value of the underlying asset;

- The duration of leases is always much shorter than the economic useful life of the underlying asset:
- In the event that it is decided to extend the duration of the lease, the terms of the new lease should be renegotiated;
- The group can unilaterally terminate the lease without a penalty being imposed as a consequence;
- The increases or decreases in the residual value of the underlying asset are not borne by the Group, but by the lessor.

Expenses resulting from operating leases are charged to income in the year in which they are incurred.

When the Company acts as the lessor, it recognises the income from operating leases using the straight-line method according to the terms of the agreements signed. These assets are recorded at the purchase price of the leased assets in the section "Tangible Fixed Assets" and amortised in line with the policies adopted for similar tangible assets for own use. When the Company is the lessee, the cost of leasing is charged to the income statement on a straight-line basis, with the resulting asset or liability recorded in the corresponding sections of the balance sheet.

#### e) Financial instruments

#### 1) Financial assets

The financial assets held by the Company are classified into the following categories:

- Loans and receivables: financial assets arising from the sale of goods or the rendering of services in the ordinary course of the Company's business, or financial assets which, not having commercial substance, are not equity instruments or derivatives, have fixed or determinable payments and are not traded in a two-way market.
- Investments in the equity of the Company's group companies, associates and jointly controlled entities: group companies are deemed to be those related to the Company as a result of a relationship of control and associates are companies over which the Company exercises significant influence. Jointly controlled entities include companies over which, by virtue of an agreement, the Company exercises joint control with one or more other partners.
- Financial assets held for sale These include debt securities and equity instruments of other companies that are not classified in any of the previous categories.
- Financial assets held for trading: those acquired with a view to disposing of them in the short term or those that are part of a portfolio where evidence exists of recent actions with this goal. This category also includes financial derivatives that are not finance guarantees (e.g. sureties) or those designated as hedging instruments.

## Initial measurement –

Financial assets are initially recognised at the fair value of the consideration given, plus any directly eligible transaction costs.

Subsequent measurement -

Loans and receivables are measured at amortised cost.

Investments in the Company's group companies, associates and interests in jointly controlled entities are measured at cost, net of any accumulated impairment losses, where appropriate. These losses are calculated as the difference between the carrying value of the investments and their recoverable amount. Recoverable amount is the higher of fair value less costs to sell and the present value of the future cash flows from the investment. Unless there is better evidence of the

recoverable amount, it is based on the value of the equity of the investee, adjusted by the amount of the unrealised gains existing at the date of measurement (including any goodwill).

Financial assets held for sale are measured at fair value and the gains and losses arising from changes in fair value are recognised in equity until the asset is disposed of or it is determined that it has become permanently impaired, at which time the cumulative gains or losses previously recognised in equity are recognised in the net profit or loss for the year.

Lastly, financial assets held for trading are valued at their fair value, registering the result of changes in fair value in the income statement.

At least at each reporting date, the Company tests financial assets not measured at fair value through profit or loss for impairment. Objective evidence of impairment is deemed to exist when the recoverable amount of the financial asset is lower than its carrying value. When this occurs, the impairment loss is recognised on the income statement.

In particular, in relation to valuation adjustments relating to trade and other receivables, the Company calculates the corresponding impairment losses, if any, by analysing these on a case-by-case basis and provisioning balances past due by more than 180 days.

The Company deregisters financial assets when they mature, or when the rights to the financial asset's cash flows have been transferred, along with the inherent risks and benefits of ownership.

Conversely, the Company does not derecognise financial assets and recognises a financial liability for an amount equal to the consideration received in the transfers of financial assets in which the risks and rewards inherent in its ownership are substantially all retained.

#### 2) Equity instruments

An equity instrument represents a residual interest in the assets of the Company after deducting all of its liabilities.

Equity instruments issued by the Company are recognised in equity as the proceeds received, net of issue costs.

Treasury shares acquired by the Company during the year are recognised at the value of the consideration paid and are deducted directly from equity. Gains and losses on the acquisition, sale, issue or retirement of treasury shares are recognised directly in equity and in no case are they recognised in profit or loss.

#### 3) Financial liabilities

Financial liabilities include accounts payable by the Company that have arisen from the purchase of goods or services in the normal course of the Company's business and those which, not having commercial substance, cannot be classed as derivative financial instruments.

Accounts payable are initially recognised at the fair value of the consideration received, adjusted by the directly attributable transaction costs. These liabilities are subsequently measured at amortised cost.

Debt issues are initially recognised at the fair value of the consideration received, less the costs directly attributable to the transaction. They are subsequently valued at their amortised cost using the effective interest rate method. Bonds with a maturity date greater than twelve months are classified under non-current liabilities, while those with a maturity date of less than twelve months are included in current liabilities.

Convertible bond issues are recognised at the time of their issue, distributing the fair value of the consideration received between their equity and liability components, assigning the residual value obtained after deducting the amount established separately for the liability component, from the fair value of these instruments as a whole, to the equity instrument. The value of any derivative

embedded in the compound financial instrument other than the equity component will be included in the liability component.

Loans received from banking institutions are recognised at the amount received, net of costs incurred in the transaction. They are subsequently valued at amortised cost. These transaction costs and financial expenses are recognised on an accrual basis in the income statement using the effective interest rate method, and their amount is added to liabilities to the extent to which they are not settled in the period they were produced.

## 4) Derivatives and hedge accounting

Derivatives used to hedge the risks to which the Company's operations are exposed, mainly exchange and interest rate risks, are valued at market value on the date they are contracted. Any subsequent changes in their market value are recognised as follows:

- In fair value hedges, the gains or losses arising on both the hedging instruments and the hedged items attributable to the type of risk being hedged are recognised directly in the income statement.
- For cash flow hedges, valuation differences in the effective part of the hedge elements are temporarily recognised in the equity item "Equity valuation adjustments" and not recognised as results until the losses or gains of the hedged element are recognised in profit or loss or until the hedged element matures. The ineffective part of the hedge is directly entered into the income statement.

Hedge accounting is interrupted when the hedging instrument expires or is sold or finalised or exercised, or when it no longer meets the hedge accounting criteria. At that time, any cumulative gain or loss corresponding to the hedging instrument that has been recognised in equity is kept there until the expected transaction is undertaken.

When the transaction covered by the hedge is not expected to take place, the net cumulative gains or losses recognised in equity are transferred to the profit or loss for the period. Any changes in the fair value of derivatives which fail to meet hedge accounting criteria are recognised in the income statement as they arise.

The derivatives involved in other financial instruments or in other important agreements are booked separately as derivatives only when their risks and characteristics are not closely related to those of the important agreement and as long as such important agreements are not valued at fair value through the recognition of any changes to fair value in the income statement.

Valuation techniques and assumptions applying to the measurement of fair value

The fair values of financial assets and liabilities are determined as follows:

- The fair value of financial assets and liabilities under standard terms and conditions which
  are traded in active liquid markets are based on market prices.
- The fair value of other financial assets and liabilities (excluding derivatives) is determined in accordance with generally accepted valuation models on the basis of cash flow discounting using the price of observable market transactions and contributor listings of similar instruments.
- In order to determine the fair value of interest rate derivatives, cash flow discounting is used based on the implicit flow determined by the interest rate curve according to market conditions. In order to determine the fair value of options, the Company uses the Black-Scholes valuation model and its variants, using for this purpose market volatilities for the strike and maturity prices of said options.

Any financial instruments valued after their initial recognition at fair value are classified as level 1 to 3 based on the extent to which fair value can be observed:

- Level 1: includes any instruments indexed to listed prices (without adjustment) of identical assets or liabilities in active markets.
- Level 2: includes any instruments indexed to other observable inputs (which are not the listed prices included under Level 1) for assets or liabilities, be it directly (i.e., prices) or indirectly (i.e., derived from prices).
- Level 3: includes any instruments indexed to valuation techniques, which include inputs for assets or liabilities that are not based on observable market data (unobservable inputs).

The change in fair value as of 31 December 2017 of these hedges has had a positive effect concerning the 2017 income statement of 7 thousand euros (435 thousand euros in 2016). At 31 December 2017, the Company had not contracted any exchange rate insurance.

These derivative instruments have not been treated as hedging instruments.

#### f) Inventories

Restaurant inventories are measured at the lower of acquisition cost or realisable value.

#### g) Foreign currency transactions

The Company's functional currency is the euro. Therefore, transactions in currencies other than the euro are deemed to be "foreign currency transactions" and are recognised by applying the exchange rates prevailing on the date of the transaction.

At the end of each reporting period, monetary assets and liabilities denominated in foreign currencies are translated to euros at the rates then prevailing. Any resulting gains or losses are recognised directly in the income statement in the year in which they arise.

#### h) Income tax

Tax expense (tax income) comprises current tax expense (current tax income) and deferred tax expense (deferred tax income).

The current income tax expense is the amount payable by the Company as a result of income tax settlements for a given year. Tax credits and other tax benefits, excluding tax withholdings and interim payments, and tax loss carryforwards from prior years effectively offset in the current year reduce the current income tax expense.

The deferred tax expense or income relates to the recognition and derecognition of deferred tax assets and liabilities. These include temporary differences measured as the amount expected to be payable or recoverable on differences between the carrying values of assets and liabilities and their tax bases, and tax loss and tax credit carryforwards. Said amounts are recognised by applying to the relevant temporary difference or credit the tax rate at which they are expected to be recovered or settled.

Deferred tax liabilities are recognised for all taxable temporary differences, except for those arising from the initial recognition of goodwill or of other assets and liabilities in a transaction that is not a business combination and affects neither accounting profit (loss) nor taxable profit (tax loss).

Deferred tax assets are recognised to the extent that it is considered likely that the Group will have taxable profits in the future against which the deferred tax assets can be utilised.

Deferred tax assets and liabilities arising from transactions charged or credited directly to equity are also recognised in equity.

The deferred tax assets recognised are reassessed at the end of each reporting period and the appropriate adjustments are made, according to the extent of doubts as to their future recoverability. Also, unrecognised deferred tax assets are reassessed at the end of each reporting period and are

recognised to the extent that it has become likely that they will be recovered through future taxable profits.

#### i) Income and expenses

Revenue and expenses are recognised on an accrual basis, i.e. when the actual flow of the related goods and services occurs, regardless of when the resulting monetary or financial flow arises. Revenue is measured at the fair value of the consideration received, net of discounts and taxes.

Revenue from sales and services rendered is also recognised by reference to the stage of completion of the transaction at the reporting date, provided the outcome of the transaction can be reliably estimated.

Interest income from financial assets is recognised using the effective interest method and dividend income is recognised when the shareholder's right to receive payment has been established. In any case, interest from financial assets accrued after the date of acquisition is recognised as income in the consolidated income statement.

## j) Provisions and contingencies

The consolidated financial statements include all the provisions with respect to which it is considered likely that the obligation will have to be settled. Contingent liabilities are not recognised in the consolidated financial statements but rather are disclosed, unless the possibility of an outflow in settlement is considered to be remote.

Provisions are measured at the present value of the best possible estimate of the amount required to settle or transfer the obligation, taking into account the information available on the event and its consequences. Where discounting is used, adjustments made to provisions are recognised as interest cost on an accrual basis.

The compensation to be received from a third party on settlement of the obligation is recognised as an asset, provided that there are no doubts that the reimbursement will take place, unless there is a legal relationship whereby a portion of the risk has been externalised as a result of which the Company is not liable; in this situation, the compensation will be taken into account for the purpose of estimating the amount of the related provision that should be recognised.

#### k) Termination benefits

Under current legislation and certain employment contracts, the Company is required to pay termination benefits to employees terminated under certain conditions. Therefore, termination benefits that can be reasonably quantified are recognised as an expense in the year in which the decision to terminate the employment relationship is taken.

At 31 December 2017 the Company recognised 4,055 thousand euros for this item (7,137 thousand euros for the previous year) (see Note 18-b).

#### l) Environmental assets and liabilities

Environmental assets are deemed to be assets used on a lasting basis in the Company's operations whose main purpose is to minimise environmental impact and protect and improve the environment, including the reduction or elimination of future pollution.

Because of their nature, the Company's business activities do not have a significant environmental impact.

## m) Obligations to employees

The Company has not established any supplementary pension plan to the social security system.

Collective agreements in the hotel industry, applicable to the Company in Spain, require a specific number of monthly salary payments to those employees who leave the company due to retirement, permanent disability or upon reaching a certain age and having a certain number of years of service and fulfilling certain pre-established requirements.

In this regard and in compliance with Royal Decree-Law 16/2005, the Company has outsourced its obligations concerning its employees' pension plans.

## n) Share-based remuneration schemes

These schemes, which may be paid in shares, are valued at the time of granting, using a financial method based on a binomial model which takes into consideration the strike price, volatility, the exercise period, the expected dividends, the risk-free interest rate and the assumptions made concerning the financial year.

The allocation of the aforementioned valuation to profit or loss is carried out under personnel expenses on a straight line basis over the period of time the employee is employed as a requirement for its exercise, and a balancing entry on the Balance Sheet under Reserves.

On each subsequent closing date, the Company reviews the estimates regarding the number of options expected to be exercisable, adjusting the equity figure if necessary.

## ñ) Transactions with related parties

The Company performs all its transactions with related parties on an arm's length basis. Also, the transfer prices are adequately supported and, therefore, the Company's directors consider that there are no material risks in this connection that might give rise to significant liabilities in the future.

#### o) Current/Non-current classification

Current assets are assets associated with the normal operating cycle, which in general is considered to be one year; other assets which are expected to mature, be disposed of or be realised within twelve months from the end of the reporting period; financial assets held for trading, except for financial derivatives that will be settled in a period exceeding one year; and cash and cash equivalents. Assets that do not meet these requirements are classified as non-current assets.

Similarly, current liabilities are liabilities associated with the normal operating cycle, financial liabilities held for trading, except for financial derivatives that will be settled in a period exceeding one year; and, in general, all obligations that will mature or be extinguished in the short term. All other liabilities are classified as non-current liabilities.

## p) Onerous contracts

The Company considers onerous contracts to be those in which the inevitable costs of fulfilling the obligations they entail exceed the economic benefits expected from them.

The Company follows the principle of recording a provision at the present value of the aforementioned difference between the costs and benefits of the contract, or the compensation foreseen for abandonment of the contract, if such is decided.

The methodology, assumptions and discount rates used to calculate any necessary provisions are applied in accordance with the criteria described in Note 4.c.

## q) Non-current assets classified as held for sale

Under the heading "Non-current assets classified as held for sale" the Company includes those assets whose book value is to be recovered through their sale and not through their continued use. This condition is considered to be met only when the sale is highly probable and the asset is available for immediate sale in its current state, and that the sale will be within one year from the date of classification.

Non-current assets classified as held for sale are valued at their historical cost, which in all cases is less than their fair value less selling expenses. For the measurement of fair value, the investment book value plus the amount of the existing unrealised gains of the assets owned by these companies, supported by valuations carried out by independent experts, have been taken into account.

#### r) Cash flow statements

The following terms with their corresponding explanation are used in the cash flow statements prepared using the indirect method:

- Cash flows: inflows and outflows of cash and cash equivalents, which are short-term, highly liquid investments that are subject to an insignificant risk of changes in value.
- Operating activities: the principal revenue-producing activities of the Company, and other activities that are not investing or financing activities.
- Investing activities: the acquisition and disposal of long-term assets and other investments not included in cash and cash equivalents.
- Financing activities: activities that result in changes in the size and composition of the equity and liabilities that are not operating activities.

#### 5.- INTANGIBLE ASSETS

The detail of the different items included in "Intangible Assets" and of the changes therein in 2017 and 2016 are as follows (in thousands of euros):

COST	Balance at 31/12/2016	Additions	Retirements	Assignments (Note 6)	Balance at 31/12/2017
Rights of use	32,176	100	_	(1)	32,275
Concessions, patents and trademarks	359	315	(71)	255	858
Software applications	116,374	9,648	(63,655)	1,581	63,948
	148,909	10,063	(63,726)	1,835	97,081
	170,505	10,003	(03,720)	1,033	77,001
ACCUMUATED AMORTISATION  Rights of use Concessions, patents and trademarks	(20,799) (102)	(1,363) (98)	2 71	9 (13)	(22,151) (142)
Software applications	(80,635)	(12,163)	63,216	2	(29,580)
	(101 526)	(12.624)	62 200	(2)	(51 972)
	(101,536)	(13,624)	63,289	(2)	(51,873)
Impairment	-	-	-	-	-
NET BOOK VALUE	47,373				45,208

	Balance at 31/12/2015	Additions	Retirements	Assignments (Note 6)	Balance at 31/12/2016
COST					
Rights of use	32,078	98	-	-	32,176
Concessions, patents and trademarks	146	213	-	-	359
Software applications	104,860	14,305	(2,856)	65	116,374
	137,084	14,616	(2,856)	65	148,909
ACCUMUATED AMORTISATION					
Rights of use	(19,430)	(1,369)	-	-	(20,799)
Concessions, patents and trademarks	(74)	(28)	-	-	(102)
Software applications	(71,595)	(10,762)	1,722	-	(80,635)
	(91,099)	(12,159)	1,722	-	(101,536)
Impairment	-	-	-	-	-
NET BOOK VALUE	45,985				47,373

The most significant additions in 2017 were those arising from investments made to develop the Company's computer applications.

The section "Usufruct Rights" recognises the total amount agreed by way of payment for the usufruct rights over the Hotel NH Plaza de Armas.

The derecognitions are mainly represented by withdrawals of software applications which were fully amortised at year-end and which will be replaced by new investments. At the end of 2017 and 2016, the Company had fully amortised intangible assets still in use, itemised as follows (in thousands of euros):

	Thousands of euros 2017 2016		
Usage rights, concessions, patents and brands	1,615	1,686	
Software applications	10,200	59,485	
Total	11,815	61,171	

## 6.- PROPERTY, PLANT & EQUIPMENT

The detail of the different items of "Intangible Assets" and of the changes therein in 2017 and 2016 are as follows (in thousands of euros):

	Balance at 31/12/2016	Additions	Retirements	Assignments (Note 5)	Balance at 31/12/201 7
COST					
Land and buildings	92,022	477	(327)	21	92,193
Plant and machinery	63,822	829	(2,278)	83	62,456
Other plant, fixtures and furniture	9,361	254	(3,978)	4,123	9,760
Other fixed assets and assets under construction	6,187	2,321	(80)	(6,066)	2,362
	171,392	3,881	(6,663)	(1,839)	166,771
ACCUMULATED AMORTISATION					
Buildings	(10,394)	(1,803)	82	(1)	(12,116)
Plant and machinery Other fixtures, tools,	(29,764)	(3,218)	2,006	-	(30,976)
furniture and other fixed assets	(8,774)	(819)	3,716	7	(5,870)
	(48,932)	(5,840)	5,804	6	(48,962)
Impairment	(370)	-	271	-	(99)
NET BOOK VALUE	122,090				117,710

	Balance at 31/12/2015	Additions	Retirements	Transfers	Balance at 31/12/2016
COST					
Land and buildings	93,900	1,064	(5,448)	2,506	92,022
Plant and machinery	60,855	3,958	(3,038)	2,047	63,822
Other plant, fixtures and furniture Other fixed assets and assets	8,567	783	(126)	137	9,361
under construction	8,416	2,530	(4)	(4,755)	6,187
	171,738	8,335	(8,616)	(65)	171,392
ACCUMULATED AMORTISATION					
Buildings	(10,384)	(1,740)	1,730	-	(10,394)
Plant and machinery	(25,562)	(5,621)	1,419	-	(29,764)
Other plant, fixtures and furniture Other fixed assets and assets	(4,740)	(671)	125	-	(5,286)
under construction	(3,421)	(71)	4	-	(3,488)
	(44,107)	(8,103)	3,278	-	(48,932)
Impairment	(250)	(176)	56	-	(370)
NET BOOK VALUE	127,381			Γ	122,090

The year's most significant additions relate to investments related to renovations of certain hotels, notably the NH Barcelona Calderón and the NH Madrid Nacional.

Additionally, disposals of tangible and intangible assets have been made during the year, recording a net capital gain of 22,887 thousand euros.

At the end of 2017 and 2016, the Company had fully depreciated items of property, plant and equipment still in use, itemised as follows:

	Thousand	s of euros	
	2017 2016		
Plant and machinery	14,514	13,828	
Other fixtures, tools, furniture and others	3,499	6,737	
Total	18,013	20,565	

The heading related to Land and Buildings includes Land corresponding to 52,457 thousand euros (52,647 thousand euros in 2016). The reduction in the amount of Plant and machinery is due to their repositioning.

The Company has taken out insurance policies to cover the possible risks to which the different elements of its property, plant and equipment are subject and the claims that may be filed against it for conducting

its business activities. It is understood that such policies sufficiently cover the risks to which the Company is exposed.

At 31 December 2017, there is 104 thousand euros in commitments for the purchase of fixed assets.

#### 7. LEASES

At 31 December 2017 and 2016, the Company had contracted with lessors for the following minimum lease payments, based on the leases currently in force, without taking into account the charging of common expenses, future increases in the CPI or future contractual lease payment reviews:

	Actual value			
Thousands of euros	2017	2016		
Less than one year	6,791	6,011		
Between two and five years	21,783	19,114		
More than five years	9,898	12,039		
Total	38,472	37,164		

The current value of the rental payments has been calculated by applying a discount rate in keeping with the Company's weighted average cost of capital and includes the commitments which the Company estimates will have to be met in the future to guarantee a minimum return from hotels operated under a management agreement.

The operating lease payments recognised as an expense in the years ended 2017 and 2016 came to 4,591 thousand euros and 4,521 thousand euros respectively, almost entirely consisting of the hotel lease payments (see Note 18-c).

The term of the operating leases arranged by the Company ranges from 5 to 15 years. Also, the rental income from said leases consists of a fixed amount tied to the CPI index which is reviewed annually.

#### 8.- FINANCIAL INVESTMENTS

#### 8.1- Non-current financial assets

The breakdown of this item at 31 December 2017 and 2016 is as follows:

	Thousands of		
	euros		
	2017	2016	
Other collection rights	16,395	16,395	
Guarantees	1,310	1,237	
Others	6	6	
Total	17,711	17,638	

The "Other collection rights" heading reflects the claim filed against the insurance company that underwrote the ten- year construction insurance. The amount claimed corresponds to the repairs made and pending in a housing development. This claim was left out of the 2014 sale agreement for Sotogrande, S.A., the company which first presented the claim. Likewise, the accounts receivable reflect the deferred payment for the sale of 15 business units of another real-estate development which was also excluded from the Sotogrande, S.A. sale agreement.

## 8.2- Group companies, jointly-controlled entities and associates

The most significant information in relation to Group companies, jointly controlled entities and associates at year-end 2017 and 2016 is as follows:

		2017 - Thousands of euros					
Company/ Registered address /Activity	Direct shareholding	Share capital	Profit (Loss)	Other equity items	Total Shareholders' Equity	Cost	Provision
NH Italia, S.p.A./Valdagno/Hotelera (**)	5%	233,847	18,596	166,479	418,922	300,209	-
NH Europa, S.A./Madrid/Holding (**)	100%	100,743	(5,104)	751,378	847,018	973,359	-
Latinoamericana De Gestion Hotelera, S.A./Madrid/Holding (*)	100%	104,036	3,567	10,982	118,585	179,217	(8,664)
NH Hoteles España, S.A./Madrid/Hotelera(**)	100%	177,059	24,885	(42,947)	158,997	351,086	-
NH Central Reservation Office, S.L/Madrid/Call Center(**)	100%	7,700	(1,134)	1,804	8,370	31,675	(26,249)
NH Finance, S.A./Luxemburg/Financing(**)	99%	12,032	5,846	74,049	91,927	80,508	-
Beijing NH Grand China Hotel Management Co, Ltd (*)	50%	8,950	(1,533)	(3,057)	4,360	4,421	-
Others						955	-
Total						1,921,430	(34,913)

<sup>(\*)</sup> Unaudited companies

<sup>(\*\*)</sup> Unaudited data

		2016 - Thousands of euros					
Company/ Registered address /Activity	Direct shareholding	Share capital	Profit (Loss)	Other equity items	Total Shareholders' Equity	Cost	Provision
NH Italia, S.p.A./Valdagno/Hotelera (**)	5%	233,847	16,772	148,761	399,380	300,133	-
NH Europa, S.A./Madrid/Holding (**)	100%	100,743	(7,966)	759,345	852,122	973,359	-
Latinoamericana De Gestion Hotelera, S.A./Madrid/Holding (*)	100%	104,036	14,157	(3,175)	115,018	179,217	(61,174)
NH Hoteles España, S.A./Madrid/Hotelera(**)	100%	177,059	12,304	(54,506)	134,857	350,857	-
NH Central Reservation Office, S.L/Madrid/Call Center(**)	100%	7,700	(491)	2,271	9,480	31,652	(25,115)
NH Finance, S.A./Luxemburg/Financing(**)	99%	12,032	2,611	71,438	86,081	80,508	-
Beijing NH Grand China Hotel Management Co, Ltd (*)	50%	8,950	(1,371)	(1,333)	6,246	4,421	-
Others						607	-
Total						1,920,754	(86,289)

<sup>(\*)</sup> Unaudited companies (\*\*) Unaudited data

The changes in "Investments in Group Companies" in 2017 are as follows (in thousands of euros):

	Cost				Provision				Net
	Balance at			Balance at	Balance at			Balance at	Balance at
Company/ Registered address /Activity	31/12/2016	Additions	Retirements	31/12/2017	31/12/2016	Additions	Reversals	31/12/2017	31/12/2017
NH Italia, S.p.A./Valdagno/Hotelera	300,133	76	-	300,209	-	-	-	-	300,209
NH Finance, S.A./Luxemburg/Financing	80,508	-	-	80,508	-	-	-	-	80,508
NH Europa, S.L./Barcelona/Holding	973,359	-	-	973,359	-	-	-	-	973,359
Latinoamericana De Gestion Hotelera, S.A./Madrid/Holding	179,217	-	-	179,217	(61,174)	-	52,510	(8,664)	170,553
NH Hoteles España, S.L./Barcelona/Hospitality	350,857	229	-	351,086	-	-	-	-	351,086
NH Central Reservation Office, S.L/Madrid/Call Center	31,652	23	-	31,675	(25,115)	(1,134)	-	(26,249)	5,426
Beijing NH Grand China Hotel Management Co, Ltd/China/Hotelera	4,421	-	-	4,421	-	-	-	-	4,421
Others	607	395	(47)	955	-	-	-	-	955
Total	1,920,754	723	(47)	1,921,430	(86,289)	(1,134)	52,510	(34,913)	1,886,517

The changes in "Investments in Group Companies" in 2016 are as follows (in thousands of euros):

	Cost				Provision				Net
Company/ Registered address /Activity	Balance at 31/12/2015	Additions	Retirements	Balance at 31/12/2016	Balance at 31/12/2015	Additions	Reversals	Balance at 31/12/2016	Balance at 31/12/2016
NH Italia, S.p.A./Valdagno/Hotelera	300,054	79	-	300,133	-	-	-	-	300,133
NH Finance, S.A./Luxemburg/Financing	80,508	-	-	80,508	-	-	-	-	80,508
NH Europa, S.L./Barcelona/Holding	973,359	-	-	973,359	-	-	-	-	973,359
Latinoamericana De Gestion Hotelera, S.A./Madrid/Holding	179,217	-	-	179,217	(120,563)	-	59,389	(61,174)	118,043
NH Hoteles España, S.L./Barcelona/Hospitality	350,743	114	-	350,857	(43,748)	-	43,748	-	350,857
NH Central Reservation Office, S.L/Madrid/Call Center	31,645	7	-	31,652	(24,626)	(489)	-	(25,115)	6,537
Fast Good Península Ibérica, S.L./Madrid/Dormant	803	-	(803)	-	(803)	-	803	-	-
Inversiones y Gestores Asociados, S.A./Madrid/Holding	3,094	-	(3,094)	-	(2,994)	-	2,994	-	-
Grupo Financiero de Intermediación/Madrid/Holding	361	-	(361)	-	(361)	-	361	-	-
Beijing NH Grand China Hotel Management Co,									
Ltd/China/Hotelera	273	4,148	-	4,421	-	-	-	-	4,421
Others	403	267	(63)	607	(11)	-	11	-	607
Total	1,920,460	4,615	(4,321)	1,920,754	(193,106)	(489)	107,306	(86,289)	1,834,465

# 9.- NON-CURRENT ASSETS HELD FOR SALE, LIABILITIES LINKED TO NON-CURRENT ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS

In accordance with the 9th Regulation on Registration and Valuation of the General Accounting Plan on "Non-current assets held for sale" (see Note 4.q), non-strategic assets which, pursuant to the Strategic Plan, are undergoing divestment with committed sales plans, were registered.

On 28 December 2016, the Company acquired 50% of the inactive company Capredo Investments Gmbh for 3,190 thousand euros, of which 3,150 thousand euros is still outstanding (see Note 13.3).

During 2017, there were no significant movements.

The significant data in relation to these assets at 31 December 2017 is as follows:

		Thousands of euros					
				Other	Total		
	Direct	Share	Profit	equity	Shareholders'		
Company	shareholding	capital	(Loss)	items	Equity	Cost	
Sotocaribe, S.L.	35,5%	61,082	872	100,421	162,375	42,399	
Capredo Investments GmbH	100%	40	320	16,777	17,137	9,066	
Total						51,465	

## 10.- CASH AND CASH EQUIVALENTS

"Cash and Cash Equivalents" largely includes the Company's cash position, loans granted and bank deposits maturing in three months or less. The average interest rate obtained by the Company for its cash and cash equivalents balances in 2017 and 2016 was a Euribor-tied variable rate. These assets are recognised at their fair value.

There are no restrictions on how cash may be used.

As a result of the enactment of Royal Decree 1558/2012 of 15 November, of Article 42 bis of Royal Decree 1065/2007 of 27 July, approving the General Regulations on tax management, inspection and procedures, and implementing the common rules of the procedures for applying taxes, which establishes certain reporting obligations with regard to overseas assets and rights, among others, it is disclosed that some members of the NH Hotel Group S.A. Board of Directors have the right, as representatives or authorised officials, to dispose of bank accounts located abroad, which are in the name of Group companies. The reason certain Board members have the right to dispose of overseas bank accounts is that they are directors or board members of said subsidiaries.

NH Hotel Group S.A. holds other accounting documents, namely the consolidated annual accounts, from which sufficient data can be extracted in relation to the aforementioned accounts.

### 11.- EQUITY

#### a) Registered share capital

NH Hotel Group, S.A. share capital at the end of 2017 comprised 350,271,788 fully subscribed and paid up bearer shares with a par value of  $\[mathebox{\ensuremath{$\epsilon$}}\]$ 2 each. All these shares carry identical voting and economic rights and are traded on the Continuous Market of the Spanish Stock Exchanges.

According to the latest notifications received by the Company and the notices given to the National Securities Market Commission before the end of every financial year, the shareholders with shareholdings above 3% at 31 December 2017 and 2016 were as follows:

	2017	2016
HNA Group Co Limited	29.35%*	29.50%
Oceanwood Capital Management LLP	12.06%	11.97%
Hesperia Group	9.27%**	9.27%

Although in the CNMV Records it is recorded that the shareholding of Grupo HNA in NH is 29.50% at 31 December 2017, Grupo HNA reported a decrease to 29.35% in its shareholding in NH to the CNMV on 27 February 2017. In addition, on 3 November 2017, Grupo HNA notified the CNMV of the signing of a sales contract and repurchase agreement through which it would transfer NH shares representing approximately 1.14% of the share capital. Depending on whether the sale has been formalised and the terms and conditions of it, Grupo HNA's shareholding in NH could reach 28.20% of the share capital. Finally, on 19 January 2018, it notified the CNMV of the engagement to review its shareholding in NH, including identify potential buyers of its shareholding.

\*\* The shareholding of Grupo Hesperia consists of the direct shareholding held by Grupo Inversor Hesperia, S.A. (9.10%) and Eurofondo (0.17%).

At year-end 2017 and 2016, the members of the Board of Directors were the holders or proxies of shareholdings representing approximately 21.38% and 21.28% of the share capital, respectively.

On 29 June 2017, the General Shareholders' Meeting approved the distribution of a dividend at 5 cents per outstanding share, charged to 2016 profits. The total amount of dividends paid in 2017 amounted to 17 million euros.

#### b) Share premium

The balance of the "Share Premium" account arose as a result of the capital increases carried out by the Company.

The Consolidated Spanish Public Limited Liability Companies Act expressly permits the use of the share premium account balance to increase capital in the entities for which it is recognised and does not establish any specific restrictions as to its use.

#### c) Legal reserve

Under the Consolidated Spanish Limited Liability Companies Act, the Company must transfer 10% of net profit for each year to the legal reserve until the balance of this reserve reaches at least 20% of its share capital. The legal reserve may be used to increase capital provided the remaining balance does not fall below 10% of the increased capital amount. Otherwise, until the legal reserve exceeds 20% of share capital, it can only be used to offset losses, provided that sufficient other reserves are not available for this purpose.

At 31 December 2017 and 2016, the company's legal reserve was not fully constituted.

## d) Restricted reserve

Reserves totalling 39,250 thousand euros at 31 December 2017 (39,983 thousand euros at 31 December 2016) could not be distributed, as this figure corresponds to own shares.

## e) Treasury shares and shareholdings

At the end of the year, NH Hotel Group, S.A. had 9,416,368 treasury shares on its balance sheet, whose main composition and movements are broken down as follows:

 Securities loan linked to the convertible bond issue dated 8 November 2013. On 4 November 2013, the Spanish National Securities Market Commission (CNMV) was notified of the loan of 9,000,000 of own shares to the three financial institutions involved in the placement of the convertible debentures or debentures exchangeable for shares of NH Hotel Group S.A. amounting to 250 million euros. The purpose of this loan was to allow said financial entities to offer the shares to subscribers to the convertible debentures requesting them (see Note 13).

At 31 December 2017, the financial entities have returned 7,615,527 of those 9,000,000 shares, which are thus now held by NH Hotel Group, S.A. but which according to the terms of securities lending, continue to be available to the financial entities, who can borrow them at any time, until the convertible debentures are cancelled or amortised.

- In August 2016, the Company purchased 600,000 treasury shares.
- In in first half of 2017, the first cycle of the long-term incentive plan was settled corresponding to the year ended 31 December 2016. This plan was settled in March, April and July with the delivery of 183,632 shares valued at 733 thousand euros on the settlement date.

## 12.- PROVISION FOR CONTINGENCIES AND CHARGES

The detail of "Provisions for Contingencies and Charges" as at 31 December 2017 and 2016 is as follows:

	Thousand	s of euros
	2017	2016
Provisions for contingencies and extraordinary costs:		
Provision for pensions and similar obligations	306	352
Provision for liabilities	11,037	12,227
Provision for onerous contracts	-	9
	11,343	12,588
Provisions for contingencies and current expenses:		
Provision for onerous contracts	-	11
Provision for restructuring	5,800	6,600
	5,800	6,611

#### **Provision for liabilities**

In 2017, the long-term "Provision for liabilities" account includes provisions for litigation and risks which the Company considers probable. No decision on these claims is expected in the short term.

The amount recognised over the short term corresponds to restructuring and possible termination benefits for the dissolution of a service contract which is under discussion.

## 13. CURRENT AND NON-CURRENT PAYABLES

#### 13.1 Debt instruments and Debts with credit institutions

The balances of the "Bonds and other negotiable securities" and "Debts with credit institutions" items at 31 December 2017 and 2016 were as follows:

	Thousands of euros				
	20	17	20	16	
	Long-term Short-term		Long-term	Short-term	
Convertible bonds	-	244,606	238,724	-	
Guaranteed senior bonds maturing in 2019	-	-	250,000	-	
Guaranteed senior bonds maturing in 2023	400,000	-	285,000	-	
Borrowing costs	-	5,125	-	6,248	
Arrangement expenses	(12,285)	(3,536)	(10,087)	(4,015)	
Debt instruments and other marketable securities	387,715	246,195	763,637	2,233	
Unsecured loans	-	-	-	6,200	
Subordinated loan	40,000	-	40,000	-	
Credit lines	-	2,008	-	7,559	
Arrangement expenses	(2,563)	(799)	(2,434)	(1,015)	
Borrowing costs		140		151	
Debts with credit institutions	37,437	1,349	37,566	12,895	
Total	425,152	247,544	801,203	15,128	

The current fair value of the convertible bonds, bearing in mind the implicit cost until maturity of bonds issued during 2017, would mean such bonds amounting to 242 million euros (224 million euros in 2016). With regard to financial liabilities tied to a variable interest rate, because of their variable configuration, their fair value does not differ from their book value.

#### Convertible bonds

On 31 October 2013, the Company placed convertible bonds among institutional investors amounting to 250,000 thousand euros, with the following features:

Amount of the issue	€250,000,000
Nominal value of the bond	€100,000
Maturity	5
Rank of debt	Unguaranteed senior
Issue price	100%
Coupon	4%
Exchange price	4.919 euros
Conversion premium	30%
Redemption price	100%
Maximum number of shares to issue	50,823,338

Under certain circumstances, at the request of the bondholder or Company, this instrument may be redeemed or converted early.

This transaction is considered an instrument comprising liabilities and equity, with the equity at the time of issuance worth 27,230 thousand euros.

As is commonplace for this type of issue, and in order to enhance the liquidity of the instrument on the secondary market, NH Hotel Group, S.A. signed a security loan agreement with the placing entities for up to 9,000,000 treasury shares. This loan bears interest at 0.5% and was drawn to the extent of 1,384,473 shares at 31 December 2017 (see Note 11).

As the maturity of the convertible bonds will occur on 31 October 2018, the Group has reclassified all debt associated with the "Bonds and other convertible securities" item of current liabilities at 31 December 2017.

In this regard, the directors of the Company consider there being no doubt as to the Company being able to meet the payment of the debt at maturity both due to the expectation of generating positive cash flows

during the year and the fact that, as indicated in the section "guaranteed syndicated credit line" of this Note, the Company has a credit line of 250 million euros and a final maturity on 29 September 2021 which, at 31 December 2017, is available in full.

#### Secured senior bonds maturing in 2019

On 30 October 2013, the Company placed guaranteed convertible senior bonds for a nominal value of 250,000 thousand euros, maturing in 2019. The nominal yearly interest rate for said issuance of notes is 6.875%. At 31 December 2017, these bonds are fully cancelled through early amortisation or refinancing (see section "Refinancing 2017").

## Secured senior bonds maturing in 2023

On 23 September 2016, the Company placed guaranteed convertible senior bonds for a nominal value of 285,000 thousand euros, maturing in 2023. The nominal yearly interest rate for said issuance of notes is 3.75%. On 4 April 2017, the Company issued an extension of guaranteed senior bonds maturing in 2023 for a nominal amount of 115,000 thousand euros with an implicit cost until maturity of 3.17%. The outstanding nominal amount at 31 December 2017 is 400,000 thousand euros (see section "Refinancing 2017").

#### Refinancing 2017

As indicated in the section "Guaranteed senior notes maturing in 2019", at the beginning of the year the Group owed 250,000 thousand of bonds to their holders which have been fully refinanced or amortised in full throughout 2017

In this regard, in April 2017, the Company issued an extension of guaranteed senior notes maturing in 2023 for a nominal amount of 115,000 thousand euros with an implicit cost until maturity of 3.17%. This extension led to the conversion of 121,505 thousand euros in guaranteed senior notes maturing in 2019 with an annual nominal interest of 6.875%, after having the aforementioned 121,505 thousand euros acquired by the Deutsche Bank branch in London on this date, the Company reached the following milestones corresponding to the accrued and unpaid coupon and premium for the repurchase offer:

- Conversion of the nominal amount of 121,505 thousand euros of guaranteed senior note maturing in 2019 into a new one of 115,000 thousand euros with the same conditions as the guaranteed senior notes maturing in 2023.
- Payment of unpaid accrued interest and other interest: 3,225 thousand euros
- Payment of the amount of the repurchase premium: 9,599 thousand euros

In relation to the conversion of the notes, the Directors of the Company consider that all the qualitative and quantitative criteria have been met (mainly, that the current value of the cash flows discounted under the new terms, including any commission paid net of any commission received, and discounting using the original effective interest rate, differs by less than 10% from the discounted present value of the cash flows which still remained of the syndicated notes maturing in 2019), for their accounting recognition, in accordance to their interpretation of the standard, that the new notes maturing in 2023 and amount of 115 million euros, do not differ significantly from those cancelled for the amount of 121,505 thousand euros maturing in 2019. Therefore, the new notes maturing in 2023 are reduced by the arrangement expenses pending of the redeemed obligations maturing in 2023, as well as the new arrangement expenses incurred which could be registered as such.

In May 2017, the Company voluntarily amortised, by paying the applicable premium, 28,495 thousand euros of the guaranteed senior notes maturing in 2019 with an annual nominal interest rate of 6.875%. The payments made for the repurchase were broken down as follows:

- Nominal paid in advance: 28,495 thousand euros
- Unpaid accrued interest and other interest: 920 thousand euros
- Amount of the repurchase premium: 2,068 thousand euros

Finally, in November 2017, the Company voluntarily amortised, by paying the applicable premium to the remaining 100,000 thousand euros of the guaranteed senior notes maturing in 2019 with an annual nominal interest rate of 6.875%. The payments made for the repurchase are broken down as follows:

- Nominal paid in advance: 100,000 thousand euros
- Unpaid accrued interest and other interest: 286 thousand euros
- Amount of the repurchase premium: 3,438 thousand euros

As a result of the aforementioned three amortisations, the guaranteed senior notes maturing in 2019 have been fully refinanced or cancelled early in full.

#### **Secured credit line**

On 22 September 2016, the Company and NH Finance, S.A. entered into a revolving business credit with credit institutions amounting to 250,000 thousand euros ("syndicated credit line") with a maturity of three years, extendable to five years at the time of the refinancing of the guaranteed "senior" notes maturing in 2019. As a consequence of the refinancing and early payments of the guaranteed senior notes maturing in 2019 which took place in 2017, the maturity date of said financing has been extended to 29 September 2021. At 31 December 2017, this financing was not available in full.

# Obligations required in the guaranteed senior note indentures maturing in 2023 and in the syndicated credit line

The senior notes maturing in 2023 and the syndicated credit line require the fulfilment of a series of obligations and limitations of essentially homogeneous content as regards the assumption of additional borrowing or provision of guarantees in favour of third parties, the granting of real guarantees on assets, the sale of assets, investments that are permitted, restricted payments (including the distribution of dividends to shareholders), transactions between related parties, corporate transactions and disclosure obligations. These obligations are detailed in the issue prospectus for the aforementioned notes, as well as in the credit agreement of the syndicated credit line. In addition, the syndicated credit line requires compliance with financial ratios; in particular (i) an interest coverage ratio of  $\geq 2.00x$ , (ii) a debt coverage ratio of  $\leq 5.50x$  and (iii) a Loan to Value ("LTV") ratio of  $\leq 55\%$  up to the maturity or refinancing date of the guaranteed senior notes maturing in 2019, a fact which occurred during 2017. On the date of expiry or refinancing of these debentures, the loan-to-value ratio must be  $\leq 70\%$ , and after that date, the applicable loan-to-value ratio will depend on the indebtedness of NH at the time, as indicated below:

- Debt-to-income ratio > 4.00x: LTV ratio = 70%
- Debt-to-income ratio  $\leq 4.00x$ : LTV ratio = 85%
- Debt-to-income ratio  $\leq 3.50x$ : LTV ratio = 100%

As a result of the early voluntary amortisation of all guaranteed senior notes maturing in 2019, the LTV at 31 December 2017 is generally  $\leq$ 70%. Subsequently, it will be reviewed according to the ratio of net indebtedness.

At 31 December 2017 these ratios were completely adhered to.

## Package of guaranteed senior notes maturing in 2023 and syndicated credit line

The guaranteed senior notes maturing in 2023 and syndicated credit line (undrawn at 31 December 2017) share the following guarantees: (i) pledge of shares: 100% of the share capital of (A) Diegem, (B) Immo Hotel BCC NV, (C) Immo Hotel Belfort NV, (D) Immo Hotel Brugge NV, (E) Immo Hotel Diegem NV, (F) Immo Hotel Gent NV, (G) Immo Hotel GP NV, (H) Immo Hotel Mechelen NV, (I) Immo Hotel Stephanie NV, (J) Onroerend Goed Beheer Maatschappij Van Alphenstraat Zandvoort, B.V. and (K) NH Italia, S.p.A. (ii) first-tier mortgage guarantee on the following hotels located in the Netherlands: NH Conference Centre Koningshof, owned by Koningshof, B.V.; NH Conference Centre LeeuweNHorst, owned by LeeuweNHorst Congres Center, B.V.; NH Schiphol Airport, owned by Onroerend Goed Beheer Maatschappij Kruisweg Hoofddorp, B.V.; NH Zoetermeer, owned by Onroerend Goed Beheer Maatschappij Danny Kayelaan Zoetermeer, B.V.; NH Conference Centre SparreNHorst, owned by

SparreNHorst, B.V.; NH Best, owned by Onroerend Goed Beheer Maatschappij Maas Best, B.V.; NH Capelle, owned by Onroerend Goed Beheer Maatschappij Capelle aan den IJssel, B.V.; NH Geldrop, owned by Onroerend Goed Beheer Maatschappij Bogardeind Geldrop, B.V.; NH Marquette, owned by Onroerend Goed Beheer Maatschappij Marquette Heemskerk, B.V.; and NH Naarden, owned by Onroerend Goed Beheer Maatschappij IJsselmeerweg Naarden, B.V. and the joint guarantee on first demand of the main operating companies in the group wholly owned by the Parent Company.

#### Limitation on the distribution of Dividends

The guaranteed senior notes maturing in 2023 and the syndicated credit line described above contain clauses limiting the distribution of dividends.

In the case of the senior notes maturing in 2023, the distribution of dividends is generally permitted provided that (a) the interest coverage ratio is > 2.0x and (b) the sum of restricted payments (including dividends and repayment of subordinated debt) made since 8 November 2013 is less than the sum of, amongst other items, (I) 50% of NH's consolidated net income (even though in the calculation of net income,100% of consolidated net losses must be deducted) from 1 July 2013 to the date of the last quarterly accounts available (this is what is known as the CNI Builder) and, (ii) 100% of the net contributions to NH's capital from 8 November 2013.

Additionally, as an alternative and without having to be in compliance with the previous condition:

(i) in the case of bonds maturing in 2023, NH may distribute dividends provided that the leverage ratio (gross debt/EBITDA) does not exceed 4.5x.

Finally, and also alternatively and without having to be concurrent with the previous ones, the notes maturing in 2023 establish a franchise to be able to make restricted payments (including dividends) without needing to comply with any specific requirement, for a total aggregate amount of 25,000,000 euros as of November 2013.

In the case of the syndicated credit line, the distribution of a percentage of the NH Group's consolidated net profit from the previous year is allowed, provided that there has been no breach of the financing agreement and the Net Financial Debt (through the Dividend payment) / EBITDA Ratio is less than 4.0x.

The maximum percentage of the consolidated net profit to be distributed will depend on the Debt Ratio. Net Financial (through the payment of the Dividend) / EBITDA according to the following breakdown:

- Net Financial Debt / EBITDA ≤ 4.0x: Percentage of consolidated net profit: 75%
- Net Financial Debt / EBITDA ≤ 3.5x: Percentage of consolidated net profit: 100%
- Net Financial Debt / EBITDA ≤ 3.0x: Percentage of consolidated net profit: unlimited

## **Credit lines**

The available balance on credit lines at 31 December 2017 was 2,008 thousand euros with an available limit of 48,345 thousand euros.

#### Subordinated loan

A loan amounting to 40,000 thousand euros fully drawn at 31 December 2017 and with a single maturity and repayment in 2037, are included in this item. The interest rate of these loans is the 3-month Euribor plus a differential.

## Detail of current and non-current payables

The detail, by maturity, of the items included under "Non-Current and Current Payables" is as follows (in thousands of euros):

				Maturity						
Instrument	Limit	Available	Disposed	2017	2018	2019	2020	2021	2022	Remainder
Subordinated loans	40,000	-	40,000	-	-	-	-	-	-	40,000
Variable interest	40,000	-	40,000	-	-	-	-	-	-	40,000
Convertible bonds	250,000	-	250,000	-	250,000	-	-	-	-	-
Fixed rate	250,000	-	250,000	-	250,000	-	-	-	-	-
Guaranteed senior notes mat. in 2023	400,000	-	400,000	-	-	-	-	-	-	400,000
Fixed rate	400,000	-	400,000	-	-	-	-	-	-	400,000
Secured credit line	250,000	250,000	-	-	-	-	-	-	-	-
Variable interest	250,000	250,000	-	-	-	-	-	-	-	-
Credit lines	50,353	48,345	2,008	-	2,008	-	-	-	-	-
Variable interest	50,353	48,345	2,008	-	2,008	-	-	-	-	-
SUBTOTAL	990,353	298,345	692,009	-	252,008	-	-	-	-	440,000
Arrangement expenses	(19,183)	-	(19,183)	-	(4,336)	(3,091)	(3,233)	(3,187)	(2,755)	(2,582)
Implicit derivative convertible bonds	(5,394)	-	(5,394)	-	(5,394)	-	-	-	-	-
Borrowing costs	5,265	-	5,265	-	5,265	-	-	-	-	-
Borrowing at 31/12/2017	971,041	298,345	672,696	-	247,544	(3,091)	(3,233)	(3,187)	(2,755)	437,418
Borrowing at 31/12/2016	1,109,453	281,970	816,331	15,128	233,638	246,487	(884)	(926)	(463)	323,351

#### 13.2 Derivative financial instruments

The Company's financial risk management is centralised in the Corporate Finance Division, which has assigned said management to one of the company's subsidiaries, NH Finance S.A.

The details of the derivative financial instruments included on the balance sheet under "Short-term financial investments" at 31 December 2017 and 2016 are as follows:

	Thousands of euros		
Item	2017	2016	
Exchange rate derivatives	-	1,918	
Total	-	1,918	

During 2017, the exchange rate insurance was liquidated.

## 13.3 Other non-current financial liabilities

The balance of "Other Non-Current Financial Liabilities" at the end of 2017 and 2016 is as follows (in thousands of euros):

	2017	2016
Acquisition of Capredo Investment GmbH (Note 9)	3,150	3,150
Others	224	659
Total	3,374	3,809

#### 13.4. Information on the nature of financial instruments and their level of risk

The Group financial risk management is centralised at the Corporate Finance Division. This Division has put the necessary measures in place to control exposure to changes in interest and exchange rates on the basis of the Group's structure and financial position, as well as credit and liquidity risks. If necessary, hedges are made on a case-by-case basis. The main financial risks faced by the Group's policies are described below:

#### Credit risk

The Company's main financial assets include cash and cash equivalents (Note 10) and trade and other receivables. In general, the Company holds its cash and cash equivalents in institutions with a high level of creditworthiness and part of its trade and other receivables are endorsed by guarantees, guarantors and advance payments by tour operators.

The Company does not have a significant concentration of credit risk exposure to third parties, both due to the diversification of its financial investments and to the distribution of trade risks with short collection periods among a large number of customers.

#### Interest rate risk

The Company's financial assets and liabilities are exposed to fluctuations in interest rates, and this may have an adverse effect on its results and cash flow. In order to mitigate this risk, the Company has established policies and has refinanced its debt at fixed interest rates through the issuance of convertible bonds and guaranteed convertible senior bonds. At 31 December 2017, approximately 94% of the gross borrowings was tied to fixed interest rates.

Aside from the impact any changes in interest rates could have on financial assets and liabilities which comprise the net cash position, changes could arise in the valuation of the financial instruments arranged by the Company. The effects of changes in the interest rates on efficient derivatives are booked against equity, while the effects on inefficient derivatives are booked in the income statement. The Company has chosen to exclude the temporary value of designating hedges in order to improve their efficiency.

#### Liquidity risk

Exposure to adverse situations in debt or capital markets could hinder or prevent the Group from meeting the financial needs required for its operations and for implementing its Strategic Plan.

Management of this risk is focused on thoroughly monitoring the maturity schedule of the Group's financial debt, as well as on proactive management and maintaining credit lines that allow forecast cash needs to be met.

The Company's liquidity position in 2017 is based on the following points:

- The Company had cash and cash equivalents amounting to 493 thousand euros at 31 December 2017 (see Note 10).
- Available undrawn credit facilities amounting to 48,345 thousand euros at 31 December 2017. Plus the secured long-tern syndicated credit line for 250,000 thousand euros which was undrawn at 31 December 2017 (see Note 13.1).
- The company's capacity to increase its financial borrowing; given that it has noncollateralised assets in the companies is majority owns and meets the financial ratios required by the financing agreements.

Lastly, the Company makes cash position forecasts on a systematic basis for each business unit and geographical area in order to assess their needs. This liquidity policy followed by the Company ensures that payment undertakings are fulfilled without having to request funds under onerous conditions and allows its liquidity position to be monitored on a continuous basis.

#### Exchange rate risk

The Company is exposed to exchange rate fluctuations that may affect its sales, results, equity and cash flows, arising largely from:

- Investments in foreign countries (essentially Mexico, Argentina, Colombia, Chile, Ecuador, the Dominican Republic, Panama and the United States).
- Transactions made by Group companies operating in countries whose currency is other than the euro (essentially Mexico, Argentina, Colombia, Chile, Ecuador, the Dominican Republic, Venezuela and the United States).

The NH Group endeavours to align its borrowings with the cash flows in the different currencies.

#### 14.- PUBLIC AUTHORITIES AND TAX MATTERS

NH Hotel Group, S.A. and the companies with tax domicile in Spain in which it held a direct or indirect stake of at least 75% during the 2017 tax period pay Corporate Income Tax subject to the tax consolidation scheme governed by Title VII, Chapter VI of Law 27/2014 of 27 November on Corporate Income Tax.

The companies belonging to the tax group have signed an agreement to share the tax burden. Hence, the Parent Company settles any credits and debts which arise with subsidiary companies due to the negative and positive tax bases these contribute to the tax group.

The NH Hotel Group, S.A. tax group comprised the following companies in 2017:

NH Hotel Group, S.A. NH Europa, S.L.

Latinoamericana de Gestión Hotelera, S.L. Atardecer Caribeño, S.L. NH Central Reservation Office, S.L. Hoteles Hesperia, S.A.

NH Hoteles España, S.A.

Nuevos Espacios Hoteleros, S.A.

NH Hotel Ciutat De Reus, S.A.

Gran Círculo de Madrid, S.A.

NH Logroño S.A.

Coperama Holding, S.L.

Coperama Spain, S.L.

NH Las Palmas, S.A.

Iberinterbrokers, S.L. NH Lagasca, S.A.

In previous years the Group carried out restructuring operations in which it opted for the special scheme for business reorganisation provided in the Corporate Tax Law. The legally established items are included in the annual report of the corresponding year.

## **Balances with Public Authorities**

The detail of "Balances with Public Authorities" is as follows:

## Tax receivables

	Thousands of		
	euros		
	2017 2016		
Non-current receivables			
Deferred tax assets	99,966	108,961	
Total	99,966	108,961	
Current receivables			
VAT refundable	1,169	1,719	
Corporate income tax refundable	1,518	896	
Others	1,858	2,039	
Total	4,545	4,654	

## Tax payables

	Thousands of		
	euros		
	2017	2016	
Non-current payables			
Deferred tax liabilities	6,076	6,247	
Total	6,076	6,247	
Current payables			
Tax withholdings payable	513	695	
Social Security payable	432	404	
Others	61	-	
Total	1,006	1,099	

## Reconciliation of the accounting profit to the taxable income

Corporate Income tax is calculated on the basis of accounting profit or loss determined by application of the generally accepted accounting principles, and applying the relevant adjustments in accordance with the rules set out in Law 27/2014 on Corporate Income Tax. Therefore, the accounting profit may not necessarily coincide with the taxable income for Corporation Tax purposes.

The reconciliation of the accounting profit to the Corporate Income Tax to pay or refund for the years 2017 and 2016 is as follows (in thousands of euros):

	Thousands of euros	
	2017	2016
Accounting profit before tax	30,948	135,566
Adjustments to accounting profit (loss):		
Due to permanent differences	(21,052)	(111,385)
Due to temporary differences	587	1,157
Individual taxable base	10,483	25,338
Bases provided by the consolidated companies	58,732	(6,474)
Previous taxable base	69,215	18,864
Carryforwards for negative tax bases before consolidation	(2,875)	(2,424)
Carryforwards for consolidated negative tax bases	(14,429)	(2,292)
Tax base of the tax group	51,911	14,148
Tax liability	(12,978)	(3,537)
Deductions for consolidated double taxation	6,489	1,768
Non-activated deductions used in the consolidate year	1,622	442
Withholdings and payment by instalments	6,281	2,124
Current taxes to be refunded	1,414	797
Previous years' taxes to be refunded	-	99
Total taxes to be refunded	1,414	896

The permanent differences relate mainly to the removal of provisions in the accounting portfolio and the adjustment for non-deductible financial loss calculated in accordance with article 16 of Law 27/2014 of 27 November on Corporate Income Tax, and to the reversal of impairments of shares which were tax-deductible in tax periods before 2013 and which as from 1 January 2016 are no longer tax deductible, and therefore must be included in corporate income tax for a minimum annual amount in a linear manner for five years. Accordingly, the Tax Group has incorporated approximately 31 million euros into the tax assessments of Spanish companies affected in 2017. 3.6 million euros of this amount corresponds to the Company. It also includes other permanent differences related to non tax-deductible financial expenses.

The temporary differences relate mainly to provisions for accounting purposes not considered a tax expense and with the recovery of 30% of the amortisation that was not deductible in 2013 and 2014 calculated in accordance with Article 7 of Law 16/2014, introducing various tax and administrative measures aimed at consolidating public finances and driving economic activity.

## Reconciliation of accounting profit and Corporation Tax expense

The reconciliation of accounting profit and Corporation Tax expense is as follows:

	2017	2016
Accounting profit before tax	30,948	135,566
Permanent differences	(21,052)	(111,385)
Adjusted tax base	9,896	24,181
Rate at 25%	(2,474)	(6,044)
Non-activated deductions applied in the year	186	442
Cancellation of negative tax bases by asset disposals	-	(8,701)
Capitalisation of negative tax bases	-	7,377
Activation of deductions	-	864
Others	(488)	(540)
Total tax expense recognised in the income statement	(2,776)	(6,602)

The break down of Corporation Tax expense for 2017 and 2016 is as follows:

	Thousand	Thousands of euros	
	2017	2016	
Current tax	(2,621)	(6,334)	
Non-activated deductions applied in the year	186	442	
Deferred tax	147	(170)	
Others	(488)	(540)	
Total Corporation Tax expense	(2,776) (6,602)		

#### **Deferred tax assets**

The negative tax bases and the deductions which reduce deferred tax assets correspond to those offset by the Company, with the remainder within the reconciliation of the accounting profit and taxable tax base corresponding to other companies of the tax Group.

The changes in Deferred tax assets in 2017 and 2016 are as follows:

	Thousands of euros	
Deferred tax assets	2017	2016
Balance at beginning of year	108,961	118,639
Asset disposals due to changes in scope	-	(8,701)
Tax credit offsets	(3,206)	(6,695)
Capitalisation of tax losses	-	7,377
Application of capitalised deductions	(5,529)	(2,346)
Activation of deductions	-	864
Temporary differences	(152)	118
Other movements	(108)	(295)
Balance at end of year:	99,966	108,961

	Thousands of euros	
Detail of the balance on deferred tax assets	2017 2016	
Negative tax bases	86,673	89,879
Deductions	4,257	9,786
Others	9,036	9,296
Balance at end of year:	99,966	108,961

The cancellation of assets amounting to 3,206 thousand euros is due to the cancellation of tax losses to offset the positive tax bases generated by the Company in 2017. Additionally, the cancellation of deductions has been made for 5,529 thousand euros as a result of their use by the Company to offset the positive rate in 2017.

The balance of deferred tax assets relates mainly to tax credit carry forwards on losses in previous years, deductions to avoid double taxation, temporary differences generated by the amortisation deductible limit and various provisions.

At 31 December 2017, the Group had assets resulting from tax losses and deductions amounting to 90,930 thousand euros (99,665 thousand euros in 2016). Additionally, NH Las Palmas, S.A., a company within the Tax group, has a tax loss asset of 354 thousand euros. At 31 December 2017, the tax credit recovery plan that supports the recognition of these tax credits had been updated. Given that the results of the tax credit recovery plan are satisfactory, the Company's Directors have decided to maintain the tax credits recognised in the balance sheet.

At 31 December 2017, the Consolidated Tax Group had the following negative tax bases pending offsetting:

Financial year	Amount
2008	7,836
2009	60,384
2010	17,256
2011	24,577
2012	130,017
2013	11,592
2014	80,125
2015	14,905
Total	346,692

At 31 December 2017 the Tax Group, whose parent company is NH Hotel Group, S.A., had tax credits of 119,136 thousand euros which had not been recorded in the accompanying balance sheet because the Directors considered they did not meet accounting standard requirements. These assets are grouped as follows:

	Thousands of euros	
	2017	2016
Finance costs and negative tax bases		
Non-deductible finance costs by the Tax Group	260,852	223,095
Negative tax bases generated by the Spanish entities before inclusion in the Tax		
Group	103,572	106,447
Total base	364,424	329,542
Total rate	91,106	82,386
Deductions	28,030	29,637
Total non-activated tax credits	119,136	111,992

The Company did not capitalise the non-deductible finance costs for Spanish corporation tax purposes because they exceed 30% of the profit from the tax group's operations calculated in accordance with Article 16 of Law 27/2014 of 27 November on Corporate Income Tax, due to not having the required degree of certainty that sufficient profit will be generated from operations over the next ten years to offset said result pursuant to the aforementioned article. The amount positively adjusted in the Company's individual tax base of the excess financial burden, as it is considered non-deductible, is 35,726 thousand euros in 2017 (37,200 thousand euros in 2016). There is no deadline for offsetting non-deductible finance costs.

#### **Deferred tax liabilities**

The movements in deferred tax liabilities during 2017 are as follows:

	Thousands of	
	euros	
Deferred tax liabilities	2017 2016	
Balance at beginning of year:	6,247 6,419	
Deferral on reinvestment	(171)	(172)
Balance at end of year:	6,076 6,247	

## Years open for review and tax audits

The years open for review for the Consolidation Tax Group are as follows:

	Tax loss
Tax	carryforwards
Corporation	2014 - 2016
VAT	2015 to 2017
IRPF (personal income tax)	2015 to 2017
Non-resident Income Tax	2015 to 2017

In relation to the years open to audit by the Tax Agency, contingent liabilities not susceptible to objective quantification may exist but, in the opinion of the Directors, they are not material.

## Deductions applied by the consolidated tax group of the Parent Company

At 31 December 2017, the Tax Group held the following tax credits carryforward (in thousands of euros):

Year of origin	<b>Deduction pending application</b>	Amount
2004 to 2011	Deduction to encourage certain activities (not activated)	28,030
2009 to 2015	Deduction to avoid double taxation (activated)	3,528
2013 to 2014	Others (activated)	729
		32,287

Similarly, the consolidated tax group availed itself in prior years of the "Deferral for reinvestment of extraordinary profit." The essential characteristics of this reinvestment are as follows (in thousands of euros):

	Amount offset				
Year of origin	Revenue subject to deferral	Prior years	2016	Amount pending	Last year of deferral
1999	75,145	52,802	682	21,661	2049

This income was reinvested in the acquisition of buildings.

#### 15.- INFORMATION ON AVERAGE PERIOD FOR PAYMENT TO SUPPLIERS

Below is the information required by Additional Provision Three of Law 15/2010 of 5 July (modified through Provision two of Law 31/2014 of 3 December) according to the ICAC Resolution of 29 January

2016 on the information to be incorporated in the record of annual financial statements relating to the average period for payment to suppliers in commercial transactions.

	2017	2016
	Days	Days
Average period for payment to suppliers	53	77
Ratio of paid transactions	58	81
Ratio of transactions pending payment	9	33
	Thousands of	Thousands of
	euros	euros
Total payments made	96,498	99,847
Total payments pending	9,250	9,781

In accordance with the ICAC Resolution, for the calculation of the average period for payment to suppliers, the commercial transactions corresponding to the delivery of goods or provision or services rendered from the date of the entry into force of Law 31/2014, of 3 December have been taken into account,

Suppliers, for the exclusive purpose of giving the information prior to this Resolution, are considered as trade creditors for debts with suppliers of goods or services, included in the items "Suppliers" and "Sundry Creditors" in current liabilities on the attached financial balance sheet at 31 December 2017.

The average period for payment to suppliers has been calculated, as stated in the Resolution of 29 January 2017, of the Institute of Accounting and Auditing, using the weighted average of the two ratios explained below:

- Ratio of paid transactions: average payment period of transactions paid in 2017 weighted by the amount of each transaction.
- Ratio of transactions pending payment: average period between the invoice date and the end of the year weighted by the amount of each transaction.

### 16.- THIRD-PARTY GUARANTEES AND CLAIMS IN PROCESS

At 31 December 2017, the Company had a total of 8,662 thousand euros in economic or financial bank guarantees issued by various banks to guarantee leasing contract obligations and others related to the usual operations of NH in various countries. Therefore, their execution would be linked to a failure by NH to comply with those contractual obligations.

At 31 December 2017, the Company had taken out insurance policies to cover risks arising from damage to material goods, loss of profits and third-party liability. The capital insured sufficiently covers the assets and risks mentioned above.

#### **Commitments to third parties**

- The Company currently acts as co-guarantor for a syndicated loan granted by two banks to the associate Sotocaribe, S.L. which at 31 December 2017 had an outstanding principal of 18,915 thousand euros (equivalent to 22,685 thousand dollars at 31 December 2017) and final maturity on 31 December 2020.
- Under the agreements reached between Grupo NH and HNA Group regarding the joint venture, a right of "Tag-along" is recognised, in the sense that if one of the partners receives a takeover bid by a third party for 100% of the shares in the company, the other partner has the option to exercise their right of first refusal or may communicate its irrevocable offer to sell the shares it holds the aforementioned joint venture, and under the conditions of sale supplied by the third party; if the third party does not accept the offer of the other partner to sell the rest of the shares in the company, the other partner is not allowed to sell its shares to the third party.

- Within the framework of new development projects in the normal course of business, in which
  the Company's subsidiaries act as lessees or operators, the Company gives personal guarantees
  in favour of third parties to secure its contractual obligations, often issue promissory notes in
  payment of said obligations and agrees penalty clauses in case of breach of contract.
- Within the framework of the Group's financing, personal and real guarantees have been granted to fulfil the obligations guaranteed under the financing agreements (see Note 13).
- Within the framework of the sale of a hotel, NH as a seller agreed to undertake the extension
  of the aforementioned hotel, and agreed with the buyer a put option in favour of the buyer, NH
  being obliged to accept the exercise of that option provided that certain conditions are met and
  for a price agreed between both parties.

#### Claims in progress

The Company's main contingent assets and liabilities at the date of drafting these consolidated financial statements were as follows:

- The Company has appeared in the insolvency proceedings of Viajes Marsans, S.A. and Tiempo Libre, S.A., from the unsettled estate of Gonzalo Pascual Arias and Gerardo Díaz Ferrán, and in the voluntary insolvency proceedings against María Angeles de la Riva Zorrilla, in order to claim outstanding amounts. The Group also appears in the voluntary bankruptcy proceedings of Transhotel and Orizonia as well as in other proceedings both nationally and internationally, and provisions the credit balances in the consolidation annual accounts for the amounts considered unrecoverable.
- The owner of a property has filed a suit demanding compliance with certain contractual obligations. Following notification of the dismissal of the appeal, an appeal for review due to breach of procedure and an appeal in cassation were lodged, which have still not been resolved.
- On the occasion of the agreements reached in 2014 for the sale of the shares held by NH Hotel Group, S.A in the company Sotogrande, S.A., Grupo NH agreed to subrogate to the position of Sotogrande, S.A. for certain claims assuming all rights and obligations relating thereto, and are summarised as follows:
  - Plaintiff in the proceedings against construction agents for construction defects in twenty-five homes and contractual liability, as well as a claim against the insurer.
  - Defendant in the claim process for contractual breaches by a property developer.
  - The Company may be subject to a claim for amounts derived from an eventual administrative claim.
- It filed an arbitration claim requesting the validity of the declaration of resolution to sell practised at fifteen premises in San Roque, the decision on which was in favour of the Company's interests. To the contrary, it filed for annulment of the award, which has been dismissed. Currently, the debtor company has entered bankruptcy having requested the right to separate the premises of the business premises from the whole from the company which is currently in process.
- A Company shareholder has requested that certain resolutions adopted at the General Shareholders' Meeting be annulled; this has been dismissed in the first instance and is being appealed.
- There are amounts related to possible compensation for the termination of a certain service contract, which are under discussion and whose maximum amounts have been fully provisioned.

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The Company's directors consider that the hypothetical loss incurred as a result of such actions would not have a material effect on equity.

## 17.- BALANCES AND TRANSACTIONS WITH RELATED PARTIES

## 17.1.- Balances with related parties

The detail of "Balances With Related Parties" in 2017 and 2016 is as follows (in thousands of euros):

## 2017

	Other Group	Other related
	companies	parties
Long-term investments:	55,912	
Loans to companies	55,912	
<b>Short-term investments:</b>	680,804	7,382
Loans to companies	680,804	7,382
Non-current payables	(279,972)	
Current payables	(289,496)	

## **2016**

	Other Group companies	Other related parties
Long-term investments:	55,912	-
Loans to companies	55,912	-
<b>Short-term investments:</b>	508,873	5,955
Loans to companies	508,873	5,955
Non-current payables	(48,079)	-
Current payables	(241,455)	-

## **Long-term investments**

"Loans to Companies" includes the following loans granted to the following Group companies:

	Thousand	Thousands of euros	
	2017	2016	
Participating loans			
NH Hoteles España, S.A.	52,969	52,969	
NH Central Reservation Office, S.L.	2,943	2,943	
Total	55,912	55,912	

The most relevant characteristics of the participating loans are as follows:

- NH Hotel Group, S.A. will receive floating-rate interest calculated in accordance with business performance (net profit) of the borrowing company.
- The aforementioned loans may not be redeemed early unless the origin of the funds for the aforementioned transaction is an increase in shareholders' equity and provided that it does not come from the recognition of assets.

- They are considered loans subordinated to the other general creditors.
- They shall be considered net equity for the purposes of capital reduction and liquidation of companies envisaged in current Spanish corporate legislation.

The Company's directors intend to extend the aforementioned loans on maturity.

#### **Short-term investments:**

"Loans to Companies" includes the following balances with Group companies:

	Thousand	Thousands of euros	
	2017	2016	
NH Europa, S.L.	99,924	99,922	
Latinoamericana de Gestión Hotelera, S.L.	105,493	67,058	
Current payables to Group companies	475,387	341,893	
Total	680,804	680,804 508,873	

The financing of NH Europa, S.L. and Latinoamericana de Gestión Hotelera, S.L. consists of a current account on which a variable interest rate linked to the quarterly Euribor plus a spread is paid.

The balances that comprise the current accounts payable to Group companies are made up mainly of the balances relating to the financing structure of the consolidated NH Hotel Group of which the Company is the Parent. The accounts receivable or accounts payable accrue interest at a floating rate pegged to the 3-month Euribor plus a spread. In this way, NH Hotel Group, S.A. centralises the Group's cash through a bank and in a single account.

## Non-current payables

The "Long-term Debts" heading mainly consists of the loan with the Group company NH Finance, S.A. with maturity in 2019.

## **Current payables**

"Current Payables" includes the following loans from Group companies:

	Thousand	Thousands of euros	
	2017	2016	
Current account with NH Hoteles España, S.A.	136,572	136,521	
Current payables to Group companies	152,924	104,934	
Total	289,496	241,455	

## 17.2.- Transactions with related parties

The transactions performed with related parties in 2016 and 2017 are as follows:

## Income

	Thousands of euros		
	2017	2016	
Dividends	32	-	
Group holding activity (Note 18.a)	32	-	
Lease income	8,231	7,333	
Group (Note 18.a)	8,231	7,333	
Interests	1,936	1,614	
Group holding activity (Note 18.a)	1,556	1,429	
Associates	380	185	
Fees (Accessory Income)	87,853	76,895	
Group	87,853	76,895	

## **Expenses**

	Thousands of euros		
	2017 2016		
Interests	4,393	2,485	
Group	4,393	2,485	

## 18.- INCOME AND EXPENSES

## a) Revenues

The revenue itemised by activity is as follows (in thousands of euros):

	Thousand	Thousands of euros		
	2017	2016		
Hotel activity:				
Accommodation in rooms	15,777	13,984		
Leasing (Note 17.2)	8,231	7,333		
Catering	4,224	3,798		
Rooms	854	712		
Others	652	903		
	29,738	26,730		
Holding activity:				
Income from dividends (Note 17.2)	32	-		
Income from lending activity (Note 17.2)	1,556	1,429		
	1,588	1,429		
Revenues	31,326	28,159		

Similarly, revenue corresponding to 2017 and 2016 was distributed by geographic market as follows (in thousands of euros):

	2017	2016	
National market	31,326	28,159	
Tuttonui mui net	31,326	28,159	

## b) Staff costs

The breakdown of "Transactions With Related Parties" on the balance sheet for 2017 and 2016 is as follows (in thousands of euros):

	2017	2016
Wages, salaries and similar	28,483	29,427
Social security contributions	5,648	5,205
Termination benefits (Note 4.k)	4,055	7,317
	38.186	41,949

The average number of employees at the Company in 2017 and 2016, by professional category, was as follows:

	2017	2016	
Group's general management	8	7	
Managers and heads of department	84	90	
Technical staff	124	117	
Sales representatives	24	34	
Administrative staff	33	28	
Rest of workforce	194	208	
Average number of employees	467	484	

The workforce at 31 December 2017 and 2016, by professional category and gender, was as follows:

	31/12/2017		31/12	/2016
	Males	Females	Males	Females
Group's general management	6	2	6	1
Managers and heads of department	45	38	47	42
Technical staff	59	64	57	62
Sales representatives	2	22	5	29
Administrative staff	11	20	14	17
Rest of workforce	106	91	108	98
Average number of employees	229	237	237	249

The average number of employees at the Company with a disability equal to or greater than 33% in 2017 and 2016, by professional category, was as follows:

	2017	2016
Managers and heads of department Sales representatives	1 1	1
Administrative staff	-	1
Rest of workforce	_	3
Average number of employees	2	5

The average age of the Company's workforce was approximately 40.5 years and average length of service in the Group came to 7 years.

## **Long-term Share-based Incentive Plan**

On 25 June 2013, the Company's General Shareholders Meeting approved a long-term share-based incentive plan ("the plan") for the NH Hotel Group SA's executives and employees, as follows:

The plan will consist of the grant of ordinary shares of NH Hotel Group, S.A. to the beneficiaries calculated as a percentage of the fixed salary, according to their level of responsibility. The number of shares to be granted shall be subject to the degree of fulfilment of the following objectives:

- TSR (total shareholder return) at the end of each of the plan cycles, comparing the performance of NH Hotel Group, SA shares with the following indices:
  - IBEX Medium Cap
  - Dow Jones Euro STOXX Travel & Leisure
- EBITDA, discounting the amount corresponding to rentals compared annually with the forecasts of the Company's strategic plan.

If the minimum degree of fulfilment established in the aforementioned objectives is not achieved, the plan beneficiaries shall not be entitled to shares under said plan.

The plan is aimed at a maximum of 100 beneficiaries. The Board of Directors, at the proposal of the CEO, may include new members in the plan.

The plan has a total duration of five years, divided into three three-year cycles:

- The first cycle began on 01/01/2014 with delivery of shares in 2017 (settled)
- The second cycle began on 01/01/2015 with delivery of shares in 2018 (in force)
- The third cycle began on 01/01/2016 with delivery of shares in 2019 (in force)

The first cycle of the Plan (01/01/2014 - 31/12/2016), was settled during the first quarter of 2017 with an achievement of 47.71%. Said compliance was approved by the Board of Directors, and the number of shares to be delivered to each beneficiary resulted from multiplying the number of shares promised by the degree of compliance with the objectives (47.71%). The maximum amount approved by the General Shareholders' Meeting for the two current cycles of this plan amounts to 10,720 thousand euros.

The 2017 General Shareholders' Meeting approved the launch of a new Long-Term Incentive Plan. The new plan has a duration of five years, divided into three three-year cycles:

- The first cycle began on 01/01/2017 with delivery of shares in 2020 (in force)
- The second cycle began on 01/01/2018 with delivery of shares in 2021 (awaiting approval)
- The third cycle will begin on 01/01/2019 with delivery of shares in 2022 (awaiting approval)

This second plan will have a very similar structure to the first; delivery of ordinary shares of NH Hotel Group, S.A. to the beneficiaries calculated as a percentage of fixed salary, according to their level of responsibility.

The number of shares to be delivered shall be subject to the degree of fulfilment of the following four objectives:

- TSR (total shareholder return) at the end of each of the plan cycles, comparing the
  performance of NH Hotel Group, S.A. shares with the STOXX® Europe 600 Travel
  & Leisure share index
- o Revaluation of the Share
- o Recurring Net Profit

## Recurring EBITDA

The beneficiaries must remain in the Group on each of the plan settlement dates, notwithstanding the exceptions deemed appropriate, as well as achieving the minimum thresholds for each of the objectives.

The Board of Directors will be authorised to decide, before the start of each of the cycles, the effective implementation thereof in accordance with the Group's financial position at the time. At 31 December 2017, all the cycles had been approved by the Board of Directors.

The number of shares to be delivered to each beneficiary shall be that resulting from dividing the maximum amount destined to each beneficiary in each cycle by NH's share price in the ten days prior to the grant date of each cycle ("reference value").

The maximum amount approved by the General Shareholders' Meeting for the three cycles of the second Plan is 16,200,000 euros.

The effect of this item on the statement of changes in equity for 2017 was 1,508 thousand euros (1,927 thousand euros in 2016).

## c) External services

Shown below is a breakdown of the items included in "External services":

	Thousands of euros		
	2017	2016	
Leasing (Note 8)	4,591	4,521	
Outsourcing of services	842	1,820	
Supplies	581	556	
Maintenance and cleaning	1,023	1,021	
Laundry and related costs	493	470	
Costs associated with information technologies	14,856	16,908	
Marketing and merchandising	217	246	
Other external services	589	496	
	23,192	26,038	

## d) Other operating expenses

"Other Operating Expenses" include the fees relating to statutory audit services and other services provided to the Company, which in 2017 and 2016 totalled:

	Thousands of euros	
	2017	2016
Audit	284	262
Other verification services	245	397
Tax	185	471
Others	471	202
	1,185	1,332

## e) Gains or losses on disposals of fixed assets

This section shows the results obtained from the disposal of hotels or their retirement for repositioning work.

## 19. REMUNERATION AND OTHER EMOLUMENTS OF THE BOARD OF DIRECTORS

The Management Bodies of the Company have the following composition at 31 December 2017:

- Board of Directors: 10 members in 2017 (11 in 2016),
- Executive Committee: 5 members in 2017 (4 in 2016),
- Audit and Control Committee: 3 members in 2017 (5 in 2016), and
- Appointments and Remuneration Committee: 4 members in 2017 (6 in 2016).

The amount accrued during 2016 and 2017 by the members of the Parent Company's Board of Directors in relation to the remuneration of the CEO, bylaw stipulated directors' fees and attendance fees and other items, is as follows:

#### 19.1 Remuneration of the Board of Directors

	Thousands of euros	
Remuneration item	2017	2016
Fixed remuneration	490	451
Variable remuneration	344	-
Parent Company: allowances	178	274
Parent Company: attendance allowances	1,017	509
Options on shares and other financial instruments	191	-
Indemnifications/other	86	10
Life insurance premiums	26	4
Total	2,332	1,248

The Board of Directors had 10 members at 31 December 2017, of which one is a woman and nine are men (in 2016, there were 11 members: two women and nine men).

In relation to the chapter "Share transactions and/or other financial instruments", the objective longterm remuneration earned has been taken into account. The remuneration in kind (leasings and medical insurance) and the shares delivered in 2017 due to the settlement of the incentive long-term plan as indicated in the section "Others" are included.

## 19.2 Remuneration of senior management

The remuneration of members of the Management Committee at 31 December 2017 and 2016, excluding those who simultaneously held office as members of the Board of Directors (whose remuneration has been set out above), is detailed below:

	Thousands	Thousands of euros		
	2017 2016			
Pecuniary remuneration	2,678	2,617		
Remuneration in kind	556	161		
Others	642	890		
Total	3,876	3,668		

There were seven members of Senior Management at 31 December 2017 (six members at 31 December 2017) excluding the CEO.

The fix remuneration and the variable remuneration accrued in 2017 and paid in 2018 are included within the remuneration of Senior Management.

Included in remuneration in kind is the vehicle, insurance and settlement of the long-term incentive charged in shares in 2017 that was accrued at December 2016.

Section "Others" takes into consideration the long-term objective retribution accrued in 2017

The two conditions that must be met simultaneously to be considered Senior Management are, on the one hand, forming part of the Management Committee and, on the other, reporting directly to the Managing Director.

## 19.3 Information on conflicts of interest on the part of Directors

At year-end 2017, the members of the Board of Directors of NH Hotel Group, S.A. have indicated that they are not in any situation of conflict, direct or indirect, that they or persons related to them, as defined in the Act, may have with the interests of the Company, except the directors related to GIHSA, who have reported:

On 19 April 2017, with prior information and deliberation in previous sessions of the Audit and Control Committee of 27 February 2017, and of the Board of Directors on 28 February 2017, NH Hotel Group, S.A. and Grupo Inversor Hesperia, S.A., signed a Framework Agreement for the management by NH of 28 hotels in the hotels portfolio owned by Grupo Inversor Hesperia, S.A. The terms and conditions of the Agreement have been approved unanimously by NH's Board of Directors following a favourable report from its Audit and Control Committee.

During the aforementioned meetings, the Directors related to GIHSA were absent and abstained from taking decisions.

## 20.- INFORMATION ON THE ENVIRONMENT

For the Company, sustainability drives innovation, seeking to surprise our guests as well as achieving water and energy efficiency. In our responsible commitment to the Planet, we work to minimise our impact on Climate Change, increase the efficiency of resources and develop more sustainable products. All this minimises our environmental footprint with responsible consumption of natural resources.

In 2017, the implementation of the sustainability initiative continued. This initiative gives continuity to the environmental achievements of recent years. Thus, compared to 2008, per Average Daily Room energy consumption has been reduced by 28%, water consumption by 29% and our carbon footprint by 74%. The Company is committed to renewable energy, which reduces its carbon footprint. Certified green energy consumption is available in 78% of hotels in Spain, Italy, Germany, Holland, Belgium and Luxembourg.

The Company is certified by internationally recognised standards such as ISO 50001, which certifies the efficiency of the hotel network's energy management on an international scale, and ISO 14001, related to environmental management. A total of 132 hotels have achieved their own external certification for their sustainable management.

The Company has reported its climate change commitment and strategy to the Carbon Disclosure Project (CDP) since 2010. In 2017, the Company obtained a B Management rating, which places the Company among the leading companies adopting measures to efficiently reduce emissions, which is indicative of advanced environmental management.

Equally, the Company forms part of FTSE4 Good, an index of the London Stock Exchange which recognises the socially responsible behaviour of companies worldwide.

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## 21.- FOREIGN CURRENCY

The most significant balances in foreign currency in 2017, valued at the year-end exchange rate, is broken down as follows

		Thousands of
	Currency	euros
Current investments in Group companies and associates	ARS	3,752
Current investments in Group companies and associates	BRL	93
Current investments in Group companies and associates	CLP	412
Current investments in Group companies and associates	COP	2,037
Current investments in Group companies and associates	CHF	205
Current investments in Group companies and associates	DOP	(29)
Current investments in Group companies and associates	GBP	325
Current investments in Group companies and associates	HUF	9
Current investments in Group companies and associates	MXN	3,125
Current investments in Group companies and associates	USD	1,624
Current investments in Group companies and associates	UYU	361
Current investments in Group companies and associates	ZAR	33
Short- term debts with group and associate companies	DOP	(629)

The most significant balances in foreign currency in 2016, valued at the year-end exchange rate, is broken down as follows

		Thousands of
	Currency	euros
Current investments in Group companies and associates	ARS	3,269
Current investments in Group companies and associates	BRL	91
Current investments in Group companies and associates	CLP	262
Current investments in Group companies and associates	COP	3,917
Current investments in Group companies and associates	CHF	211
Current investments in Group companies and associates	GBP	204
Current investments in Group companies and associates	HUF	114
Current investments in Group companies and associates	MXN	4,653
Current investments in Group companies and associates	RON	225
Current investments in Group companies and associates	USD	(56)
Current investments in Group companies and associates	UYU	207
Current investments in Group companies and associates	VEF	20
Current investments in Group companies and associates	ZAR	24
Current investments in Group companies and associates	CNY	9
Short- term debts with group and associate companies	ARS	(10)
Short- term debts with group and associate companies	GBP	32
Short- term debts with group and associate companies	USD	(733)
Short- term debts with group and associate companies	VEF	130
Short- term debts with group and associate companies	ZAR	1
Cash and cash equivalents	USD	6,407

Foreign currency transactions in 2017 and 2016 are not significant.

## 22.- EVENTS AFTER THE REPORTING PERIOD

Subsequent to the close of the year, there have been no events which would have a significant impact on the Company's financial-equity situation.

## 23.- TRANSLATION

Translation of 2017 Financial Statements and Management Report originally issued in Spanish and prepared in accordance with Spanish GAAP. In the event of a discrepancy, the Spanish-language version prevails.

#### MANAGEMENT REPORT FOR THE YEAR ENDED 31 December 2017

## EVOLUTION OF THE BUSINESSES AND THE COMPANY'S SITUATION

The Company "NH Hotel Group, S.A." is part of the NH Group, an international hotel operator and one of the leading urban hotel companies worldwide in terms of number of rooms. The Group operates nearly 380 hotels and 60,000 rooms in 31 countries, and has a significant presence in Europe.

The centralised business model allows it to offer a consistent level of service to its customers in different hotels in different regions. The corporate headquarters and regional offices offer hotels a wide range of functions such as sales, reservations, marketing and systems.

In 2017, world economic activity grew at a pace of +3.5% (Data and estimates provided by the E.C. "European Economic Forecast Autumn 2017" November 2017), greater than the previous year (+3.0%). More specifically in the Eurozone, the provisional growth rate for 2017 was 2.2% (+1.7% in 2016). Global growth has led to a positive cycle of trade and investment. Likewise, European economies continue to grow, although the recovery has not ended, which suggests there is room for further growth. In line with the above data, when comparing the growth rates of the four countries that bring together the largest proportion of sales and results of the Group, it is observed that in Holland (+3.2% in 2017 vs. +1.7% 2016), Germany (+2.2% in 2017 vs. +1.9% in 2016), and Italy (+1.5% in 2017 vs. +0.7% in 2016) growth increased compared with the previous year, while in Spain (+3.1% in 2017 vs. +3.2% in 2016) growth was similar to the previous year.

According to the World Tourism Organization ("UNWTO") in 2017, international tourist arrivals globally reached 1,322 million, representing an increase of + 7.0% over the previous year, a rate much higher than the sustained and constant trend of 4% or more which had been recorded since 2010 and represents the best result in seven years. More specifically, the arrival of international tourists to Europe reached 671 million in 2017, recording remarkable growth of 8% after a comparatively weaker 2016 which was headed by destinations in the Mediterranean. The growth was driven by the extraordinary results of Southern and Mediterranean Europe (+13%). Western Europe (+7%), Northern Europe and Central and Eastern Europe (both +5%) also posted solid growth. In this European context, Spain has established itself as the second tourist power in the world only behind France but ahead of the United States, and managed to break its record with 82 million foreign tourists due to an increase of 9% in the number of international arrivals

In this context, in 2017, as a result of the favourable trend in the hotel business throughout the year and the effect of its initiatives, particularly the repositioning of its brands and hotels, the Company recorded a significant increase in room prices or ADR (average daily rate).

During 2017, the value of the price strategy continues to be enhanced, greater Group growth being obtained in the top cities compared to direct competitors, where there are market measures in place. The evolution of RevPar in our top destinations was superior to that of our competitors.

As part of its asset repositioning plan, NH Hotel Group invested almost 200 million euros from 2014 to 2017 to fully renovate or remodel its mid-range hotels with the greatest potential for improvement. With the aim of continuing to improve the quality and strengthen the NH Collection brand, the repositioning investment phase in Germany which began in the previous year was completed during 2017, after the investment made in Benelux in 2016 and in Spain and Italy in 2015.

Additionally, new repositioning opportunities have been selectively identified for 2018 and 2019, where the Group will additionally have contributions from the owners of hotels through the rental regime.

Among the main milestones reached over the last years of transformation, the appearance of a new NH Hotel Group value proposition stands out based on the improvement of the quality, experience and the new brand architecture with the NH Collection, NH Hotel, nhow and Hesperia brands. In this vein, the Group improved the customer experience thanks to implementing a solid operational vision, including the new elements making up the hotels' basic product range, known as Brilliant Basics, which are already in place in all of the establishments and which are contributing to a better experience and higher average score of the customers.

The trend in quality indicators confirms the improvement in user ratings for the Group's hotels throughout 2017. At a Group level, 35% of the portfolio is positioned in the top 10 of the city's TripAdvisor (45% for NH Collection hotels) (34% and 45% respectively in 2016) and 55% of the hotels are in the top 30 (63% for NH Collection hotels) (52% and 62% respectively in 2016), which demonstrates the highest levels of quality perceived by customers.

Also, the NH Rewards loyalty programme now has over 8.4 million members (6.8 million members in 2016), 18% of whom joined in 2017, and 23% of the total are active.

Meanwhile, in 2017, the Group began operating another 6 hotels in Marseilles, Eindhoven, Curitiba, Puebla, San Luis de Potosí and Shijiazhuang with a total of 799 rooms, giving 380 hotels operating with 58,926 rooms at 31 December 2017.

In addition, the Group signed-up 7 hotels with 1,762 bedrooms in 2017. All the signings were rental and management contracts, many of them in the top brand segment and in primary cities (Frankfurt, Valencia, Lima, Brussels).

Taking all the above into account, the Company's revenue in 2017 was 123.3 million euros, showing growth of +9.8% (+11.0 million euros). The Profit for the year attributable to the Company was 29.6 million euros compared to 129.0 million euros in 2016.

In this year, gross indebtedness for the whole Group decreased from 816.3 million euros in December 2016 to 672.7 million euros in December 2017. At 31 December 2017, cash and cash equivalents amounted to 0.5 million euros (62.6 million euros at 31 December 2016). Additionally, this liquidity was complemented by credit lines at the end of the year amounting to 298.3 million euros, of which 250 million euros corresponded to a long-term syndicated credit line, compared to 281.9 million euros at 31 December 2016.

As stated in Note 13 of the report, the Company has refinanced or paid in advance the debt corresponding to guaranteed senior notes due in 2019.

Likewise, as a result of these operations, the syndicated credit line signed in 2016 for a limit of 250 million euros will continue to be available in full, and its maturity will automatically extend to 2021.

This value optimisation of the Group has recently been reflected in the improvement of the corporate credit outlooks assigned by the main rating agencies. Fitch improved the corporate rating outlook from "B with a stable outlook" to "B with a positive outlook" based on greater liquidity and operational improvement. In turn, Moody's improved the corporate rating outlook from "B2 with a stable outlook" to "B2 with a positive outlook", due to the operational improvement, the hotel repositioning plan which has allowed NH to increase its revenues and profitability, its cost saving plan and the significant improvement of its liquidity position. Additionally, Standard & Poors improved its opinion on the Group's business profile, mainly due to its successful repositioning plan which has resulted in improved sales and profitability.

On 28 September 2017, the Group presented its strategic plan for 2018-2019 to the investment community. After a phase marked by start of a strong investment in repositioning and improvement of the experience, NH Hotel Group is in a favourable position to face future growth in the coming years. The Group defined its priorities until 2019, focused on revenue management through a dynamic pricing strategy, a continued focus on efficiency and debt reduction, whilst, at the same time, taking advantage of its current strengths for new repositioning opportunities and organic expansion as a means of additional growth.

The results of the plan will be reflected in the significant improvement in the Group's cash generation and in the reduction of its financial indebtedness.

At the General Shareholders' Meeting in June 2017, shareholders approved the payment of an interim dividend from 2016 results amounting to 17 million euros, representing five cents per outstanding share (gross). Additionally, the Group has established a shareholder remuneration policy in line with its debt reduction plans, defining a medium-term shareholder remuneration close to 50% of the recurring net profit. In the short term, it foresees a dividend proposal of ten cents per share in 2018 and fifteen cents in 2019.

Finally, the Group has a diverse workforce of 22,789 employees made up with 134 different nationalities, of which 11.4% work in countries other than their home country. The percentage of employees between 25

and 40 years old reached 49.6%, while that of those under 25 stood at 14.8% and those over 40 at 35.7%. Greater detail on this issue can be found in the Corporate Social Responsibility report on the Grupo NH corporate website (https://www.nh-hoteles.es/corporate/es) inside the section "annual reports" of the financial information section within "shareholders and investors section".

## THE ENVIRONMENT

For the NH Hotel Group, sustainability drives innovation, seeking to surprise our guests as well as achieving efficiencies in the use of water and energy. In our responsible commitment to the Planet, we work to minimise our impact on Climate Change, increase the efficiency of resources and develop more sustainable products. All this minimises our environmental footprint with responsible consumption of natural resources.

In 2017, the implementation of the sustainability initiative continued. This initiative gives continuity to the environmental achievements of recent years. Thus, compared to 2008, per Average Daily Room energy consumption has been reduced by 28%, water consumption by 29% and our carbon footprint by 74%. NH Hotel Group is committed to renewable energy, which reduces its carbon footprint. Certified green energy consumption is available in 78% of hotels in Spain, Italy, Germany, Holland, Belgium and Luxembourg.

The Group is certified by internationally recognised standards such as ISO 50001, which certifies the efficiency of the hotel network's energy management on an international scale, and ISO 14001, related to environmental management. A total of 132 hotels have achieved their own external certification for their sustainable management.

NH Hotel Group has reported its climate change commitment and strategy to the Carbon Disclosure Project (CDP) since 2010. In 2017, the Group obtained a B Management rating, which places NH Hotel Group among the leading companies adopting measures to efficiently reduce emissions, which is indicative of advanced environmental management.

Likewise, the NH Hotel Group forms part of FTSE4 Good, an index on the London Stock Exchange which recognises the socially responsible behaviour of companies worldwide.

Greater detail on this issue can be found in the Corporate Social Responsibility report on the Grupo NH corporate website (https://www.nh-hoteles.es/corporate/es) inside the section "annual reports" of the financial information section within "shareholders and investors section".

## RISK MANAGEMENT MODEL

Since November 2015, the NH Hotel Group has had a risk policy approved by the Board of Directors. The aim of this corporate policy is to define the basic principles and the general framework of action to identify and control risks of any nature which may affect NH. This policy applies to all companies over which the NH Hotel Group has effective control.

NH Hotel Group's risk management system aims to identify events that may negatively affect achievement of the objectives of the Group's Strategic Plan, providing the maximum level of assurance to shareholders and stakeholders and protecting the group's revenue and reputation.

The model set up to manage risks is based on the ERM (Enterprise Risk Management) methodology and includes a set of methodologies, procedures and support tools which enable the NH Hotel Group to:

- 1. Identify the most significant risks that could affect achievement of strategic objectives
- 2. Analyse, measure and assess such risks depending on their probability of occurrence along with their impact, which is assessed from a financial and reputational point of view
- 3. Prioritise such risks
- 4. Identify measures to mitigate such risks based on the group's risk appetite. This is firmed up by defining risk managers and setting up action plans agreed by the Management Committee.
- 5. Monitor mitigation measures set up for the main risks
- 6. Periodically update risks and their assessment

The Group's Risk Map is updated annually and, after validation by the Audit and Control Committee, approved by the Board of Directors. The 2017 Risk Map was approved by the Board at its meeting on 25 October 2017.

In general, the risks to which the Group is exposed can be classified into the following categories.

- a) Financial Risks, such as fluctuation of interest rates, exchange rates, inflation, liquidity, non-compliance with financing undertakings, restrictions on financing and credit management.
- b) Compliance Risks, arising from possible regulatory changes, interpretation of legislation, regulations and contracts, and non-compliance with internal and external regulations. Tax and environmental risks are included under this heading. It also covers Reputational Risks, arising from the Group's behaviour which negatively affects fulfilment of the expectations of one or more of its stakeholders (shareholders, customers, suppliers, employees, the environment and society in general).
- c) Business Risks generated by inadequate management of procedures and resources, whether human, material or technological. This category encompasses difficulty in adapting to changes in customer demand, including those caused by External Risks, arising from natural disasters, political instability or terrorist attacks.
- d) Systems Risks, produced by attacks or faults in infrastructures, communications networks and applications that may affect security (physical and logical) and the integrity, availability or reliability of operational and financial information. This heading also includes business interruption risk.
- e) Strategic Risks, produced by difficulty accessing markets and difficulties in asset disinvestment.

Finally, in May 2017, the creation of an Executive Committee on Risks was approved to support the periodic monitoring of risks (monitoring of action plans and key indicators), support initiatives and activities related to the implementation of action plans, as well as creating a culture of risks in the Group. This Committee met twice during the year.

Greater detail on this issue can be found in the Corporate Social Responsibility report on the Grupo NH corporate website (https://www.nh-hoteles.es/corporate/es) inside the section "annual reports" of the financial information section within "shareholders and investors section".

## SHARES AND SHAREHOLDERS

NH Hotel Group, S.A. share capital at the end of 2017 comprised 350,271,788 fully subscribed and paid up bearer shares with a par value of €2 each. All these shares carry identical voting and economic rights and are traded on the Continuous Market of the Spanish Stock Exchanges.

According to the latest notifications received by the Company and the notices given to the National Securities Market Commission before the end of every financial year, the most significant shareholdings at 31 December 2017 and 2016 were as follows:

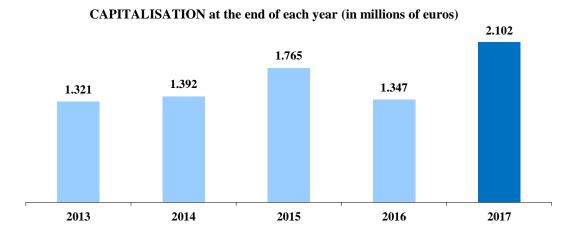
	2017	2016
HNA CO LTD	29.34%*	29.50%
Oceanwood Capital Management LLP	12.06%	11.97%
Hesperia Group	9.27%**	9.27%**

Notwithstanding this list of shareholders, the following changes communicated to the CNMV by said shareholders are reported:

<sup>\*</sup> Although in the CNMV Records it is recorded that the shareholding of Grupo HNA in NH is 29.50% at 31 December 2017, Grupo HNA reported a decrease to 29.34% in its shareholding in NH to the CNMV on 27 February 2017. In addition, on 3 November 2017, Grupo HNA notified the CNMV of the signing of a sales contract and repurchase agreement through which it would transfer NH shares representing approximately 1.14% of the capital. Depending on whether the sale has been formalised and the terms and conditions of it, Grupo HNA's shareholding in NH could reach 28.20% of the share capital. Finally, on 19 January 2018, it notified the CNMV of the engagement to review its shareholding in the Group, including identify potential buyers of its shareholding.

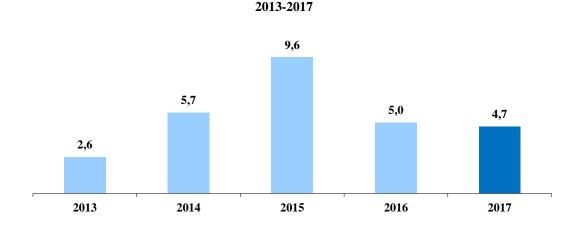
The average share price of NH Hotel Group, S.A. in 2017 was 5.05 euros per share (4.04 euros in 2016). The lowest share price of 3.84 euros per share was recorded in January (3.17 euros in February 2016) and the highest share price of 6.26 euros per share in December (4.95 euros in January 2016). The market capitalisation of the Group at the close of 2017 stood at 2.10163 billion euros (1.34680 billion euros at the close of 2016).

At 31 December 2017, the Group had 9,416,368 own shares of which 9,000,000 correspond to the loan of shares for the issue of the convertible bond in November 2013. Of these 9 million shares, at 31 December 2017, 7,615,527 have been returned, and are now controlled by NH, although they remain available to the financial entities. Additionally, in August 2016, the Company purchased 600,000 own shares and in 2017, delivered 183,632 shares to employees under the Incentive Plan.



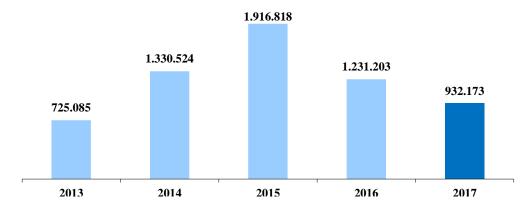
A total of 237,704,360 shares in NH Hotel Group, S.A. were traded on the Continuous Market over the course of 2016 (316,419,296 shares in 2016), which accounted for 0.68 times (0.90 times in 2016) the total number of shares into which the Company's share capital is divided. Average daily share trading on the Continuous Market amounted to 932,173 securities (1,231,203 in 2016).

**AVERAGE DAILY TRADING (millions of euros)** 



AVERAGE DAILY TRADING (in shares) 2013-2017

<sup>\*\*</sup> The shareholding of Hesperia Group consists of the direct shareholding held by Grupo Inversor Hesperia, S.A. (9.10%) and Eurofondo (0.17%).



EVOLUTION NH HOTEL GROUP vs. IBEX 35 1 JANUARY 2013-31 DECEMBER 2017



## **FUTURE OUTLOOK**

Forecasts indicate that this strong momentum will continue in 2018, although at a more sustainable pace after eight years of constant expansion after the economic and financial crisis of 2009. Based on current trends, economic outlooks and the forecast of the UNWTO Panel of Experts, the Organisation expects global international tourist arrivals to grow at a rate of between 4% and 5% in 2018. By region, growth in the arrival of tourists to Europe and the Americas is expected to be between 3.5% and 4.5%.

On the other hand, GDP growth in Europe is expected to be +2.1% in 2018 (Data and estimates provided by the E.C. "European Economic Forecast – Autumn 2017" November 2017).

In this economic environment, the Group expects to benefit from the increase in sales associated with GDP growth expectations in 2018, together with the positive impact of the repositioning investments made in the last two years and supported by the implementation of price management tools which will allow us to continue to optimise this strategy.

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## EVENTS AFTER THE REPORTING PERIOD

In relation to the unsolicited sign of interest received from Grupo Barceló in November 2017, the Company's Board of Directors unanimously rejected the operation proposed on 10 January 2018.

The Board noted that its decision was made to defend both the social interest of the Company and the interests of all shareholders. It insisted that the unanimous rejection of this offer does not condition nor impede the analysis of other future strategic opportunities which will be assessed based on the real value they are able to generate to NH Hotel Group's shareholders as a whole, within the framework of the consolidation trends prevailing in the sector.

In taking its decision, the Board assessed the fact that the contemplated structure (merger) would not allow shareholder value to be created above that of that project independently by NH. In its analysis, the Board did not consider the intrinsic value assigned to NH by Grupo Barceló's offer appropriate, nor its scope, nor the exchange ratio offered by it.

Based on this analysis, the Board unanimously considered that the terms of the offer were inadequate and did not reflect the real value of NH in any way, but especially for the following reasons:

- The exchange ratio did not reflect the relative valuation of both companies (even less with a consolidation adjusted to the relevant hotel business of Grupo Barceló). It also did not offer a real control premium on the market valuation of NH, nor did it consider the potential for revaluation of NH independently (greater in any case to the relative value of 7.08 euros per share suggested in said offer).
- Grupo Barceló's offer did not reflect the potential for growth in NH's results, nor the value of its urban assets owned in Europe (as shown by the recent sale of the Barbizon hotel in Amsterdam), nor the opportunity to generate profits with its balanced mix of contracts in management and rental, nor the optimisation of its operational and financial structure.
- The Board assessed very negatively that Grupo Barceló's offer lacked liquidity for NH shareholders.

Likewise, and regardless of its decision in this matter, the Board also ratified the full confidence in the current NH Strategic Plan with solid growth in revenues and significant operational improvement, together with the value of its hotel assets and the potential to benefit from the reduction of its indebtedness, which will allow for expansion opportunities and, in the future, participate in the consolidation trend of the hotel sector.

## **ANNEX I**

# ANNUAL CORPORATE GOVERNANCE REPORT FOR LISTED PUBLIC LIMITED COMPANIES

## IDENTIFICATION DETAILS OF THE ISSUER

END DATE OF 12-MONTH PERIOD OF REFERENCE

31/12/2017

TAX ID CODE (CIF)

A28027944

**COMPANY NAME** 

NH HOTELES, S.A.

**REGISTERED OFFICE** 

SANTA ENGRACIA, 120 - 7ª PLANTA, MADRID

# ANNUAL CORPORATE GOVERNANCE REPORT FOR LISTED PUBLIC LIMITED COMPANIES

# A OWNERSHIP STRUCTURE

A.1Fill in the following table regarding the share capital of the Company:

Date of last modification	Share capital (€)	Number of Shares	Number of voting rights
26/06/2014	700,543,576.00	350,271,788	350,271,788

Indicate whether there are different shares classes with different associated rights:

Yes No X

A.2List the direct and indirect significant shareholders in your company at the end of the year, excluding directors:

Name or business name of the shareholder	Number of direct voting rights	Number of indirect voting rights	% of total voting rights
HNA GROUP CO LIMITED	0	102,787,996	29.35%
OCEANWOOD CAPITAL MANAGEMENT LLP	0	42,235,143	12.06%
GRUPO INVERSOR HESPERIA, S.A	31,870,384	0	9.10%

Name or trade name of the indirect shareholder	Via: Name or company name of the direct holder of the shareholding	Number of voting rights
HNA GROUP CO LIMITED	TANGLA SPAIN, S.L.	102,787,996
OCEANWOOD CAPITAL MANAGEMENT LLP	OCEANWOOD OPPORTUNITIES MASTER FUND	32,195,671
OCEANWOOD CAPITAL MANAGEMENT LLP	OCEANWOOD EUROPEAN FINANCIAL SELECT OPPORTUNITIES MASTER FUND	5,629,251
OCEANWOOD CAPITAL MANAGEMENT LLP	OCEANWOOD INVESTMENTS II DESIGNATED ACTIVITY COMPANY	2,283,927
OCEANWOOD CAPITAL MANAGEMENT LLP	CROWN/OCEANWOOD SEGREGATED PORTFOLIO	2,126,294

Indicate the most significant movements in the shareholding structure of the company during the year:

A.3Complete the following tables with information on the members of the company's Board of Directors that hold voting rights on shares in the company:

Name or company name of Director	Number of direct voting rights	Number of indirect voting rights	% of total voting rights
MR JOSE ANTONIO CASTRO SOUSA	1,000	32,475,188	9.27%
MR ALFREDO FERNÁNDEZ AGRAS	150,000	0	0.04%
MR RAMÓN ARAGONÉS MARÍN	17,709	0	0.01%
MS MARIA GRECNA	12,000	0	0.00%
MR PAUL JOHNSON	9,116	0	0.00%

Name or trade name of the indirect shareholder	Via: Name or company name of the direct holder of the shareholding	Number of voting rights
MR JOSE ANTONIO CASTRO SOUSA	GRUPO INVERSOR HESPERIA, S.A	31,870,384
MR JOSE ANTONIO CASTRO SOUSA	EUROFONDO, S.A.	604,804

% of total voting rights held by the Board of Directors	9.32%

Fill in the following tables with information on the members of the Company's Board of Directors who hold rights over shares in the Company:

Name or company name of Director	Number of direct voting rights	Number of indirect voting rights	Number of equivalent shares	% of total voting rights
MR RAMÓN ARAGONÉS MARÍN	140,649	0	140,649	0.04%

A.4Indicate, where applicable, the family, commercial, contractual or corporate relationships existing between major shareholders, insofar as they are known by the Company, unless they have little relevance or arise from normal trading activities:

A.5Indicate, where applicable, the commercial, contractual or corporate relationships existing between major shareholders, and the company and/or its group, unless they have little relevance or arise from normal trading activities:

Α.	6Indicate	whether	the	compan	y has	been	informe	d of	sharel	nolders	' agreemer	nts which	affect	it, as
	establish	ned in Ar	ticles	530 an	d 531	of the	Capital	Com	panies	Act. If	applicable,	describe	them	briefly
	and list t	the share	holde	ers boun	d by t	he agre	eement:							

	Yes	No X
Indicate if the company is give a brief description:	aware of the existence of c	oncerted actions among its shareholders. If so,
	Yes	No X
In the event of any modific year, please specify it:	ation or termination of thes	e pacts, agreements or agreed actions during the
The company is not aware of the e	xistence of concerted actions among	its shareholders.

A.7Indicate whether any individual person or legal entity exercises, or could exercise, control over the

Company in accordance with Article 4 of the Stock Market Act. If so, give details here:

Yes	No X	

Remarks

A.8Fill in the following tables regarding the Company's treasury stock:

At year end:

Number of direct shares	Number of indirect shares (*)	% of total share capital
8,031,895		0 2.29%
(*) Through:		
( ) Tillough.		
Describe any significant changes,	according to Royal Decree 136	2/2007, that occurred during the yea
	Explain the significant changes	
Describe the conditions and the tel		
repurchase or transmit treasury sto	ock, as conferred by the Genera	al Shareholders' Meeting.
T. 0. 101 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	0   0047    1   1    0   1    10	
The General Shareholders' Meeting held on 2 stock under the terms indicated below:	9 June 2017 authorised the Board of Direct	ors of the Company to repurchase treasury
a) The acquisition can be made by any title ac	ccepted in Law, once or more times, provid	ed that the acquired shares, added to those the
Company already owns, do not exceed 10% of applicable.	f the Company's share capital, together with	h those owned by other companies in the group,
b) The acquisition, including the shares which		
have acquired beforehand and have in its port share capital plus the reserves made unavaila		
	. ,	aring annual accounts, less the profits directly
attributable to it, and plus the uncalled share of the accounts as liabilities.	capital, as well as the amount of the principa	al and the share premium that are registered in
c) The shares must be fully paid up.		
d) The authorisation will be valid for 5 years from	om the day this agreement comes into force	9.
e) The minimum purchase price will be 95% a continuous market the day before the transact		isted market value at the close of Spain's ere to security market regulations and customs.
		the payment systems set out in Article 146.a) beneficiaries of the Payment Plan or Plans for
Company executives and employees.	iai may be whony or partly anocated to the	beneficialities of the Payment Plant of Plants for
bis Estimated floating capital:		
		%
Estimated floating capita	al	49.33
O localizada code adde en de analización acciona	striction on the transferability of	of securities and/or any restriction of
	he existence of any type of res	striction which could hinder control

es No	X
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A.11 State whether the General Shareholders' Meeting has agreed to adopt neutralisation measures against take-over bids, pursuant to Law 6/2007.

Yes	No	Х
		_

If so, explain the approved measures and the terms under which the restrictions would be lifted:

	fers.	cate the different ty	pes or strates, a	id the rights and	obligations cach t	ype or snare
GENER	RAL SHARE	HOLDERS' MEE	TING			
Con		differences exist bo LSC) and the quore				
		Yes		No X		
		pplicable, specify a LSC) for adopting o			stablished in the Ca	apital
		Yes		No X		
Des	scribe how it o	differs from the LSC	).			
note gov Title	e the majoriti erning the pro	ulations applicable to ies required for characteristics of sharehold cicles 285 - 345, of Royal D and Articles 158 - 164 of	langes to the ar Iders' rights wher Decree-Law 1/2010 of 2	ticles of associan making change	tion and, if any, s to the articles of vised Text of the Capital	the regulati association. Companies
note gov Title Act Reg of a ther	e the majoritierning the prosecution of the prosecu	ies required for chotection of sharehol	langes to the ar lders' rights wher Decree-Law 1/2010 of 2 Royal Decree 1784/199 system applicable to the cts these legal regulation	ticles of associa n making change.  July, approving the Re 26, of 19 July, approvin e modification of articles ns, with no higher quor	tion and, if any, so to the articles of vised Text of the Capital go the Regulation of the Cost of association. The text um or majority required the cost of the c	the regulati association  Companies companies of the articles han is set out
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B.7Indicate the address and access on the Company website to information on corporate governance and other information on general shareholders' meetings which must be available to shareholders on the Company website.

All information of relevance to shareholders, including information on corporate governance and other information on general shareholders' meetings is available at all times on the NH Hotel Group website, www.nh-hotels.es, in the section 'Information for shareholders'.

# C COMPANY MANAGEMENT STRUCTURE

## C.1 Board of Directors

C.1.1 Maximum and minimum number of directors established in the company's articles of association:

Maximum number of Directors	20
Minimum number of Directors	5

## C.1.2 Complete the following table with the members of the Board:

Name or company name of Director	Representativ e	Director category	Position on the Board	Date of first appoi ntmen t	Date of last appoi ntmen t	Election procedure
MR ALFREDO FERNÁNDEZ AGRAS		Proprietary	CHAIRMAN	19/06/2015	29/06/2015	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR JOSE ANTONIO CASTRO SOUSA		Proprietary	DEPUTY CHAIRMAN	24/05/2012	29/06/2015	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR RAMÓN ARAGONÉS MARÍN		Executive	Chief Executive Officer	29/06/2017	29/06/2017	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR JOSÉ MARÍA CANTERO MONTES- JOVELLAR		Independent	DIRECTOR	21/06/2016	25/07/2017	CO-OPTED
MS MARIA GRECNA		Independent	DIRECTOR	21/06/2016	25/07/2017	CO-OPTED
GRUPO INVERSOR HESPERIA, S.A	MR JORDI FERRER GRAUPERA	Proprietary	DIRECTOR	28/02/2017	29/06/2017	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR PAUL JOHNSON		Independent	DIRECTOR	21/06/2016	25/07/2017	CO-OPTED
MR FERNANDO LACADENA AZPEITIA		Independent	DIRECTOR	21/06/2016	25/07/2017	CO-OPTED
MR JOSE MARÍA LÓPEZ-ELOLA GONZÁLEZ		Independent	DIRECTOR	24/04/2012	29/06/2015	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING
MR JOSÉ MARÍA SAGARDOY LLONIS		Independent	DIRECTOR	22/03/2017	29/06/2017	AGREEMENT BY GENERAL SHAREHOLDERS' MEETING

Total number of directors
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Indicate whether any directors have left the Board of Directors during the period being reported:

Name or company name of Director	Director category at time of departure	Date of leaving	
MR JUAN JOSÉ ANDRÉS ALVEZ	Independent	27/01/2017	

Name or company name of Director	Director category at time of departure	Date of leaving
MR FRANCISCO JAVIER ILLA RUIZ	Proprietary	07/02/2017
MR CARLOS GONZÁLEZ FERNÁNDEZ	Independent	26/06/2017
MR FRANCISCO ROMAN RIECHMANN	Independent	29/06/2017
MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR	Other External	25/07/2017
MS MARIA GRECNA	Other External	25/07/2017
MR PAUL JOHNSON	Other External	25/07/2017
MR FERNANDO LACADENA AZPEITIA	Other External	25/07/2017
MS KORO USARRAGA UNSAIN	Independent	20/10/2017

C.1.3 Fill in the following tables about the Board members and their corresponding categories:

## **EXECUTIVE DIRECTORS**

Name or company name of Director	Position in the company's organisational chart
MR RAMÓN ARAGONÉS MARÍN	Chief Executive Officer

Total number of executive directors	1
% of the Board as a whole	10.00%

## **EXTERNAL PROPRIETARY DIRECTORS**

Name or company name of Director	Name or company name of the major shareholder represented or who proposed the appointment
MR ALFREDO FERNÁNDEZ AGRAS	OCEANWOOD CAPITAL MANAGEMENT LLP
MR JOSE ANTONIO CASTRO SOUSA	GRUPO INVERSOR HESPERIA, S.A
GRUPO INVERSOR HESPERIA, S.A	GRUPO INVERSOR HESPERIA, S.A

Total number of proprietary directors	3
% of the Board as a whole	30.00%

## **INDEPENDENT EXTERNAL DIRECTORS**

## Name or company name of Director:

MR JOSE MARÍA LÓPEZ-ELOLA GONZÁLEZ

## Profile:

Graduate in economics from the Complutense University of Madrid. For the last 35 years, he has been the General Manager of various credit and banking institutions, such as Banco Zaragozano, S.A. and Barclays, S.A. He is currently a member of the Board of Directors of companies including Festina Lotus, S.A., Celo, S.A. and Cementos Occidentales, S.A.

## Name or company name of Director:

MS MARIA GRECNA

Profile:

Economics degree from the Economics School of the University of Prague (Czech Republic) and a Masters in Finance from the London Business School. She has run Earlwood Rental Properties, which she cofounded, since 2013. Earlwood is a company focused on the acquisition, renovation and management of homes with a portfolio of over 100 homes in the centre of Madrid and Barcelona and for properties in construction and holiday homes in the Balearic Islands. Between 2005 and 2013 she worked for Värde Partners (a global alternative investment advisor), first as CEO of Värde Partners Europe (London) between 2005 and 2011 and later as CEO of Värde Partners Iberia (Madrid) between 2011 and 2013. She previously held positions in Société Générale (Prague) from 2002 to 2003, Crédit Suisse First Boston (London and Prague), from 2000 to 2002, and Citigroup (Prague), from 1995 to 2000.

## Name or company name of Director:

MR JOSÉ MARÍA SAGARDOY LLONIS

#### Profile:

Degree in Economics and Business Administration from ICADE (E-2) and IESE Business School, University of Navarra. BBVA programme for executives He began his professional career in Arthur Anderson A.L.T., in the financial sector and has since held senior positions in various banking entities such as Deutsche Bank, BBVA (Director of Global Syndicated Loans) and Banco Popular (Wholesale Banking Director and Risk Director).

He is currently the Head of Origination and CFO of Copernicus Servicing, S.L. He has been a Board Member of companies such as Fomento de Construcciones y Contratas (2008-2009), Societé Fonciere Lyonnaise, representing Colonial (2008-2011), Globalia Corporación Empresarial (2007-2012), Inmobiliaria Colonial (2008 – 2013) and in Targobank, S.A., representing Banco Popular Español, S.A. (2013-2016).

## Name or company name of Director:

MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR

#### Profile:

He holds a degree in Law and Economics and Business Administration and Management from the Universidad Pontificia Comillas (ICADE E-3) and a diploma from the Business Management Programme (PADE) of IESE Business School. He was a founding partner of Results Mazimizer (consultancy for the execution and implementation of marketing, sales and communications projects) and Enubes (digital marketing company) and has been the Managing Partner since September 2015. Between July 2008 and August 2015 he held various senior positions in Mutua Madrileña, first as Sales and Marketing Director until May 2011 and subsequently as Deputy General Manager, whilst also being a Director at SegurCaixa Adeslas (from July 2011) and a Director at Mutuactivos Inversiones (from July 2013). Between August 2003 and June 2008 Mr José María Cantero de Montes-Jovellar was Marketing and Customers Director (sales and value enhancement management of the Residential Business Unit) of Amena/Orange in Spain. Previously, between July 1994 and July 2003 he worked for Procter & Gamble España in various positions within the marketing department: Assistant Brand Manager, Brand Manager, and his final position as Business Team Leader Textiles Care division for Spain

## Name or company name of Director:

MR PAUL JOHNSON

and Portugal.

Profile:

Founding director and Chief Executive Officer of the hotel chain Kew Green Hotels Ltd under whose leadership went from start-up to having 50 hotels. The group was acquired by the Chinese-owned HK CTS, a hotel chain, in August 2015. After ensuring a successful integration with HK CTS, Paul left the company in May 2016 to develop other interests.

Paul is highly experienced in the leisure industry having held senior positions in sales and marketing for the Welcome Break Group, Budget Rent a Car, Radisson Edwardian Hotels and Hilton International. Paul was shortlisted for Ernst and Young Entrepreneur of the year in 2007 and 2009 and, in 2006, was a member of the Sunday Times Fasttrack Awards Management Team of the Year.

Paul is currently Head of Roupell Advisory Ltd., a global hotel consultancy.

## Name or company name of Director:

#### MR FERNANDO LACADENA AZPEITIA

#### Profile:

Degree in Economics and Business Administration and a Law Degree from ICADE (Specialty E-3) in Madrid. Executive with more than 35 years' experience in financing and very oriented towards management. Lately, specialised in the financial area in large listed multinational corporations, with significant experience in the negotiation and structuring of financing operations, relationships with capital markets and investment operations (M&A).

Since December 2014, he has been the CEO of Testa Inmuebles en Renta SOCIMI, S.A., a leading property leasing management company in the third sector, having directed the operation to float the company with Merlin Properties taking a stake in its share capital; an operation valued at approximately €2 billion.

He is the chairman of ASPRIMA, the association of companies with leased assets in Spain.

Prior to that, for seven years he was the CFO at Grupo Sacyr Vallehermoso, managing financing with banks and the relationship with analysts and investors and participating directly in the investment processes and the partnership strategy to develop new businesses in both local markets and internationally.

Previously he worked for 13 years in similar positions in Grupo ACS – Dragados, after having started in Arthur Andersen where he spent the first 10 years of his professional career.

Total number of independent directors	6
% of total Board	60.00%

Indicate if any Director classified as independent receives any payments or benefits from the company or its group other than remuneration for the post of Director, or maintains, or has maintained, a business relationship with the company or any company in the group in the last year, whether in his own name or as a major shareholder, director or senior manager of an entity maintaining, or which has maintained, such a relationship.

NO

If so, include a reasoned statement by the Board as to the reasons why it considers that this director can perform his duties as an independent director.

## OTHER EXTERNAL DIRECTORS

Identify the other external directors and state the reasons why they cannot be considered proprietary or independent directors, and their relationship with the company, its directors or shareholders:

Indicate the changes that, as applicable, have occurred to the category of each director during the period:

Name or company name of Director	Date of change	Previous category	Current categor y
MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR	25/07/2017	Other External	Independent
MS MARIA GRECNA	25/07/2017	Other External	Independent
MR PAUL JOHNSON	25/07/2017	Other External	Independent
MR FERNANDO LACADENA AZPEITIA	25/07/2017	Other External	Independent

C.1.4 Fill in the table below with the information relating to the number of female directors in the last 4 financial years, and their type:

	Number of female directors				% of total directors of each type			
	2017	2016	2015	2014	2017	2016	2015	2014
Female Executive	0	0	0	0	0.00%	0.00%	0.00%	0.00%
Proprietary	0	0	0	1	0.00%	0.00%	0.00%	10.00%
Independent	1	1	1	0	16.67%	25.00%	25.00%	0.00%
Other External Female Executives	0	1	0	0	0.00%	25.00%	0.00%	0.00%
Total:	1	2	1	1	10.00%	18.18%	8.33%	7.14%

C.1.5 Explain the methods adopted, if any, to seek to include a number of women in the Board of Directors which would permit a balanced presence of women and men.

#### Explanation of the measures

The Board of Directors' rules define the establishment of a target concerning the less represented gender on the Board of Directors and the guidelines on how to fulfil said target as one of the objectives of the Appointments, Remuneration and Corporate Governance Committee. This target was legally established as 30% women members of the Board of Directors by 2020.

In order to fulfil the aforementioned goal, the Appointments, Remuneration and Corporate Governance Committee shall ensure that the selection procedure does not suffer from any implicit bias that may hamper the selection of female directors and that women that fulfil the professional profile sought are included among the potential candidates.

The policy for selecting directors seeks to prevent discrimination, with meritocracy as the criterion guiding the selection process to identify the best candidates for the Company. However, and notwithstanding the foregoing, each time that there is a vacancy on the Board of Directors, and the corresponding selection process begins, at least one woman must be considered as a candidate until the 30% target is met.

C.1.6 Explain the measures agreed, if any, by the Appointments Committee to ensure that the selection process is not implicitly biased against selecting female Directors, and so that the company deliberately seeks to include women who meet the desired professional profile among potential candidates:

## Explanation of the measures

During the process of selecting Directors, in compliance with the principles set forth in the Board Regulations, the Appointments, Remuneration and Corporate Governance Committee has ensured women are included who meet the required professional profile in the list of candidates, and has endeavoured to ensure there are no biases inherent in the selection procedure that hinder the selection of female directors.

As mentioned previously, the policy for selecting directors expressly provides for the prevention of discrimination in the candidate selection process and, guided by company interest, meritocracy shall serve as the main selection criterion, with the process seeking to identify the most qualified candidates. However, each time that there is a vacancy on the Board of Directors, and the corresponding selection process begins, at least one woman must be considered as a candidate, notwithstanding the principles of merit and capacity, until the aforementioned 30% target for 2020 is met.

If, despite the measures adopted, if any, there are few or no female Directors, explain the reasons:

#### Explanation of the reasons

See above section

C.1.6 bis Explain the conclusions of the appointments committee regarding the verification of compliance with the policy on director selection. In particular, explain how this policy promotes the objective that by 2020 the number of female directors is at least 30% of the total number of members of the board of directors.

#### Explanation of the conclusions

In 2017, the Appointments, Remuneration and Corporate Governance Committee considered the regulatory fitness and the Recommendations in the Good Governance Code in terms of the policy for selecting directors.

NH Hotel Group firmly believes that diversity in all its facets and at all levels of its professional team is an essential factor for ensuring the Company's competitiveness and a key element in its corporate governance strategy, promoting the participation and development of women in the organisation, especially in positions of leadership, and, in particular, on the Board of Directors.

In the candidate selection process and, guided by company interest, meritocracy shall serve as the main selection criterion, with the process seeking to identify the most qualified candidates. Consequently, each time that there is a vacancy on the Board of Directors, and the corresponding selection process begins, at least one woman must be considered as a candidate, notwithstanding the principles of merit and capacity, until the aforementioned 30% target for 2020 is met. This company's goal is to cover any Board vacancy with a new female director, therefore enabling us to increase the female presence on the Board.

In 2017, the Company has continued to work with expert consulting firms that have intensified the recruitment of female directors.

C.1.7 Explain how major shareholders are represented on the Board.

As set out in Article 9 of the Board Regulations, the Board will ensure that the majority group of external Directors includes, on one hand, those proposed by the holders of significant stable holdings in the company capital (proprietary Directors) and, on the other, professionals of recognised prestige who are not associated with the executive team nor with major shareholders (independent Directors).

Proprietary Directors are those that represent or have a shareholding in the Company that is greater than or equal to what is legally considered significant, or that may have been appointed due to their status as shareholders even though their shareholding does not reach the legally established amount.

For the purposes of this definition, it shall be assumed that a director represents a shareholder when:

- a) He/she was appointed by virtue of the right to representation.
- b) He/she is a director, senior manager, employee or regular service provider of this shareholder, or of companies belonging to its group.
- c) The company documentation states that the shareholder accepts that the director has been appointed by it or represents it.
- d) He/she is the spouse, or connected by a similar relationship, or related up to the second degree of kinship to a major shareholder.
- C.1.8 Explain, if applicable, the reasons why proprietary directors have been appointed at the request of shareholders whose holdings are below 3% of share capital:

Indicate whether formal requests for representation on the Board from shareholders whose
shareholding is equal to or greater than other shareholders at whose request proprietary
directors have been appointed, have not been acted upon. Explain the reasons why they have
not been acted on, as applicable:

Yes	П	No [	Χ	
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C.1.9 Indicate whether any director has left their position prior to the completion of their mandate; whether the director has explained their reasons to the Board, and by what means; and, in the event that the written communication was sent to the whole of the Board, explain the reasons given:

## Name of the director:

MR JUAN JOSÉ ANDRÉS ALVEZ

#### Reason for departure:

Mr Juan José Andrés Alvez tendered his resignation as Board Member on 27 January 2017 due to unforeseen personal reasons.

## Name of the director:

MR FRANCISCO JAVIER ILLA RUIZ

#### Reason for departure:

Mr Francisco Javier Illa Ruiz's position as Director was terminated on 7 February 2017 due to his death.

## Name of the director:

MR CARLOS GONZÁLEZ FERNÁNDEZ

## Reason for departure:

At the end of his term as Board Member on 26 June 2017, the Board of Directors did not seek the reappointment of Carlos González Fernández at the General Shareholders' Meeting held on 29 June 2017.

## Name of the director:

MR FRANCISCO ROMAN RIECHMANN

## Reason for departure:

Mr Francisco Román Riechmann tendered his resignation as Board Member on 29 June 2017 due to personal reasons.

#### Name of the director:

#### MS MARIA GRECNA

#### Reason for departure:

Ms María Grecna tendered her resignation as Board Member on 25 July 2017. On this date she was appointed as a new co-opted director by the Board of Directors as an independent director at the behest of the Appointments and Remuneration and Corporate Governance Committee

## Name of the director:

## MR PAUL JOHNSON

#### Reason for departure:

Mr Paul Johnson tendered his resignation as Board Member on 25 July 2017. On this date he was appointed as a new co-opted director by the Board of Directors as an independent director at the behest of the Appointments and Remuneration and Corporate Governance Committee

## Name of the director:

## MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR

## Reason for departure:

Mr José María Cantero Montes-Jovellar tendered his resignation as Board Member on 25 July 2017. On this date he was appointed as a new co-opted director by the Board of Directors as an independent director at the behest of the Appointments and Remuneration and Corporate Governance Committee

#### Name of the director:

## MR FERNANDO LACADENA AZPEITIA

## Reason for departure:

Mr Fernando Lacadena Azpeitia tendered his resignation as Board Member on 25 July 2017. On this date he was appointed as a new co-opted director by the Board of Directors as an independent director at the behest of the Appointments and Remuneration and Corporate Governance Committee

## Name of the director:

## MS KORO USARRAGA UNSAIN

#### Reason for departure:

Ms Koro Usarraga Unsain resigned from her position of Director on 20 October 2017 for professional reasons.

C.1.10 Indicate, if applicable, the powers delegated to the Executive Director(s):

## Name or company name of Director:

# MR RAMÓN ARAGONÉS MARÍN

## **Brief description:**

All the powers that correspond to the board of directors, except those that cannot be delegated by law or the company's articles of association.

# C.1.11 Identify, if applicable, the members of the Board that hold administrative or management positions in other companies that form part of the group of the listed company:

Name or company name of Director	Company name of group company	Position	Do they have executive duties?
MR RAMÓN ARAGONÉS MARÍN	NH Lagasca, S.A.	Director	NO
MR RAMÓN ARAGONÉS MARÍN	JV BEIJING GRAND CHINA HOTEL MANAGEMENT (CHINA)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	NH HOTELES DEUTSCHLAND GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	NH HOTELBETRIEBS – UND ENTWICKLUNGS GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	NH HOTELBETRIEBS – UND DIENSTLEISTUNGS GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	NH CENTRAL EUROPE MGMT GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	JOLLY HOTEL DEUTSCHLAND GMBH	Joint and Several Director	YES
MR RAMÓN ARAGONÉS MARÍN	HOTELES ROYAL, S.A. (COLOMBIA)	Deputy Director	NO
MR RAMÓN ARAGONÉS MARÍN	NACIONAL HISPANA HOTELES, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	OPERADORA NACIONAL HISPANA, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	FRANQUICIAS LODGE, S.A. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	SERVICIOS CORPORATIVOS HOTELEROS (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	HOTELERA DE LA PARRA (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	SERVICIOS CORPORATIVOS KRYSTAL ROSA (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	CHARTWELL INMOBILIARIA DE COATZACOALCOS, S.A. DE C.V (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	SERVICIOS CORPORATIVOS CHARTWELL MONTERREY, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	CHARTWELL DE MÉXICO, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	CHARTWELL DE NUEVO LAREDO, S.A. DE C.V (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	GRUPO HOTELERO MONTERREY, S.A. DE C.V (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	SERVICIOS CHARTWELL NUEVO LAREDO, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	DESARROLLO INMOBILIARIO SANTA FE MEXICO, S.A. DE C.V. (MEXICO)	Director	NO

Name or company name of Director	Company name of group company	Position	Do they have executive duties?
MR RAMÓN ARAGONÉS MARÍN	GRUPO HOTELERO QUERETARO, S.A. DE C.V. (MEXICO)	Director	NO
MR RAMÓN ARAGONÉS MARÍN	HISPANA SANTA FE, S.A. DE C.V. (MEXICO)	Director	NO

C.1.12 State, if applicable, the directors of your company that are members of the Board of Directors of other entities listed on official stock exchanges, other than companies in your group, which the company has been notified of:

Name or company name of Director	Company name of group company	Positi on
MR ALFREDO FERNÁNDEZ AGRAS	MERLIN PROPERTIES SOCIMI, S.A.	DIRECTOR
MR JOSE MARÍA LÓPEZ-ELOLA GONZÁLEZ	CADOGAN 37 SICAV, S.A.	DIRECTOR

C.1.13	State, and if applicable explain, if the company has rules on the number of boards that its
	directors may belong to:

Explanation of the rules		
163 X	110	
Yes X	No 🗔	

Article 29 of the Regulations of the Board expressly establishes that directors must dedicate the necessary time and effort to performing their duties, and must notify the Appointments and Remuneration Committee of any circumstances that may interfere with the required dedication. Similarly, directors may not belong to more than 10 boards of directors, excluding the Board of NH Hotel Group, S.A. and the boards of holding companies and family companies, without the express authorisation of the Appointments and Remuneration Committee based on the individual circumstances in

C.1.14 Paragraph repealed.

each case.

C.1.15 State the overall remuneration of the Board of Directors:

Remuneration of the Board of Directors (€ thousands)	2,332
Amount of pension rights accumulated by the current Directors (€ thousands)	0
Amount of pension rights accumulated by the ex-Directors (€ thousands)	0

C.1.16 Identify members of senior management who are not also Executive Directors, and indicate their total remuneration for the year:

Name or company name	Position
MR FERNANDO CÓRDOVA MORENO	GENERAL MANAGER, PEOPLE
MS LAIA LAHOZ MALPARTIDA	GENERAL MANAGER, ASSETS AND REVENUE
MR ISIDORO MARTINEZ DE LA ESCALERA	GENERAL MANAGER, MARKETING
MR RUFINO PÉREZ FERNANDEZ	GENERAL MANAGER, OPERATIONS
MS BEATRIZ PUENTE FERRERAS	CHIEF FINANCIAL OFFICER
MR CARLOS ULECIA PALACIOS	GENERAL SECRETARY
MR FERNANDO VIVES SOLER	GENERAL MANAGER, SALES

C.1.17 State, if applicable, the identity of Board members who are also members of the Board of Directors of companies of significant shareholders and/or entities in their group:

Name or company name of Director	Company name of major shareholder	Position
GRUPO INVERSOR HESPERIA, S.A	GRUPO INVERSOR HESPERIA, S.A	JOINT AND SEVERAL DIRECTOR

Provide details, if applicable, of the relevant relationships other than those included in the previous heading, of the members of the Board of Directors with major shareholders and/or in entities of their Group:

#### Name or business name of the associated Director:

MR JOSE ANTONIO CASTRO SOUSA

Name or business name of the related major shareholder:

GRUPO INVERSOR HESPERIA, S.A

Description of relationship:

NATURAL PERSON REPRESENTING THE JOINT AND SEVERAL ADMINISTRATOR EUROFONDO, S.A.

C.1.18 State whether there has been any change to the regulations of the Board during the year:

Yes X No

#### **Description of changes**

At its meeting of 29 June 2017 and at the proposal of the Chairman of the Board of Directors and the Chairman of the Appointments, Remuneration and Corporate Governance Committee, pursuant to the provision of Article 3 of the Board of Directors' rules, the Board of Directors approved the amendment of Articles 36.1 and 36.4 of the Rules, so that the executive directors who receive remuneration for the functions they perform under their working or business contract with the Company do not receive any additional remuneration as a Director.

C.1.19 State the procedures for selecting, appointing, re-electing, appraising and removing directors. Name the competent bodies, the procedures to be followed and the criteria used in each procedure.

The directors are appointed by the General Shareholders' Meeting, or provisionally by the Board of Directors in accordance with the provisions contained in the Capital Companies Act and the company's articles of association.

Proposals for appointments or the re-election of members of the Board of Directors is the responsibility of the Appointments, Remuneration and Corporate Governance Committee in the case of independent directors and is the responsibility of the Board itself for all other cases. Proposals should always be accompanied by a report from the Board assessing the proposed candidate's competence, experience and merits, which will be attached to the minutes of the General Shareholders' Meeting or that of the Board.

Proposals for appointing or re-electing any non-independent Director must also be preceded by a report from the Appointments, Remuneration and Corporate Governance Committee.

The Board of Directors must ensure that the selection process for its members favours diversity in terms of gender, experience and knowledge and does not suffer from implicit biases that may lead to any type of discrimination and, particularly, that it facilitates the selection of female directors.

In terms of appointing external directors, the Board of Directors and the Appointments, Remuneration and Corporate Governance Committee have a duty to ensure, within the scope of their respective competencies, that the election of candidates falls on people with a solid reputation, proven skills and experience, and who are prepared to dedicate a sufficient part of their time to the Company, taking the utmost care in choosing people who may be selected to be independent directors.

The Board of Directors will propose or designate people who meet the requirements set out in article 9.3.2 of the Regulation of the Board of Directors to cover the position of independent directors.

In any event, those subject to any incapacity, disqualification, prohibition or conflict of interests set forth in current legislation may not be proposed for appointment as Board members.

All those directly or indirectly holding interests of any type or that have an employment, professional or mercantile relationship, or relations of any other type with competitor companies, shall be considered as incompatible for the position of director, except when the Board of Directors, with a favourable vote of at least 70% of its members, agrees to set aside this condition. The above is without prejudice to any other waiver that, in compliance with current legislation, the General Shareholders' Meeting had to provide.

C.1.20 Explain how far the annual assessment of the board has led to important changes in its internal organisation, and on the procedures applicable to its activities:

#### **Description of changes**

The self-assessment carried out annually by the Board of Directors through completion of the corresponding questionnaire has enabled the thoughts of board members to be carried through to a series of action plans.

Below are the specific action plans for each opportunity for improvement which the Board of Directors intends to implement in 2018.

- 1. Strengthen the presence of the board in long-term issues and strategy.
- 2. Enhance reporting to the board on the perception of significant third parties and, in particular, customers and investors.
- 3. Revise the period of time between information supplied to the directors and the meetings.
- 4. Assess the competencies and capabilities of the Board of Directors and analysis possible areas to strengthen.
- 5. Agree and revise the training plan for the Board of Directors and, in particular, for new directors.
- 6. Extend the duration of the Audit Committee meetings.
- C.1.20. bis Describe the assessment process and the areas that have been assessed by the board of directors aided, as appropriate, by an external consultant, with respect to the diversity of its composition and duties, the functioning and composition of its committees, performance of the Chairman of the Board of Directors and the Chief Executive of the company and the performance and contribution of each director.

The Board of Directors at NH Hotel Group has collaborated with KPMG, an independent, specialist firm, to respond to Recommendation 36 of the Code of Good Governance of Listed Companies of the Spanish National Securities Market Commission.

The survey addressed the following topics:

- A) Methodology of Board of Director and Committee meetings
- Board of Directors
- Executive Committee
- Audit Committee
- Appointments, Remuneration and Corporate Governance Committee
- B) Corporate Governance
- Functioning
- Information
- Roles of the Board
- Information to Third Parties
- C) Strategic Planning
- D) Operational and Financial Supervision

C.124	Explain if there are any specific requirements, other than those relating to Directors, to be appointed Chairman of the Board of Directors.
	For the appointment of Directors with direct or indirect interests of any type in, or an employment, professional, commercial or any other relationship with competitor companies, a vote in favour by 70% of the Board members is required (Article 11.3 of the Board regulations).
	Description of the differences
	If so, describe the differences.
	Yes X No
C.1.23	Are reinforced majorities other than those applicable by law required for any type of decision?:
C.122	Paragraph repealed.
	d) When their continued presence on the Board may affect the good standing or reputation that the Company enjoys in the market, or put its interests at risk in any other way. In this case, the Director must immediately inform the Board of the facts or procedural difficulties that affect said reputation or risk.
	c) Where they are seriously reprimanded by the Appointments, Remuneration and Corporate Governance Committee for failing to comply with any of their obligations as Directors.
	b) Where they are subject to any incapacity, disqualification, prohibition or conflict of interests established in current legal provisions.
	a) When they are removed from the executive offices with which their appointment as a Director was associated or where the reasons for which they have been appointed are no longer valid. Such a circumstance shall be understood to apply to Proprietary Directors when the entity or business group they represent ceases to hold a significant shareholding in the Company's share capital or when, in the case of independent Directors, they become an executive of the Company or of any of its subsidiaries.
	Article 14.2 of the Regulations of the Board of Directors also stipulates that Directors shall place their office at the disposal of the Board of Directors and tender their resignation in any of the following circumstances:
	Directors shall step down when the period for which they were appointed comes to an end or when agreed by the General Shareholders' Meeting based on the powers legally attributed to it.
C.121	Indicate cases in which Directors are compelled to resign.
	Not significant, very specific and concrete business relationships.
C.1.20	b Break down, as appropriate, the business relationship that the consultant or any company within its group maintains with the company or any company in its group.
	- Procedures - Audit Committee Information - Risk Identification and Supervision

No X

No

Yes

Yes X

C.125 Indicate whether the Chairman has the casting vote:

- Time

Resolutions will be passed by absolute majority of the votes of the directors attending the meeting. In the event of a tie, the Chairman, or the Vice-chairman substituting them, shall have the casting vote.

C.1.26	Indicate whether the Articles of Association or the Board Regulations establish any age lift for Directors:		
	Yes No X		
C.1.27	State whether the articles of association or the Board Regulations establish a limited mandate for Independent Directors, other than as provided for in the legal regulations:		
	Yes No X		
C.1.28	Indicate whether the Articles of Association or the Regulations of the Board of Director establish specific rules for delegating votes to the Board of Directors, how this should be done		

C.128 Indicate whether the Articles of Association or the Regulations of the Board of Directors establish specific rules for delegating votes to the Board of Directors, how this should be done, and in particular, the maximum number of delegations any Director may have, and whether there is any limit as to the director category to which votes may be delegated, other than the limitations imposed by law. If so, give a brief summary of these rules.

Article 40 of the Articles of Association sets the rules around delegating votes, stating that "Directors shall personally attend Board meetings and, when they are unable to do so in exceptional circumstances, shall ensure that the proxy granted to another member of the Board shall include the relevant instructions insofar as possible."

Similarly, Article 22 of the Board Regulations in implementing said article adds that "Non-executive directors can only delegate their vote to another non-executive director."

The Board of Directors has not governed the maximum number of times a Director may delegate their vote.

C.129 Indicate the number of meetings that the Board of Directors has held over the year. Also indicate, as applicable, the number of times that the Board has met without its Chairman attending. The calculation of attendance includes representations made with specific instructions.

Number of Board meetings	11
Number of Board meetings not attended by the Chairman	0

If the Chairman is an executive director, indicate the number of meetings held with no attendance or representation of any executive director and under the chairmanship of the coordinating director.

Number of meetings 0
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State the number of meetings held by the different Board Committees over the year:

Committe e	No. of Meetings
EXECUTIVE COMMITTEE	18
AUDIT AND CONTROL COMMITTEE	10
APPOINTMENTS, REMUNERATION AND CORPORATE GOVERNANCE COMMITTEE	9

C.1.30	State the number of meetings that the Board of Directors has held during the year with the
	attendance of all of its members. The calculation of non-attendance includes representations
	made with specific instructions:

Number of meetings attended by all the directors	8
Attendances as a percentage of total votes during the year	97.29%

C.1.31	State whether the individual and consolidated financial statements that are presented to the
	Board to be approved are certified in advance:

Yes No X

Identify, as applicable, the person(s) that has/have certified the Company's individual and consolidated financial statements to be drafted by the Board:

C.1.32 Explain, if applicable, the mechanisms established by the Board of Directors to prevent the individual and consolidated annual accounts it draws up from being submitted to the General Meeting of Shareholders with qualifications in the auditors' report.

Article 41.2 of the Regulations of the Board establishes that the Board of Directors shall ensure the financial statements are drawn up definitively so that there is no need for auditor qualifications. Nevertheless, when the Board considers that its criteria should remain unchanged, it shall publicly explain the content and scope of the discrepancies.

C. 1.50 IS THE SECRETARY OF THE DUALY A DIFECTO	C.1.33	Secretary of the Board a Direct	tor?
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Yes No X

If the secretary is not a director, complete the following table:

Name or company name of secretary	Representative
MR PEDRO FERRERAS DÍEZ	

- C.1.34 Paragraph repealed.
- C.1.35 State the mechanisms established by the Company, if any, to preserve the independence of external auditors, financial analysts, investment banks and rating agencies.

The Board of Directors has established a stable and professional relationship with the Company's external accounts auditor through the Audit and Control Committee, strictly respecting its independence. By way of an example, the Audit and Control Committee holds regular meetings with the external auditor without the executive team being present. In this sense, article 25. b) of the Regulations of the Board of Directors expressly establishes that one of its responsibilities is to pass along to the Board of Directors proposals for selecting, appointing, re-electing and substituting external auditors, as well as conditions for their contracting and regularly collecting information from them on the audit plan and its execution, in addition to preserving its independence in exercising its functions.

Furthermore, the Audit and Control Committee is responsible for establishing suitable relationships with auditors or audit firms in order to receive information regarding any issues that may jeopardise their independence, so that these can be examined by the committee, and any other matters related with the process of conducting financial audits, as well as any other communications stipulated in the financial auditing legislation and audit regulations.

In any event, it must receive written confirmation on an annual basis from the auditors or auditing firms of their independence from the Company or entities related to it either directly or indirectly, as well as information on any additional service of any kind provided to such entities and the corresponding fees received by the aforementioned auditors or by persons related to them in accordance with the provisions set forth in legislation regarding auditing.

Likewise, every year, prior to issuing the audit report, the Audit and Control Committee must also issue a report in which it gives its opinion on the independence of the auditors or auditing firms. This report must always contain an assessment of the additional services referenced in the above paragraph, considered individually and together, that are separate from the legal audit and with regard to their independence and to audit regulations.

C.1.36	State whether the Company has changed its external auditor during identify the incoming and outgoing auditors:	g the year	. If so, ple	ease
	Yes No X			
	In the event that there were disagreements with the outgoing audit disputes:	tor, explai	n the con	ent of the
C.1.37	State whether the audit firm carries out other work for the compan audit work and if so, state the total fees paid for such work and the of the fees billed to the company and/or its business group:			
	Yes X No			
		Company	Group	Total
	Amount for work other than auditing (€ thousands)	901	98	999
	Amount for work other than audit work / Total amount invoiced by the audit firm (%)	76.03%	6,8%	38,03%
C.1.39	qualifications or reservations. If so, state the reasons given by Committee to explain the content and scope of these qualifications  Yes No X  State the number of consecutive years in which the current audit accounts of the Company and/or its group. Also, indicate how man has been auditing the accounts as a percentage of the total numannual accounts have been audited.	s or reserv firm has y years th	vations. audited the current	ne annual audit firm
			Company	Group
	Number of consecutive years		25	25
	Number of years audited by the current audit firm / Number of years that the compa- been audited (%)	iny has	80,65%	80,65%
C.1.40	Indicate and, if applicable, provide details of whether there is a pro can receive external advice:	cedure wh	nereby dir	ectors
	Yes X No			
	Details of the procedure			

Article 28 of the Regulations of the Board of Directors expressly states that directors may request the use of legal, accounting or financial advisers, or other experts, paid for by the Company, to help them in the discharge of their duties. Such help must relate to specifically defined and complex problems that arise in the course of their work. The decision to employ such services must be communicated to the Chairman of the Company and implemented through the Secretary of the Board, unless the Board of Directors considers that such services are not necessary or appropriate.

	sufficient time:
	Yes X No
	Details of the procedure
	According to article 21 of the Regulations of the Board, the announcement of the meeting, which will be published at least three days before the date of the meeting, will include a preview of the likely agenda for the meeting and will be accompanied by the necessary written information that is available.
	Furthermore, article 27 of the aforementioned Regulations indicates that Directors must diligently inform themselves of the Company's progress, and to that end, collect any necessary or pertinent information in order to correctly perform their duty. To this end, the Board has been assigned the broadest possible powers to gain information about any aspect of the Company; to examine its books, registers and documents and any other information concerning its operations. Said right to information is also extended to the various subsidiary companies that are included in the consolidated group, insofar as it is necessary for the Director to correctly perform their functions as referred to in article 6 of said Regulations.
	With the aim of not disturbing the Company's normal management, the exercise of the right to information will be channelled through the Chairman or Secretary of the Board of Directors, who will respond to requests from Directors by directly providing him/her the information or putting them in touch with the appropriate people in the suitable level of the organisation. With the aim of being assisted in the exercise of their functions, the Directors may obtain the necessary consulting from the Company to perform their functions. In special circumstances, they may even request that the Company hire legal, accounting or financial consultants or other experts. Such help must relate to specifically defined and complex problems that arise in the course of their work. The decision to employ such services must be communicated to the Chairman of the Company and implemented through the Secretary of the Board, unless the Board of Directors considers that such services are not necessary or appropriate.
C.1.42	State and, if applicable, provide details on whether the company has established rules that require directors to report and, as applicable, resign in those cases where the company's credibility and reputation may be harmed.  Yes  No
	Explain the rules
	The Regulations of the Board includes a mechanism to oblige the Directors to provide immediate notification of all legal proceedings in which they may be adversely affected.
	In this way, article 14.2.d) of the Regulations of the Board of Directors of NH Hotel Group, S.A., expressly establishes that Directors shall place their office at the disposal of the Board of Directors and tender their resignation when their continued presence on the Board may affect the good standing or reputation that the Company enjoys in the market, or put its interests at risk in any other way. In this case, the Director must immediately inform the Board of the facts or procedural difficulties that affect said reputation or risk.
	It also establishes that in all events, those subject to any incapacity, disqualification, prohibition or conflict of interests set forth in current legislation may not be proposed for appointment as Board members.
C.1.43	State whether any member of the Board of Directors has notified the Company that they have been prosecuted or issued with a summons for oral proceedings in relation to the offences indicated in Article 213 of the Spanish Capital Companies Act:
	Yes  X  No

### Name of the director:

### MR JOSE ANTONIO CASTRO SOUSA

## **Criminal Proceedings:**

Order dated 15 January 2015 to proceed to trial in the Proceedings abbreviated 91/2013 heard by Examining Magistrates' Court no. 4 of L'Hospitalet de Llobregat for alleged crimes referred to in article 213 of the Corporate Enterprises Act.

### Remarks:

On 22 February 2018 the A.P. of Barcelona has issued a judgement of total acquittal.

State whether the Board of Directors has studied the case. If so, give a reasoned explanation of the decision as to whether or not the Director should continue in his or her post, or if applicable, describe the actions taken by the Board of Directors up to the date of this report, or those it intends to take.

Yes X	No
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## Decision made/action taken:

The Board analysed the case at its meeting on 11 November 2015 without adopting any decision in that regard, under the constitutional principle of presumption of innocence and considering that their continued presence on the Board does not affect the Company's standing or reputation, nor does it put its interests at risk in any way.

## Reasoned explanation:

The Board, at its meeting on 11 November 2015 analysed the case and was informed of the legal framework to be considered (art. 24.2 of the Spanish Constitution, articles 213 and 223 of the Corporate Enterprises Act, articles 37.2 d) of the Articles of Association and 14.2.d) of the Regulations of the Board of Directors, as well as recommendation 22 of the Code of Good Governance of Listed Companies), and unanimously decided to acknowledge the information offered by the Directors, without adopting a decision in that regard, under the constitutional principle of presumption of innocence and considering that their continued presence on the Board does not affect the Company's standing or reputation, nor does it put its interests at risk in any way.

C.1.44 List the significant agreements signed by the company and that come into force, are modified or are terminated in the case of a change in control of the company resulting from a take-over bid, and their effects.

The NH Hotel Group has signed several financing contracts that contain a clause establishing their early maturity in the event of circumstances giving rise to a change in control of NH Hotel Group, S.A. In addition, NH Hotel Group, S.A. issued convertible bonds on 8 November 2013, as well as guaranteed senior bonds dated 23 September 2016 and 4 April 2017, which include certain consequences in the event of a change in control of the Issuer, such as the possibility of NH Hotel Group, S.A. being required to repurchase the senior bonds or adjust the conversion price for convertible bonds.

In addition, there are hotel management contracts signed by Group subsidiaries in which Grupo Inversor Hesperia, S.A. (Gihsa) can exercise, in accordance with the terms of a Framework Agreement signed by the Company, the power to resolve all such contracts in the event of a change of control of NH Hotel Group, S.A. If such power is exercised, Gihsa must pay the Company, as a precondition for the resolution by change of control to take effect, amounts as specified in the Agreement Framework in compensation for the effects derived from the resolution of hotel management contracts.

Finally, the change of control following a public takeover bid could have different effects on other leasing and hotel management agreements signed by the Company.

C.1.45 Identify, in aggregate form, and indicate in detail the agreements between the company and its directors, managers or employees providing compensation, guarantee or protection in the event of their resignation or wrongful dismissal, or upon conclusion of the contractual relationship due to a take-over bid or other transactions.

## Number of beneficiaries: 1

## Type of beneficiary:

A member of Senior Management.

### **Description of Agreement:**

In order to encourage loyalty and permanence in the Company, compensation has been provided for which may be more than the amount resulting from applying legal regulations, in the event of unilateral termination by the Company. This amount will be equal to one times the fixed annual salary and the last bonus received, except in the case of disciplinary dismissal.

Indicate whether these contracts must be communicated to, and/or approved by the governing bodies of the company or its group:

	Board of Directors	General Shareholders' Meeting
Body that authorises the clauses	Yes	No

	Y	es	No
Is the General Shareholders	Meeting notified of the clauses?		X

## C.2 Committees of the Board of Directors

C.2.1 List all the committees of the Board of Directors, their members and the proportion of Executive, Proprietary, Independent and other external Directors thereon:

## **EXECUTIVE COMMITTEE**

Name	Position	Category
MR JOSE ANTONIO CASTRO SOUSA	CHAIRMAN	Proprietary
MR ALFREDO FERNÁNDEZ AGRAS	DEPUTY CHAIRMAN	Proprietary
GRUPO INVERSOR HESPERIA, S.A	MEMBER	Proprietary
MR RAMÓN ARAGONÉS MARÍN	MEMBER	Executive
MR PAUL JOHNSON	MEMBER	Independent

% of Executive Directors	20.00%
% of Proprietary Directors	60.00%
% of Independent Directors	20.00%
% of other external directors	0.00%

Explain the functions of this committee, describe its organisational and working procedures and rules and summarise its most important activities during the financial year.

The Executive Committee shall comprise at least three but no more than nine directors, appointed by the Board of Directors.

In terms of the qualitative composition of the Executive Committee, the Board shall ensure that the different types of director represented will be similar to that of the main Board and its secretary will be the secretary of the Board. The Chairman of the Executive Committee shall be chosen by the body itself from the Directors that comprise it. The Chairman of the Executive Committee may be a director other than the Chairman of the Board of Directors.

The Chairman of the Executive Committee shall alternate turns presiding the General Shareholders' Meeting with the Chairman of the Board of Directors.

In all events, the valid appointment or re-election of members of the Executive Committee shall require the favourable vote of at least two thirds of the members of the Board of Directors.

Given its delegated powers, the Executive Committee will resolve all those issues not reserved for the exclusive competency of the plenary Board of Directors by law or the Articles of Association, reporting to the Board.

The Executive Committee will provide prior examination of those issues submitted to the plenary Board of Directors which have not been previously examined or proposed by the Appointments, .Remuneration and Corporate Governance Committee or the Audit and Control Committee

The Executive Committee has the mission of providing perspective and a broad vision both to the Board of Directors and the executive team, providing their experience in the preparation of relevant materials, training and guidance on matters that are key to the Company's future, thereby facilitating the Board of Directors' decision-making process in the matters of their competence.

The Executive Committee may apply said function to matters such as:

- 1. Investments and financing
- 2. Strategy for acquisitions and identifying possible objectives
- 3. Business model
- 4. Cost structure
- 5. Long-term vision in asset management; and
- 6. Group structure

The Executive Committee will meet as many times as it is convened by its Chairman, and its Secretary and Deputy Secretary will be those who perform the identical positions on the Board of Directors. The Executive Committee shall be validly convened when half plus one of its members with a right to vote are present or represented at the meeting.

Resolutions shall be passed by a majority of the directors at the meeting with the right to vote (in person or by proxy), with the Chairman holding the casting vote in the event of a tie.

Furthermore, non-member Directors may attend Executive Committee meetings on a one-off basis, when invited by the Chairman of the Committee.

The Executive Committee shall notify the Board of Directors of the matters discussed and the decisions made at its meetings

State whether the composition of the delegate or executive committee reflects the participation on the Board of different categories of directors:

Yes	No	X

## If not, explain the composition of the Delegate or Executive Committee

The Executive Committee is composed of one Executive Director, three Proprietary Directors and one Independent Director. Although the Secretary and Deputy Secretary of the Executive Committee serve in the same positions on the Board of Directors, the composition of the Executive Committee is not the same as the Board in terms of the different categories of Directors.

## **AUDIT AND CONTROL COMMITTEE**

Name	Position	Category
MR FERNANDO LACADENA AZPEITIA	CHAIRMAN	Independent
MS MARIA GRECNA	MEMBER	Independent
MR JOSÉ MARÍA SAGARDOY LLONIS	MEMBER	Independent

% of Proprietary Directors	0.00%
% of Independent Directors	100.00%

% of other external directors 0.00%

Explain the functions of this committee, describe its organisational and working procedures and rules and summarise its most important activities during the financial year.

The Audit and Control Committee shall comprise a minimum of three and a maximum of six directors, appointed by the Board of Directors. All members sitting on said Committee shall be External Directors, the majority of whom, at least, must be independent directors, and one of whom must be designated by taking into consideration their knowledge and experience in accounting, auditing, or both.

The Chairman of the Audit Committee must be appointed from among its independent members. The Chairman must also be replaced every four years; previous chairmen may be re-elected one year after their previous mandate has ended.

The Audit Committee will have at least the following responsibilities:

- 1. Report to the General Meeting of Shareholders on any matters broached within the sphere of its competence.
- 2. Supervise the effectiveness of the company's internal control, internal auditing, where applicable, and risk-management (including tax risk) systems, as well as discussing with auditors or audit companies any significant weaknesses in the internal control system identified during audits.
- 3. Oversee the process of drawing up and submitting regulated financial reporting.
- 4. Pass along to the Board of Directors proposals for selecting, appointing, re-electing and substituting external auditors, as well as conditions for their contracting and regularly collecting information from them on the audit plan and its execution, in addition to preserving its independence in exercising its functions.
- 5. Establish suitable relationships with auditors or audit firms in order to receive information regarding any issues that may jeopardise their independence, so that these can be examined by the committee, and any other matters related with the process of conducting financial audits, as well as any other communications stipulated in the financial auditing legislation and audit regulations. In any event, it must receive written confirmation on an annual basis from the auditors or auditing firms of their independence from the Company or entities related to it either directly or indirectly, as well as information on any additional service of any kind provided to such entities and the corresponding fees received by the aforementioned auditors or by persons related to them in accordance with the provisions set forth in legislation regarding auditing.
- 6. Issue, once a year and prior to the release of the auditor's report on the financial statements, a report expressing an opinion on the independence of the auditors or audit firms. This report must always contain an assessment of the additional services referenced in the above paragraph, considered individually and together, that are separate from the legal audit and with regard to their independence and to audit regulations.
- 7. Provide previous information for the Board of Directors on all matters established by law, the articles of association and in the Regulation of the Board, and, in particular on:
- a. The financial information which the company must periodically publish;
- b. The creation or acquisition of any equity investments in special purpose vehicles and companies registered in tax havens; and
- c. Related party operations.
- 8. Safeguard the independence and effectiveness of the internal audit area; propose the selection, appointment, re-election and removal of the manager of the internal audit service; propose the budget for this service; receive periodic information about its activities; and verify that senior management takes into account the conclusions and recommendations of its reports.
- 9. Set up and oversee a mechanism that allows employees confidentially and anonymously to report any breaches of the Code of Conduct.
- 10. Supervise compliance and internal codes of conduct, as well as the rules of corporate governance.

The Audit and Control Committee will meet at least once every quarter and as many times as may be necessary, after being called by the Chairperson on their own initiative or upon the request of two of the Committee or the Board of Directors. The Audit and Control Committee may require any of the Company's employees or managers, including the Company's Accounts Auditor, to attend its meetings.

Through its Chairman, the Audit and Control Committee will give the board an account of its activities and work done, either at the meetings scheduled for the purpose or at the very next meeting when the Chairman of the Audit and Control Committee deems it necessary. The minutes of its meetings will be available to any member of the board that requests them.

Non-member Directors may attend Audit and Control Committee meetings on a one-off basis, when invited by the Chairman of the Committee.

Identify the director appointed as member of the audit committee taking into account their knowledge and experience of accountancy, auditing, or both, and report on how many years the chairman of this committee has held the post.

Name of the experienced director	MR FERNANDO LACADENA AZPEITIA
No of years chairman in post	0

## APPOINTMENTS, REMUNERATION AND CORPORATE GOVERNANCE COMMITTEE

Name	Position	Category
MR JOSÉ MARÍA SAGARDOY LLONIS	CHAIRMAN	Independent
MR JOSÉ MARÍA CANTERO MONTES-JOVELLAR	MEMBER	Independent
GRUPO INVERSOR HESPERIA, S.A	MEMBER	Proprietary
MR JOSE MARÍA LÓPEZ-ELOLA GONZÁLEZ	MEMBER	Independent

% of Proprietary Directors	25.00%
% of Independent Directors	75.00%
% of other external directors	0.00%

Explain the functions of this committee, describe its organisational and working procedures and rules and summarise its most important activities during the financial year.

The Appointments, Remuneration and Corporate Governance Committee shall comprise a minimum of three and maximum of six Directors and shall be exclusively non-executive directors appointed by the Board of Directors, two of whom, at least, must be Independent Directors. The Chairman of the Committee shall be chosen by the Independent Directors that comprise it.

The Appointments, Remuneration and Corporate Governance Committee will have at least the following responsibilities: 1. Evaluate the skills, knowledge and experience necessary on the Board of Directors. For these purposes, it shall define the abilities and functions required by candidates to cover each vacancy, and assess the time and dedication required to correctly carry out their functions.

- 2. Establish a representation goal for the less represented sex on the Board of Directors and create guidelines for how to achieve said goal.
- 3. Pass along to the Board of Directors proposals for appointments of Independent Directors for their designation by coopting or for their submission to the decision of the General Shareholders' Meeting, as well as proposals for the re-election or removal of said Directors by the General Shareholders' Meeting.
- 4. Inform the Board of proposals for appointments of remaining Directors for their designation by co-opting or for their submission to the decision of the General Shareholders' Meeting, as well as proposals for their re-election or removal by the General Shareholders' Meeting.
- 5. Provide notification of proposals for appointing or removing senior management and the basic conditions of their contracts.
- 6. Examine or organise the Chairman of the Board's and the chief executive's succession and, if appropriate, bring proposals before the Board so that such successions are effected in an orderly fashion.
- 7. Propose to the Board of Directors the remuneration policy for the Directors and general managers or for those who perform functions of upper management that are directly dependent upon the Board, the Executive Committees or Chief Executives, as well as individual remuneration and other contractual conditions for executive directors, ensuring their compliance.
- 8. Supervise and monitor compliance with corporate governance rules and with the corporate social responsibility policy and plan, proposing any necessary Reports to the Board.
- 9. Periodically evaluate the suitability of the corporate governance system, with the aim of ensuring that it fulfils its mission of promoting the company's interests.

The Board of Directors shall be informed of all the tasks carried out by the Appointments, Remuneration and Corporate Governance Committee during its first meeting, and in all events the corresponding documentation shall be made available to the Board so that it can take these actions into consideration when performing its duties.

The Appointments, Remuneration and Corporate Governance Committee shall meet as often as considered necessary by its Chairman, or when requested by two of its members or the Board of Directors.

Furthermore, non-member Directors may attend Appointments, Remuneration and Corporate Governance Committee meetings on a one-off basis, when invited by the Chairman of the Committee.

C.2.2 Fill in the table below with the information relating to the number of female directors on Board of Directors' committees in the last four financial years:

		Number of female directors						
	2017		2016		2015		2014	
	Number	%	Number	%	Number	%	Number	%
EXECUTIVE COMMITTEE	0	0.00%	0	0.00%	0	0.00%	0	0.00%
AUDIT AND CONTROL COMMITTEE	1	33.00%	1	20.00%	1	20.00%	0	0.00%
APPOINTMENTS, REMUNERATION AND CORPORATE GOVERNANCE COMMITTEE	0	0.00%	1	16.70%	1	20.00%	0	0.00%

- C.2.3 Paragraph repealed
- C.2.4 Paragraph repealed.
- C.2.5 Indicate, as applicable, the existence of regulations governing the committees attached to the Board, where they are available for consultation and any amendments that have been made to them during the year. Also state whether an annual report on the activities of each committee has been voluntarily drafted.

The Company Articles of Association (Articles 45 - 48), and the Regulations of the Board of Directors (Articles 23 - 26) comprehensively cover all regulations relating to the Board's Committees. The aforementioned internal regulations of the Company are available on the company website (www.nh-hotels.es), in the section "Information for Shareholders" - "Corporate Governance". Said website also includes all information regarding the composition of each Committee.

The Audit and Control Committee and the Appointments, Remuneration and Corporate Governance Committee annually issue a report on the activities they have carried out during the financial year.

C.2.6 Paragraph repealed.

# D RELATED AND IN-GROUP TRANSACTIONS

D.1 Explain the procedure, if any, to approve transactions with related parties and parties within the group.

## Procedure for reporting approval of related party transactions

Articles 33.1.c) of the Articles of Association and 5.5.c) of the Board Regulations assign the Board of Directors the duty of approving related party transactions, understood to be transactions between the Company and Directors, significant shareholders or bodies represented on the Board, or people associated with them, as defined in the LSC. This approval will follow a report by the Audit and Control Committee (Article 48.4 of the Articles of Association and 25 b) of the Board Regulations).

Authorisation of the Board shall not be required however, for related party transactions that simultaneously meet the following three conditions:

- 1. That are carried out under agreements with standardised conditions and are applied in a general way to numerous clients;
- 2. That are carried out at generally established rates or prices, set by the supplier of the good or service; and
- 3. Operations with a quantity that does not exceed 1% of the company's annual revenues.

Additionally, on 26 March 2014 the Board of Directors approved a Procedure on Conflicts of Interest and Related Party Transactions, available on the Company's website, which includes the approval of such transactions in greater detail. In this way, the aforementioned Procedure implements the provisions of the Regulations of the Board of Directors and the Internal Code of Conduct on the Securities Market of the NH Hotel Group, S.A., and aims to detail the rules to be followed in those transactions the Group performs with Directors, with people subject to rules of conflict of interest, or with major shareholders. Said Procedure establishes in detail everything relative to i) the written communication that must be submitted by shareholders or Directors regarding transactions to be performed by them or their respective Related Parties to the Secretary of the Board of Directors, who will send it to the Audit and Control Committee periodically for its review and, if necessary, to be passed along to the Board, provided that it does not fall within the pre-established criteria of cases that do not have to be submitted to the Board; and ii) the obligation of maintaining a registry of said transactions.

D.2 List transactions which are significant for their amount or relevant due to their subject, between the company or entities in its group, and significant shareholders of the company:

Name or business name of the major shareholder	Name or company name of the company or group company	Nature of the relationshi p	Type of transaction	Amount (thousand of euros)
GRUPO INVERSOR HESPERIA, S.A	HOTELES HESPERIA, S.A.	Contractual	Management contracts	2,191
HNA GROUP CO LIMITED	HOTEL EXPLOITATIEMAATSCHAPPIJ DIEGEM N.V	Contractual	Operating lease contracts	664

- D.3 List transactions which are significant for their amount or relevant due to their subject, between the company or entities in its group, and the managers or directors of the company:
- D.4 Report on the significant transactions carried out by the company with other entities belonging to the same group, provided they are not eliminated in the process of drafting the consolidated financial statements and do not form part of the Company's normal business in relation to its purpose and conditions.

In all cases, any in-group transaction with entities established in countries or territories considered tax havens will be reported:

## Business name of the entity in its group:

SOTOCARIBE, S.L.

Amount (€ thousands): 7,382

Brief description of the

transaction: LOAN

- D.5 State the amount of the transactions carried out with other related parties.
- D.6 Describe the mechanisms established to detect, determine and resolve possible conflicts of interest between the Company and/or its Group, and their directors, managers or major shareholders.

Article 32 of the Regulations of the Board establishes the duty of loyalty and the duty to prevent situations of conflict of interest that the Directors must comply with. Thus, the aforementioned article states that Directors must perform their duties with the loyalty of a faithful representative, operating under good faith and in the Company's best interest. In particular, the duty of loyalty obliges Directors to:

a) Not exercise their powers for purposes other than those for which they have been conceded.

- b) Keep the information, data, reports or background that they have had access to in the performance of their duty confidential, even when they have left the position, except for cases where allowed or required by the law.
- c) Abstain from participating in the deliberation and voting for agreements and decisions in which they or an associate have a direct or indirect conflict of interests. Those agreements or decisions that affect their position as a Director shall be excluded from the above requirement to abstain, such as their selection or removal for positions in the administration body or others of similar significance.
- d) Perform their duties under the principle of personal responsibility with freedom of criteria or judgement and independence with regard to instructions from and connections to third parties.
- e) Adopt the necessary measures for avoiding situations in which his/her interests may enter into conflict with the company's interests and with his/her responsibilities to the company.

In particular, avoiding the situations of conflict of interest referred to in the above letter e), obliges the Director to abstain from:

- i) Carrying out transactions with the Company, except where they were ordinary transactions carried out under standard conditions for clients and of little importance, with these being understood to be those whose information is not necessary to express the true image of the equity, financial situation and profit and loss of the company.
- ii) Using the Company name or their position as director to unduly influence the completion of private transactions.
- iii) Making use of company assets, including confidential Company information, for private purposes.
- iv) Exploiting the Company's business opportunities.
- v) Receiving benefits or remuneration from third parties other than the Company and its Group of associate companies while carrying out my duties, except where these were mere acts of courtesy.
- vi) Carrying out activities on their own account, or for third parties, which would entail either actual or potential effective competition with the Company or which, in any other way, would place them in permanent conflict with the Company's interests.

The above provisions shall also be applicable in the case that the beneficiary of the prohibited acts or activities is an associate of the Director, in accordance with the definition provided in article 231 LSC.

The Company may waive the prohibitions set out in this article, as established in article 230 LSC.

In any event, directors must notify the Board of Directors of any direct or indirect situation of conflict of interest that they or their associates may have with the Company.

Situations of conflict of interest involving Directors will be subject to inclusion in the Annual Report.

For the purposes of the provisions of this Regulation, associates are defined as those persons referred to in Article 231 of the Revised Text of the LSC.

Additionally, on 26 March 2014 the Board of Directors approved a Procedure on Conflicts of Interest and Related Party Transactions, available on the Company's website, which includes the approval of such transactions in greater detail. In this way, the aforementioned Procedure implements the provisions of the Regulations of the Board of Directors and the Internal Code of Conduct on the Securities Market of the NH Hotel Group, S.A., and aims to detail the rules to be followed when the Company's interests or those of any of its Group's companies directly or indirectly clash with a Director's personal interests. Said Procedure establishes in detail everything relative to i) the obligation of communicating possible situations of conflict of interest to the Secretary of the Board, who will send them to the Audit and Control Committee periodically; ii) the obligation of the affected Director to abstain from attending and intervening in the phases of deliberation and voting regarding those matters in which they are involved in a conflict of interest, both in meetings of the Board of Directors as well as before any other company body, committee or board that participates in the corresponding transaction or decision, and iii) the obligation of keeping a registry of said transactions.

D.7	' Is r	more t	han one	company	/ in the	Group	listed	l in S	bpain?

Yes	No	Χ

Identify the affiliate companies listed in Spain:

## **Listed Subsidiary Company**

Indicate whether the respective areas of activity and the corresponding business relations between them have been publicly defined in detail, as well as the areas and relations of the listed subsidiary company with the other companies in the Group;

State any possible business relationships between the parent company and the listed subsidiary, and between the latter and other

State the mechanisms created for resolving any conflicts of interest between the listed subsidiary and the other companies in the Group:

Mechanisms for resolving possible conflicts of interest

# **E** RISK CONTROL AND MANAGEMENT SYSTEMS

## E.1Explain the scope of the company's Risk Management System, including tax risks.

The NH Hotel Group (hereinafter Grupo NH) risk management system is applicable to all the companies over which NH has effective control.

NH's risk management system aims to identify events that may negatively affect achievement of the objectives of the company's strategic plan, providing the maximum level of assurance to shareholders and stakeholders and protecting the group's revenue and reputation.

The model set up to manage risks is based on the ERM (Enterprise Risk Management) methodology and includes a set of methodologies, procedures and support tools which enable NH to:

- 1. Identify the most significant risks that could affect achievement of strategic objectives
- 2. Analyse, measure and assess such risks depending on their probability of occurrence along with their impact, which is assessed from a financial and reputational point of view
- 3. Prioritise such risks
- 4. Identify measures to mitigate such risks based on the group's risk appetite. This is firmed up by defining risk managers and setting up action plans agreed by the Management Committee.
- 5. Monitor mitigation measures set up for the main risks
- 6. Periodically update risks and their assessment

Such methodologies and procedures are also used in relation to tax risk management.

NH Group has a Corporate Tax Strategy that forms part of the Group's Corporate Governance System, the objective of which is to establish the values, principles and rules that must govern the Group's activities in terms of tax, with a Tax Risk Management and Control Procedure.

# E.2Identify the company bodies responsible for creating and implementing the Risk Management System, including tax risks.

### **Board of Directors**

The entity's Board of Directors is responsible for overseeing the risk management system, in line with the provisions of Article 5 of the Regulation of the Board of Directors, including tax risks.

## Audit and Control Committee

As regulated by paragraph 3 of article 25 b) of the Regulation of the company's Board of Directors, the Audit and Control Committee supports the Board of Directors in supervising the effectiveness of the Company's internal control, internal audit, if appropriate, and the risk management systems, including tax risks, in addition to discussing significant weaknesses in the internal control system detected during audit with the auditors of accounts or audit firms.

### **Executive Committee on Risks**

In May 2017, the creation of an Executive Committee on Risks was approved to support the periodic monitoring of risks (monitoring of action plans and KRIs – Key Risk Indicators), support initiatives and activities related to the implementation of action plans, as well as creating a culture of risks in the company. This Committee met twice in 2017.

### Management Committee

The Management Committee meets weekly and is made up of the Chief Officers or heads of general management for each area. The Management Committee's duties include, amongst others, risk management and control based on the risk appetite. Tax risk control falls to the Finance department.

Furthermore, NH has the following committees:

Revenue Committee: In charge of monitoring revenue and defining such action plans as needed to achieve objectives based on the forecast of future demand.

Assets Committee: Reviews the optimisation of hotel spaces, rent renegotiations and the exit plan from NH's portfolio. Expansion Committee: In charge of scrutinising investment opportunities and managing risks associated with investment portfolio management.

Investment Committee: In charge of monitoring and controlling risks related to hotel refurbishment and re-branding projects.

Experience and Innovation Committee: In charge of monitoring the implementation of experience improvement initiatives, their results and proposing new projects.

Pricing Committee: In charge of monitoring the implementation of pricing and revenue management strategy, its results and proposing improvements.

Results Committee. Response for monitoring the income statement, detecting deviances and implementing measures to resolve them

Operating Model Committee: In charge of monitoring the implementation of the new operating model, in addition to ensuring efficiency in terms of inherent costs.

Transformation Committee: In charge of monitoring the implementation of the Group's transformation plan, which encompasses organisational changes to processes and systems. In charge of new projects that require systems developments.

Joint Venture China Project Committee: In charge of monitoring the JV in China and the development of the actions required from NH Hotel Group to ensure it is successful.

### Finance Department

The Finance Department is the department responsible for establishing the design, implementation and comprehensive monitoring of the Group's internal Financial Reporting control system. The Corporate Tax Department forms part of the Finance Department and is responsible for designing, implementing and monitoring the Group's Tax Risk Management.

### Strategy Department

The Strategy Department is in charge of overseeing all strategic initiatives using Key Performance Indicators (KPIs).

### Risk and Compliance Function

The Risk and Compliance function, which is part of the Internal Audit department, is in charge of drawing up the Corporate Risk Map, monitoring the KRI results monthly as well as the implementation status of the action plans agreed with each risk manager and their association with strategic objectives.

The risk map was updated during 2017 and approved by the Board of Directors at their meeting on 25 October 2017. In addition, action plans were defined to mitigate the main risks, as well as KRIs to carry out periodic monitoring on them, setting suitable tolerance levels for this.

## E.3State the main risks, including tax risks, which may affect business goal achievement.

- a) Financial Risks, such as fluctuation of interest rates, exchange rates, inflation, liquidity, non-compliance with financing undertakings, restrictions on financing and credit management.
- b) Compliance Risks, arising from possible regulatory changes, interpretation of legislation, regulations and contracts, and non-compliance with internal and external regulations. Tax and environmental risks are included under this heading. It also covers Reputational Risks, arising from the company's behaviour which negatively affects fulfilment of the expectations of one or more of its stakeholders (shareholders, customers, suppliers, employees, the environment and society in general).
- c) Business Risks generated by inadequate management of procedures and resources, whether human, material or technological. This category includes the difficulty of adapting to changes in customer demands and requirements, including those resulting from External Risks caused by natural disasters, political instability or terrorist attacks.
- d) Systems Risks, produced by attacks or faults in infrastructures, communications networks and applications that may affect security (physical and logical) and the integrity, availability or reliability of operational and financial information. This heading also includes business interruption risk.
- e) Strategic Risks, produced by difficulty accessing markets and difficulties in asset disinvestment.

### E.4State whether the entity has a risk tolerance level, including for tax risk.

Grupo NH has defined 69 KRIs for its 15 main risks which have been measured periodically since June 2017. Tolerance levels have been defined for each of the main KRIs. When the KRI indicates a specific level of tolerance, the Risk Owner is asked to define mitigation measures to bring the level of risk back to the desired tolerance level.

For tax matters, the Group acts in line with its Corporate Tax Strategy and the Tax Risk Management and Control Procedure. On 11 November 2015, the Group approved its adherence to the Good Tax Practices Code which was approved on 20 July 2010 in the plenary session of the Large Companies Forum.

## E.5State which risks, including tax risks, have had an impact over the year.

In relation to risks which have materialised and had a negative effect on the company in 2017, the fact that a significant exposure to geopolitical risks exists must be noted. In this, the unstable situation in Catalonia had a negative impact on the company. Additionally, albeit to a lesser extent, the terrorist attack in Barcelona and the strong earthquake in Mexico also affect company operations.

Additionally, the Company's group has subsidiaries in several countries with operating currencies other than the euro, the group's reference currency. Fluctuations in the exchange rate of some of these subsidiaries (mainly Mexico, Colombia, Chile and Argentina) negatively affected investments and/or operations carried out by group companies in these subsidiaries.

With the exception of those previously mentioned, no other risk materialised which had a negative impact. In any event, the Company's risk management system has managed to identify, analyse and adequately deal with those risks which threaten compliance of the Organisation's objectives.

### E.6Explain the response and supervision plans for the entity's main risks, including tax risks.

The design of the response to Risk takes into account the cost/benefit analysis between the impact of Risk and the actions to be taken to manage it, the appetite and tolerance for Risk and the strategic goals of the NH Group.

The NH Group follows an extensive coverage policy by taking out insurance policies for the risks to which it is exposed. It also has a policy of continuously reviewing this coverage.

The Strategy Department oversees the achievement of strategic goals by continuously monitoring strategic initiatives and detection of new risks.

The Internal Audit Department, in the exercise of its Risk and Compliance function, supervises implementation of response plans to manage the main risks.

In each of the Risk Committee's meetings since its creation in May 2017, it has monitored the evolution of the KRIs as well and the degree of implementation of the risk map's action plans. The Risks Map is updated annually.

Finally, since November 2017, the company has had a tool to automate the identification and assessment of risks. This tool will contribute to significantly reducing the time involved in the planning and assessment of risks and controls and will be the only point of information at a global level for risk management.

The Audit and Control Committee regularly carries out the following supervisory and control functions, as specified in Article 25 b) of the Regulation of the Board of Directors:

The Tax Department oversees the Group's tax risk management. The Group has approved a Tax Risk Management and Control Procedure in order to identify and, as far as possible, mitigate any tax risk that may arise in Spain or in the countries in which the Group operates.

# F INTERNAL RISK CONTROL AND MANAGEMENT SYSTEMS IN RELATION TO THE FINANCIAL REPORTING PROCESS (SCIIF)

Describe the mechanisms making up the risk control and management systems in relation to the process of issuing financial reports (SCIIF) on your company.

## F.1 The company's control environment

Report, indicating the main characteristics of at least:

F.1.1. What bodies and/or areas are responsible for: (i) the existence and maintenance of an appropriate and effective financial reporting system; (ii) its implementation; (iii) its supervision.

Amongst others, the Board of Directors has the powers to determine the risk management and control policy as well as the internal information and control systems as stated in section 3 of article 5 of its governing rules. Likewise, the Board of Directors is responsible for an suitable and effective Internal Control System regarding the Group's Financial Information which aims to provide the Group with a reasonable assurance as to the reliability of the financial information produced and published on the financial markets.

The Group's Finance Management is responsible for the design, implementation and proper working of the SCIIF. During 2017, the transition of the SCIIF definition and custody functions from Internal Audit to the Internal Control Department, within Finance Management, were finalised to comply with the three lines of defence of the COSO framework.

The Audit and Control Committee is responsible for monitoring the effectiveness of internal control in accordance with section b) of article 25 of the Board of Directors' governing rules. This responsibility is in turn delegated to the Internal Audit Department.

## F.1.2. If the following elements exist, particularly in relation to the financial report generation process:

• Departments and/or mechanisms responsible for: (i) designing and reviewing the organisational structure; (ii) clearly defining areas of responsibility and authority, with a suitable distribution of tasks and functions; and (iii) the existence of sufficient procedures for these to be properly disseminated within the entity

Defining and reviewing the organisational structure of the Group is the responsibility of the Management Committee.

Significant changes to the organisation chart, i.e., those affecting Senior Management, are approved by the Board of Directors, after being proposed by the Appointments and Remuneration Committee. The organisation chart is available to all employees on both the Group's intranet and its website.

Both the hierarchical and functional lines of responsibility are duly communicated to all Group employees. The internal communication channels are used for this, amongst which we highlight the intranet, executive meetings and information boards in each hotel

In order to fulfil the objectives and responsibilities relating to maintenance and supervision of the Financial Reporting Control process, specific functions have been defined which apply to those responsible for each process involved with Financial Reporting, in order to ensure compliance with the implemented controls, analyse how well they function, and report any changes or incidents that may occur.

On an ascending scale of responsibility, this structure includes the supervisors of each process in the area of control, the directors of each business unit and the directors of each corporate area directly concerned with the processes related to the internal Financial Reporting Control System.

Within Finance Management, the Internal Control Department is entrusted with receiving information from the different individuals responsible for the process and is also responsible for ensuring correct operation of the Internal Control System.

• Code of conduct, the approval body, the degree of dissemination and instruction, included principles and values (indicating if there are specific mentions of the transactions register and the generation of financial reports), the body in charge of analysing breaches and proposing corrective actions and penalties.

The NH Group has had a Code of Conduct since 2006, whose last review was approved in June 2015. Responsibility for approving the Code of Conduct rests with the NH Group's Board of Directors. This document affects all NH Group employees, and applies not only to employees, managers and members of the Board of Directors, but also, in certain cases, to other stakeholders, such as customers, suppliers, competitors, shareholders and the communities in which NH runs its hotels.

The Code of Conduct summarises the professional conduct expected of all employees at centres operating under NH Group's brands (hereinafter, NH Group employees), who are committed to acting with integrity, honesty, respect and professionalism in the performance of their work. The NH Group is committed to complying with the laws and regulations in the countries and jurisdictions in which it operates. These include laws and regulations on health and safety, discrimination, taxation, data privacy, competition, anti-corruption, prevention of money laundering and commitment to the environment. The key areas covered by the Code are:

- Commitment to people.
- Commitment to customers.
- Commitment from suppliers.
- Commitment to competitors.
- Commitment to shareholders.
- Commitment to communities and society.
- Commitment to the Group's assets, knowledge and resources.
- Obligations regarding fraudulent or unethical practices.
- Commitment to the stock market.

Since 2014, NH Group has driven the creation of the Compliance function, the scope of which applies to the following key areas:

- Internal Code of Conduct: Sets out minimum standards to be respected in relation to the purchase and sale of securities and privileged and confidential information and its processing.

- Conflict of Interests Procedure: Establishes the rules to be followed in situations where there is a conflict of interests between the Company, or any of the companies making up the Group, and the direct or indirect personal interests of the Directors or persons subject to the conflict of interests rules.
- Code of Conduct: Intends to establish the main values and rules which should govern the conduct and actions of each of the employees and executives of the Group, as well as the members of the governing bodies of the companies that form part of the Group.
- Criminal Risk Prevention Model: Describes the crime prevention and management principles in place at NH Group and defines the structure and operation of the control and monitoring bodies set up within the Company, systematising existing controls for the purpose of preventing and mitigating the risk of crimes being committed in the Company's various areas.

## Compliance Committee

NH Hotel Group set up the Compliance Committee in 2014, comprising members of the Management Committee and Senior Management. It has the power to oversee compliance with the Group's Internal Code of Conduct, Conflict of Interests Procedure, Code of Conduct and Criminal Risk Prevention Model.

The Compliance Committee submits a detailed report to the Board's Audit and Control Committee regarding the activities carried out and has the power to impose disciplinary sanctions on employees in matters within its scope of responsibility.

### Compliance Office

The Compliance Office is in charge of distributing and overseeing compliance with the Code of Conduct and drawing up the Criminal Risk Prevention Model. The Compliance Office reports directly to the Compliance Committee and is also responsible for managing the confidential Code Complaints Channel and Code of Conduct queries.

The Criminal Risk Prevention Model has been implemented in Spain (Business Unit and Corporate) and Italy, where training was imparted on this topic during 2017.

At the end of 2017 a process to rationalise the Criminal Risk Prevention Matrix in Spain began which aims to provide the company with a more efficient model whilst during the year the Compliance Office has been working on implementing the Criminal Risk Prevention Model in the seven most important countries where Grupo NH operates. This will be completed throughout 2018 with the launch of specific training for each country.

Likewise, Grupo NH has begun the roll-out of an IT tool (SAP GRC) which will help audit and manage the Criminal Risk Prevention Model and allow management of the SCIIF, the risks map and the tax information report.

The Code of Conduct is available for employees on the company intranet, in the app for employees and for third parties on the Group's website. Through the Human Resources departments of each business unit, the Group has put in place a procedure for requesting all employees to adhere to the code, with training on the Code of Conduct being imparted to Grupo NH's employees.

At 31 December 2017, use of the Code of Conduct through the online course is at 75.63%. This percentage excludes Hoteles Royal which was carried out in 2016 through the physical signing of the document and reached 98.71% adherence.

The Code of Conduct contains the following points specifically relating to financial reports and the recording of transactions:

The Group has is committed to reporting transparency, construed as the undertaking to release reliable information to the financial markets, as well as to any other kind of markets. Hence, the company's internal and external financial and economic reporting shall faithfully reflect its economic, financial and equity position in accordance with generally accepted accounting standards.

The Manipulation of Information section stresses that "the individuals responsible must transmit truthful, complete and comprehensible financial reports. Under no circumstances may they knowingly provide incorrect, inexact or inaccurate information. Therefore, individuals responsible shall refrain from:

- Keeping a record of transactions in non-accounting media not recorded in official books.
- Keeping accounts which, referring to the same activity and financial year, hide or fake the company's true situation.
- Recording expenses, income, assets or liabilities which are non-existent or not in line with reality.
- Noting businesses, acts, transactions or, in general, financial transactions in the compulsory books, or making a note of them with figures other than the true ones.
- Making entries in accounting books, incorrectly indicating their purpose.
- Using false documents.
- Deliberately destroying documents before the end of the legally-required time limit for retaining them.

• Reporting channel for informing the Audit Committee of financial and accounting irregularities, as well as any breaches of the Code of Conduct and irregular activities in the organisation, noting if this is confidential.

A procedure has been established for lodging complaints about breaches of the principles enshrined in the Code of Conduct, and this enables employees to provide confidential information about any non-compliance with the principles set out in the Code of Conduct. This procedure ensures transparency, confidentiality and respect throughout all its stages. As mentioned previously, it is managed by the Compliance Office.

The procedure for reporting and dealing with possible non-compliance and reports relating to the Code of Conduct is administered by the Senior Vice President of the Group's Internal Audit Department, who acts independently and ensures the channel's confidentiality, giving an account of the most significant incidents over the course the year to the Group's Audit and Control Committee.

Complaints should preferably be lodged electronically using a channel expressly set up for the purpose and available to all stakeholders (codeofconduct@nh-hotels.com), through which they are forwarded to the Internal Audit Department. In addition, they may be sent by post for the attention of the Senior Vice President of NH Hotel Group, S.A. Internal Audit Department at Santa Engracia 120, 28003 Madrid, Spain.

The Senior Vice President of the Internal Audit Department is responsible for analysing the information presented and requesting the corresponding evidence and reports. All complaints received are submitted to the Compliance Committee and the Audit and Control Committee, upholding the principle of confidentiality guaranteed in the Code of Conduct.

Regular training and refresher courses on, at least, accounting standards, audits, internal control and risk
management for staff involved in preparing and reviewing financial reports and evaluating the reporting system.

Regarding the evolution of the SCIIF, through Internal Control the Finance Department has given the following training sessions in 2017.

Internal training of five employees of the Finance Department with an introductory framework on Internal Control and the SCIIF with the aim of their acquiring the fundamental knowledge to carry out the review of the financial information controls self-assessment made by first line of defence users and reported to Internal Control.

Internal training of six employees of the Finance Department's second line of defence for the management and control of risks through the SAP GRC internal control reporting tool.

Training sessions aimed at first line of defence employees- 14 from the retained function of the European business units and nine from Corporate- with the aim of training in reporting the assessment of the design and self-assessment of SCIIF controls to Internal Control through the SAP GRC internal control reporting tool.

Additionally, the Finance Department attends training courses or conferences on updated accounting standards, consolidation standards and the specific financial reporting applicable to the sector, which are considered especially relevant to its work. We highlight attendance at training sessions during 2017 on IFRS 16, leases; IFRS 9, financial instruments; and IFRS 15, revenue from contracts with customers; Royal Decree-law 18/2017 of 24 November on non-financial information to be disclosed in the consolidated annual accounts and management report; and on the new audit report.

In turn, and to guarantee an adequate reporting of risks identified in the Group, throughout 2017 the Corporate Internal Audit Department has given training sessions to train 26 users involved in risk management in an appropriate management of the Risk Management module of the SAP GRC internal control tool.

## F.2 Financial reporting risk assessment

Report, at least

F.2.1. Which are the main characteristics of the risk identification process, including error and fraud, regarding:

· Whether the process exists and is documented.

The goal of the process of assessing financial risks is to establish and maintain an effective process for identifying, analysing and managing the risks relevant to the preparation of Financial Statements.

At NH the risk management process consists of three levels of participation:

- The Board of Directors reviews the Audit and Control Committee's supervision of risk management policies, processes, personnel and control systems.
- The Internal Audit Department, which assumes the risk function, annually leads the updating of the Corporate Risk Map approved by the Board of Directors.
- The Chief Officers or acting managers of each area, including the Executive Managing Directors and other professionals directly involved in the risk management process within their area of responsibility.

The types of risk identified in the Internal Control System on Financial Information are classified as follows: Technological risks

Technological risks relate to the management of information systems to ensure the completeness, availability and reliability of financial information and avoid exposure of the company's significant assets to potential loss, damage or misuse

These risks relate to the following areas:

- Access security
- Availability
- Completeness
- Supervision of

### Accounting Risks

These are the risks related to the incorrect accounting record of the transactions and breach of the applicable accounting principles (the International Financial Reporting Standards in the case NH Hotel Group's consolidated accounts) whereby the consolidated financial statements do not express, in all significant aspects, the true image of the consolidated equity, financial situation, profit and loss and cash flows, with them being able to change or influence the reasonable judgement of a person.

In order to provide reasonable assurance regarding the reliability of the financial information disseminated to the market, the Internal Control area of NH Hotel Group's Finance Department follows a permanent review and risks identification process which it documents in two interrelated matrices; the risk and control of the financial information matrix and the scope of the SCIIF matrix.

The risk and control of the financial information matrix contains the risks and sub-risks categories in each process and sub-process having a potential impact on the financial information as well as the associated SCIIF controls to mitigate the impact of these risks.

The scope of the SCIIF matrix identifies those headings of the consolidated balance sheet and income statement with a significant associated risk and a potential material impact on the published financial information. Materiality is established according to quantitative criteria, based on the latest consolidated annual accounts, and on qualitative criteria such as the volume and unit amount of transactions, the automation of processes and the integration of systems, the accounting complexity, the degree of estimation and application of judgements and assessments, and the level of criticality based on experience.

Organisational and resource management risks

These risks include problems in the planning, management and monitoring of financial, material and human resources, and difficulties in interdepartmental communications and decision-making, including possible quality problems and other threats in the course of the Group's activities.

These risks relate to the following areas:

- Budget Control
- Credit Management
- Receivables Management
- Payables Management
- Personnel Management
- Fraud

Data processing risks

These risks include problems in data processing in information systems, mainly in the following areas:

- Human Error

- Completeness of Invoicing
- Completeness of Master Files
- Review

Presentation and process risks

These risks can lead to ineffectiveness and inefficiency within the Group structure when drawing up financial reports in terms of quality, time and costs, and include the following aspects:

- Timeliness of the information
- Compliance with internal standards and

policies Business environment risks

Business environment risks arise due to external factors which can lead to significant changes in the basis underlying internal control of the objectives of financial reporting and the Group's strategies. Business environment risks are related to the following matters:

- Failure to comply with commitments undertaken.
- Tax contingencies.

Outsourcing Risks

Outsourcing risks arise as a result of the process of transferring part of the administration service to a third party, and are categorised as follows:

- Service Level Agreements.
- Availability
- Personnel Management
- Knowledge Management
- Legal

The risk identification and assessment process is carried out by the Internal Audit Department and supervised by the Audit and Control Committee as part of its duties.

The risk identification process is documented in the Corporate Risk Manual.

• Whether the process covers all financial reporting assertions (existence and occurrence; completeness; evaluation; presentation, disclosure and comparability; and rights and obligations), whether it is updated and how often.

In order to ensure the reliability of Financial Reporting, when identifying risks and controls, the accounting errors that may arise from the following objectives for financial information are always considered:

- Completeness: balances or transactions that should be recorded but are not.
- Transaction cut-off: those booked in a period other than when they were accrued.
- Accuracy: transactions recorded with errors (amounts, conditions).
- Occurrence/Existence: registered transactions which have not taken place within the period.
- Valuation/Allocation: record of transactions involving incorrect sums due to inadequate valuation calculations.
- Presentation/Classification: classification errors in the various entries of the financial statements.
- Understandability: lack of quality of financial information which makes it difficult to understand for a person with reasonable economics and business knowledge.

With the transition of the SCIIF definition and custody functions to the Internal Control area of the Finance Department, during 2017 a review of the associated risks and controls was carried out, considering the fulfilment of the aforementioned financial information objectives for this.

• The existence of a process for identifying the consolidation perimeter, taking aspects such as the possible existence of complex company structures, and instrumental entities or those with a specific purpose into account.

The Financial Department will consolidate the accounts every month.

This process involves the reporting of the sub-consolidated income statement and balance sheet reported by each Business Unit, in accordance with their consolidation perimeter, to the Corporate Finance Department.

Each year, the Corporate Consolidation Department confirms the consolidation perimeters with the finance directors of the business units.

Additionally, throughout the year, the business units report on variations which arise in their consolidation perimeter to the Finance Department which, in turn, coordinate the modification of these in all the Group's financial reporting and consolidation systems.

On the other hand, the tax department of the Corporate Finance Department is responsible for maintaining the Group's organisational chart and periodically reporting the updated version to a distribution list of people within the Finance Department to control changes in the consolidation perimeter.

 Whether the process takes into account the effects of other types of risks (operational, technological, financial, legal, reputational, environmental, etc.) insofar as these affect the financial accounts.

In designing the risk management process associated with generating Financial Reports, the following objectives have been focused on:

- Definition of the Financial Information Control System processes and sub-processes.

Determination of the relevant risk categories and types for each of the different Internal Financial Information Control System processes defined in the point above.

Corresponding subcategories have been defined for each of these risk categories.

- Definition and analysis of controls for each specific risk and establishment of their degree of effectiveness.

A risk matrix has been established for each of the sub-processes detailed above, in which the most relevant risks for each process are defined, along with the operational controls and their effectiveness in mitigating the risks that affect them.

Which governing body of the company supervises the process.

The company's Board of Directors is responsible for supervising the risk assessment process. In order to carry out the aforementioned supervision duties, the Board of Directors turns to the Audit and Control Committee, which performs this duty through the Internal Audit Department.

## F.3 Control Activities

Report, indicating the main characteristics, on the availability of at least:

F.3.1. Procedures to review and authorise the financial report and description of the SCIIF, to be published on the securities market, indicating its responsible bodies, and documentation describing the workflows and controls (including those regarding fraud risk) of the different types of transactions which can have a tangible effect on the financial accounts, including the accounting close procedure and the specific review of the relevant judgements, estimations, evaluations and projections.

There is a financial information review and authorisation procedure in the NH Hotel Group which is set out below:

- Internal reporting of financial information:

Each month, the Group's Finance Management send the Group's most significant information management to the Executive Committee and Board of Directors for their review which contains the income statement and the main economic indicators. Prior to reporting to these governing bodies, the information undergoes a review process by the finance directors at a business unit level and by Finance Management at a corporate level.

- Reporting of information to stock markets:

The consolidated accounts and the half-yearly consolidated financial reports are prepared based on the information reports of the business units and, once reviewed by their respective directors, the consolidation process is undertaken by Corporate Consolidation and the information required to prepare the consolidated accounts is provided both by the Finance Department and other Corporate departments always with the review of the corresponding people responsible for it. Once the consolidated financial statements have been received, they are reviews by the Group's Finance Management and by the Audit and Control Committee before being prepared and approved by the Board of Directors (section b) of article 33 of the Parent's Articles of Association and sections 3. d) and 5. b) of Article 5 of the Board of Directors' Governing rules). Once prepared, they are published through the National Securities Market Commission.

Additionally, each quarter, the Group publishes financial information to the stock markets. Finance Management is responsible for the process of issuing such information while the Board of Directors, in accordance with section 3 of article 40 of its Governing rules, is responsible for ensuring the preparation is carried out in line with the principles, criteria and professional practices with which the Annual Accounts are produced and enjoy the same reliability. To this end, said information is reviewed by the Audit and Control Committee which, when it deems it appropriate, requires the presence of both external and internal auditors.

Likewise, the Board of Directors may request analysis of specific issues, as well as the details of particular financial transactions which, because of their importance, require greater analysis.

The Corporate Organisation Department is responsible for documenting and updating the year-end process which is published on the corporate intranet. This process includes the SCIIF controls implemented to mitigate those risks identified at year-end among which are those risks related to the different review levels of the financial information generated.

On the other hand, NH has an internal financial reporting control system (SCIIF) based on the COSO model (Committee of Sponsoring Organisations of the Treadway Commission) to achieve the following objectives:

- Effectiveness and efficiency of operations
- Reliability of financial reporting
- Compliance with applicable laws and regulations
- Safeguarding assets

NH Hotel Group's SCIIF model is documented in a matrix of financial risks and controls which includes the following business cycles, which are relevant to the preparation of the financial information prepared and published by the Group:

- Accounting close, consolidation and financial reporting process
- Purchasing and suppliers
- Sales and customers
- Cash
- Financing
- Fixed assets
- Inter-company
- Tax
- Human resources
- Provisions and contingencies
- Loyalty programme
- Shared services centre
- Business support technological processes

The structure of the financial risk and controls matrix includes the following information:

- Organisational unit: the organisational level to which the controls are implemented and determines the scope of the assessed entities
- Process and sub-process: set of activities related to a specific function within the operation of an organisational unit. They include those with a potential significant impact on the financial information prepared by the Group.
- Risk: the possible events or actions which could affect the capacity of the company to meet financial reporting objectives and/or implement strategies successfully.
- Description of the control: definition of the control activities included in the policies, procedures and practices applied by the Group to ensure it meets its control objectives and the risk is mitigated.
- Evidence: the documentation maintained by those responsible for the control (company personnel) so that the entire model can be regularly supervised and audited.
- Classification of the controls: key or not, preventive or detective, and manual or automatic; this last one depending on whether they can be monitored using data from automated tools.
- Ownership of the controls: they belong to the first line of defence in accordance with the COSO model. They are those who execute the controls and those responsible for their self-assessment and the assessment of their design.
- Those responsible for the controls: within the first line of defence they are the supervisors of the correct execution and reporting of the controls for each activity before their reporting to Internal Control, the model's second line of defence.

- Frequency: how often the controls are executed.

Within the risks identified in the business cycles defined in the SCIIF matrix are the risks of fraud and the controls associated with its mitigation.

Likewise, the matrix includes controls specific to the review of relevant judgements, estimates, valuations and projections whose execution mitigates the risk of reporting unreliable financial information.

Additionally, the Group has a documented procedure which collates the policies to follow in the valuation of those assets of the consolidated balance sheet which involve the making of judgements, estimates, valuations and/or projections with a material impact on the consolidated financial statements.

Internal Control, within the Corporate Finance Department and the second line of defence in compliance with the COSO model, is charged with managing and updating the risks and SCIIF controls matrix as well as the periodic review of the self-assessment of the controls made by the owners of those controls, within the first line of defence, to ensure their effectiveness and to mitigate associated risks.

The Corporate Internal Audit Department, as the third line of defence, annually audits the Group's internal control model to afford the Audit Committee and Board of Directors reasonable security as to its effectiveness and, as a result, the reliability of the financial information generated and published on the stock market.

Additionally, section F of the Annual Corporate Governance Report published by the NH Hotel Group is subject to an external audit by a recognised firm to guarantee the truthfulness of its content.

The Group is currently in the final phase of implementing the SAP GRC tool Process Control module to manage the SCIIF which will end at the beginning of 2018. From the end of January 2018, the tool will enter use and allow integrations of the SCIIF reporting into a single repository and improve efficiency in monitoring changes to the risks and controls matrix and communication between users involved in SCIIF reporting, as well as the monitoring of action plans to correct weaknesses found in the model. Likewise, its implementation will suppose a greater degree of involvement in SCIIF reporting of all users of the first line of the model and of the Group as a whole, including an internal certification model twice per year.

F.3.2. Internal control policies and procedures for the information systems (including secure access, change monitoring and management, operational continuity and separation of functions) which support the company's processes relating to the preparation and publication of financial reports.

### Internal control of IT systems

There is an internal control model for the Group's information systems which covers the different IT processes and is based on their associated risks. This model (based on COSO and COBIT) includes a matrix of 130 general IT system controls (GITC) and policies and procedures relating to the security the IT systems need.

The internal control model covers the systems that contribute to the preparation of the Group's consolidated financial statements and thus assures the completeness, availability, validity and quality of the information provided to the markets.

The GITC matrix is aligned with the control models created by the NH Group for other business cycles, which are structured into the following processes:

Access to programmes and data

There are policies and procedures that set up controls over:

- Restricted access to the systems, avoiding unauthorised access or changes to programmes that could affect the completeness, integrity and reliability of financial reports.
- Correct separation of functions, in order to guarantee secure access to the accounts information systems.
- Security in the facilities housing the systems, ensuring that only authorised personnel have access to them.

### Operations

There are policies and procedures that set up controls over:

- The availability of the information, ensuring that financial data are complete, valid and accurate.
- Good management of incidents, enabling quick resolutions and minimising their impact.
- That operations are monitored, ensuring that they are executed completely and on time. Any incidents are resolved, enabling jobs to be restarted and run correctly.

The Group has had an Information Security area, part of the IT Department, which monitors security in all IT processes, assuring the availability, reliability and completeness of information.

Security Policy

The security policy is the reference framework defining the directives to be followed by all employees, and makes it possible to ensure the security of the IT systems and, therefore, of all the business processes. This policy was revised during the 2015 financial year.

During 2017, various initiatives linked to the Information Security Master Plan continued to be implemented, including those relating to the organisation of security, change management and physical security.

F.3.3. Internal control policies and procedures to supervise the management of outsourced activities and those aspects of evaluation, calculation or appraisal entrusted to independent experts, which may materially affect the financial accounts.

The function has been outsourced to a third party in the companies included in the scope of the SCIIF.

The NH Group has implemented an internal control model for the Shared Services Centre (SSC) aligned with the control models defined for the other business cycles.

Therefore, a matrix has been defined with 6 sub-processes and 18 control activities, including controls relating to the handover period of transferring the administrative function to the SSC, the settling-in period, the provision of the service, compliance with regulations, the continuity of the service and the governance model in the outsourcing contract.

The service provider has also been asked to obtain an ISAE "International Standard on Assurance Engagements" 3402 report, allowing Grupo NH to check whether the control objectives and activities of the service provider have been effective in the corresponding period.

### F.4 Information and Communication

Report, indicating the main characteristics, on the availability of at least:

F.4.1. A specific area responsible for defining and updating accounting policies (accounting policies area or department) and resolving queries or conflicts arising from their interpretation, maintaining constant communication with those responsible for operations in the organisation, and an updated manual of accounting policies communicated to the units through which the company operates.

Through Corporate Consolidation, NH Hotel Group's Finance Management is responsible for defining, updating and correctly applying the accounting policies as well as responding to questions and queries which arise in their interpretation. In this same sense, it is charged with communicating any change which occurs in accounting matters to the heads of the business and corporate units and which affects them in the reporting of financial information.

The Group has an accounting policies manual and a consolidation manual -both published on the intranet- in accordance with the International Financial Reporting Standards (IFRS), which are those which govern the NH Hotel Group. Likewise, the Group shares a single accounting plan applicable in all the business units in which it operates.

The Organisation Department is responsible for unifying, analysing and publishing the rules and procedures applicable in the Group, among which are the operational, administrative (including accounting), quality and regulatory procedures.

The Internal Audit Department is responsible for periodic review of the processes, policies and procedures defined in the Group.

F.4.2. Mechanisms to capture and prepare financial reports with standardised formats, applicable and for use in all units of the company or the Group, supported by the main financial statements and notes, and the information provided on the SCIIF.

As discussed in section F.4.1, the consolidated financial information which NH Hotel Group publishes on the stock market is in accordance with IFRS. In this sense, the information reported from the Group's business units follows international regulations.

Likewise, there is a single accounts plan applied by all the companies which are included in the consolidated group. Grupo NH has a common consolidation tool for all companies. This tool centralises all the information corresponding to the accounting of the companies which make up the financial consolidation of the NH Hotel Group into a single system. The input of financial information from the ERP to the consolidation system is automatic for those companies already migrated to the common ERP implemented in most Group companies, or manually for those companies with a different ERP. In this sense, preventive controls have been defined in the consolidation tool itself which ensure data is input correctly. From January 2018, the input of financial information from the ERP to the consolidation system will be automatic for all Group companies as the companies recently incorporated into the NH Hotel Group consolidation perimeter will be included.

Finance directors of the business units report the financial information to the corporate office monthly using two unique standard reporting packets designed by the Corporate Finance Department for reporting of the financial management information and the consolidated balance sheet.

The dumping of information from the accounts and the accounting headings to the reporting is the same for both models, having previously been approved by the Corporate Finance Department. Any change in criteria for the dumping and presentation of information to be reported is communicated from the corporate office to the finance directors of the business units.

In turn, the Corporate Finance Department uses the same reporting models to prepare the management reports and annual accounts published on the stock market.

All this ensures that the information reported between business units is comparable and homogeneous to be included in the Group's consolidated financial reporting.

At an internal control level, the Group has designed a single reporting model for the monthly sending of SCIIF controls self-assessment to its owners. Likewise, the Internal Control area pursues the homogenisation of the processes in all the Group's business units so that the risk and control matrix is the same for all the organisational units. In turn, whenever Internal Control modifies the design of the controls, it is communicated to the owners of the processes and controls so they are informed and report according to the latest version of the SCIIF risks and controls matrix.

## F.5 Supervision of the system

Report, indicating the main characteristics of at least:

F.5.1. The supervision of the SCIIF by the Audit Committee and whether the company has an internal auditing area whose competency includes supporting the committee in supervising the internal control system, including the SCIIF. It will also report the scope of the evaluation of the ICFR during the year and the procedure by which the body in charge of the evaluation will report its results, if the company has an action plan which details possible corrective measures, and if its impact on financial reporting has been considered.

Supervisory activities of the Audit Committee

The Audit and Control Committee is the advisory body to which the Board of Directors has delegated its powers to update and supervise the SCIIF. As part of this function and to fulfil the tasks delegated by the Board, the Committee receives and reviews the financial reports which the NH Group issues to the markets and regulatory bodies, particularly the consolidated annual financial statements accompanied by the Audit Report. The Committee supervises the preparation process and the completeness of the financial reports of the Company and its subsidiaries, and checks that the legal requirements applicable to the NH Group are complied with, the consolidation perimeter is appropriate and that generally accepted accounting standards are applied correctly.

The Audit and Control Committee receives an annual report from the Internal Audit SVP on its assessment of the effectiveness of the SCIIF model, the weaknesses detected during internal audits, and the plans or actions already in place to remedy any detected weaknesses.

During 2017, the Internal Control Function, reporting to the Financial Department assumed full responsibility for the SCIIF, in addition to its maintenance and extension to the different companies which form part of Grupo NH.

Currently, Grupo NH has a computer tool implemented which helps automate the SCIIF assessment and certification process, which will begin to be used during 2018 for the assessment and monthly monitoring of the SCIIF.

The Audit and Control Committee supports and supervises the work of the Internal Audit department in its assessment of the SCIIF. The Committee proposes the selection, appointment and replacement of the body or person responsible for Internal Audit services, validates and approves the strategy, the Internal Audit plan and objectives for the year, and is responsible for evaluating the performance of the Internal Audit Department Manager annually.

The Internal Audit plan for assessing the SCIIF is submitted to the Audit and Control Committee for approval before being put into practice, in order to include all the considerations of the Committee.

The level of implementation of the relevant recommendations arising from the SCIIF is reviewed by the Audit and Control Committee at least once a year.

The Audit and Control Committee procedures are documented in the presentations made by said Committee and subsequently included in the corresponding signed minutes.

#### Internal Audit Function

Internal audits are carried out by the Group's Internal Audit Department, which reports functionally to the Audit and Control Committee and administratively to the General Secretariat. This hierarchical structure is designed to enable the Internal Audit function to remain structurally independent and to encourage direct communication to and from the Audit and Control Committee.

The Internal Audit function, via a team consisting of 9 auditors located in both Corporate and the business units, ensures, within reason, the effectiveness of the internal control system, supervising and evaluating the design and effectiveness of the risk management system applied to the company, including specific IT audits.

This function has internal auditing statutes which were updated in 2017 and have been formally approved by the Audit and Control Committee, and an internal audit manual which sets out the Department's working methods.

In relation to monitoring the SCIIF, the Internal Audit Department is responsible for:

- Independently evaluating the internal control model for financial reporting.
- Testing the assertions of the Board.
- Testing the effectiveness of internal controls in the companies within the scope of application, in a maximum period of one year for key controls and three years for non-key controls.
- Helping to identify weaknesses in controls and reviewing action plans to correct inadequate controls.
- Conducting follow-up checks to see if weaknesses in controls have been properly remedied.
- Coordinating between the Board and the external auditor when clarification is needed on scope and testing plans.

### Scope of SCIIF 2017

The Group's SCIIF model covers the business units in Northern Europe (Benelux and Central Europe), Southern Europe (Spain, France, Portugal and Italy) and Latin America (Mexico and Argentina, partially implemented), which consist of 280 hotels and 13 business cycles of major importance in the presentation of financial reports.

A total of 455 control activities have been defined, divided between financial reporting and IT systems, and classified as key and non-key controls. Those responsible for the controls have been defined at Corporate level, for Business Units and within the Shared Services Centre.

Grupo NH has defined a monthly calendar for internal control reporting where, at the end of each month, each responsible body performs a self-assessment of the controls for which it is responsible.

During 2017, the Internal Control Department supervised the self-assessment process and evidence deposited in a file shared by the Shared Services Centre, Administration and the Internal Control Department.

The assessment process in 2017 analysed a total of 345 controls for the geographic area of Spain, the Netherlands, Belgium, Germany, Austria, Italy, Mexico, Argentina and controls at Corporate level, which involved reaching 76% of their total. These controls were evaluated according to the guidelines included in the "SCIIF Evaluation Procedure", summarised below:

- The controls evaluated each month (relating to Administration and the Shared Services Centre) were subjected to two types of review, one based on the supervision of the evaluation by the owners of the controls, and another where the objective was to repeat the tests and checks of the effectiveness of the control.
- For the other controls, evidence was obtained and the necessary tests were run to enable conclusions to be drawn on their effectiveness.
- User-defined files (UDA) have been identified which impact the preparation of financial reports, where the existence has been verified of controls of completeness, availability and security.

The review has detected weaknesses in internal controls and room for improvement in certain processes which do not have a significant impact on the quality of financial reporting, and action plans agreed with the bodies responsible for the controls have been proposed. Jointly with the Internal Control Department, the Internal Audit Department will check the implementation of these action plans during its regular tests of the SCIIF.

F.5.2. Whether there is a discussion procedure through which the accounts auditor (as established in the NTA), the internal auditing area and other experts can report to senior management and the Audit Committee or company administrators on the significant weaknesses in internal control detected during the process of reviewing the annual accounts, or others for which they are responsible.

Likewise, whether there is an action plan to correct or mitigate the weaknesses found.

The Audit Committee meets periodically to review the regular financial reports. It also discusses matters relating to internal controls and/or other current initiatives.

The Financial Department, through the Chief Financial Officer, is responsible for notifying senior management of any important matter relating to the SCIIF and/or financial reporting through the meetings of the Management Committee.

All the weaknesses detected by the Internal Audit Department during its work are subject to recommendations and action plans agreed with the audited department. The Internal Audit Department supervises the implementation of the agreed actions and reports their status to the NH Group's various governing bodies (mainly the Audit Committee).

The external auditor notifies the Audit and Control Committee of the conclusions of its audit procedures, and any other matters which may be considered important. The external auditor also has access to the Audit and Control Committee in order to share, comment on or report any aspects they consider necessary or pertinent. The external auditor, without breaching his/her independence, will participate in the dialogue with Management.

F	6	Other	releva	nt inf	ormation
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None.

## F.7 Report by the external

auditor Report on:

detailed disclosure on:

F.7.1. Whether the SCIIF reports sent to the markets have been reviewed by the external auditor, in which case the company must include the corresponding report as an appendix. If not, it must report its reasons.

The Group's Management has decided to submit the information relating to the SCIIF included in this section F of the Annual Corporate Governance Report for 2017, drawn up by the Company's Management, to the external auditor for review. This report is attached as an Annex.

## G DEGREE OF COMPLIANCE WITH CORPORATE GOVERNANCE RECOMMENDATIONS

Indicate the Company's degree of compliance with the recommendations of the Code of Good Governance for listed companies.

If any recommendation is not followed or is only followed in part, a detailed explanation of the reasons must be included so that shareholders, investors and the market in general have enough information to assess the company' methods. Generalised explanations will not be acceptable.

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		Complies X	] '	Partially complie	es 🗌		Explain			

fewer than five and no			, the board of di	irectors s	snould compri	se no
	Complies X		Explain			
14. That the board of dire	ctors approves a p	oolicy for selec	ting directors th	at:		
a) Is specific and veri	fiable.					
<ul><li>b) Ensures that propo directors' needs.</li></ul>	sals for appointme	ent or re-electi	on are based or	n prior ar	nalysis of the l	ooard of
c) Encourages divers	ity of knowledge, e	experience and	d gender.			
the appointments com	That the result of prior analysis of the board of directors' needs is included in an explanatory report from the appointments committee which is published when calling the general shareholders' meeting to which it is submitted for ratification, appointment or re-election of each director.					
And that the policy for directors is at least 30						female
The appointments cor will report on it in the		•		selecting	g directors an	nually and
Complies	X Part	ially complies		Explain		
15. External proprietary of Board of Directors, an complexity of the corp company.	d the number of ex	kecutive direct	ors be kept to a	minimun	n, taking into a	account the
Complies	X Part	ially complies		Explain		
16. That the ratio of propri than the existing rati remaining capital.	-					_
This criteria may be fl	exible:					
a) In companies with significant are scar	•	where shareh	oldings that are	legally o	considered to	be
b) In companies in whese shareholders			olders represent	ed on the	e board of dire	ectors and
	Complies X		Explain			
17. That independent dire	ectors represent at	least half of a	Il the directors.			
Nevertheless, where t shareholder, or severa independent directors	al acting jointly, wh	o control more	than 30% of th	e compa		
	Complies X		Explain			

18. That companies publish and update the following information about their directors on their web site:

	a) Professional profile and biography.	
	b) Other boards of directors to which they belong, whether or not they are listed companies, along with information about their other remunerated activities, whatever they may be.	
	c) Indication of the director's category stating, in the case of proprietary directors, the shareholder the they represent or with whom they have ties.	at
	d) Date of their first appointment as a director in the company as well as the date of subsequent reappointments.	
	e) Shares and share options held by the director.	
	Complies X Partially complies Explain	
19.	2. That the annual corporate governance report, after verification by the appointments committee, explain the reasons why proprietary directors have been appointed on behalf of shareholders with shareholding of less than 3% in the company capital and the reasons for ignoring, if applicable, formal requests the presence on the Board from shareholders with shareholdings equal to or greater than others who has successfully proposed proprietary directors.	gs for
	Complies Partially complies Explain Not applicable X	
20.	D. That proprietary directors present their resignation when the shareholder they represent transfers entire shareholding. And the number of proprietary directors is also reduced when the shareholders question reduce their holdings to a level that requires fewer such directors.	
	Complies Partially complies Explain X Not applicable	
	The Company's General Shareholders' Meeting used its votes to set the representation of the proprietary shareholder on the Board of Directors. As a result, there is (i) a proprietary shareholder with a holding of around 29% (HNA Group) without representation on the Board, (ii) another proprietary shareholder with a holding of around 12% (Oceanwood) which, with one director would be under-represented on the Board, and (iii) a third proprietary shareholder with a holding of around 9% (Grupo Hesperia Inversor) which, with two directors would be over-represented. With regard to this last shareholder, in 2014 they reduced their shareholding in NH but retained two representatives on NH's Board of Directors as it was considered that the in-depth knowledge both representatives had of the hotel industry was an asset worth preserving for the benefit of all shareholders. And so it was approved by the General Shareholders' Meeting on 29 June 2017 and by the proxy advisors which covered said Meeting who recommended voting in favour of the appointment's approval.	
21.	The Board of Directors does not propose the removal of any independent director before the statuto period for which the director has been appointed concludes, unless the board of directors has just caus based on a report by the Appointments Committee. In particular, it will be understood that just cau exists where the director takes up new posts or undertakes new obligations which prevent him/her from dedicating the time needed to perform the duties of the post of director, or failing to carry out the dutient inherent to the post or he/she incurs in any of the circumstances which cause him/her to lose his/hindependent status, in accordance with the provisions of applicable law.	se, se om es
	The removal of independent directors may also be proposed as a result of mergers, take-overs or oth similar corporate actions that change the structure of the company's capital when such changes in the structure of the board of directors obey the criteria of proportionality indicated in Recommendation 16	he
	Complies X Explain	

	uld damage any criminal	the company's	s credibility a	nd reputa	ition, and	in particu	ular to not	circumstances ify the board of evelopments of
directors sha whether the	III examine t director sho	he case as so	on as possib n their post.	ole and, ba The board	sed on th	ne specif	ic circums	w, the board of stances, decide oplains all such
	Complies X	Pa	artially complies			Explain		
to the board directors who	23. All directors clearly express their opposition when they believe that a proposal for a decision presented to the board of directors may not be in the Company's interests. Particularly independent and other directors who are not affected by any potential conflict of interest should oppose decisions that may be detrimental to shareholders not represented on the board of directors.							
reservations	the directo		propriate co	nclusions	and, if th			tor has serious n, explains the
This recommed be a director		so applies to t	he secretary	of the bo	ard of dire	ectors, ev	en thoug	h they may not
Comp	olies X	Partially complies		Explain		Not ap	olicable	
the fact that	the reasons this departu	in a letter sen	t to every me as a significa	ember of tl	ne board	of directo	rs. And, r	nd of their term, notwithstanding e is reported in
Comp	olies X	Partially complies		Explain		Not ap	olicable	
25. That the app to perform the			ures that nor	n-executiv	e director	s have s	ufficient ti	me available
That the conto:	npany rules	set out the ma	iximum numl	ber of com	npany boa	ards that	its directo	ors may belong
	Complies X	Pa	artially complies			Explain		
•	year, follow		ule of dates	and matte	ers establ	ished at	the start o	ctions, at least of the year, and
	Complies X	Pa	artially complies			Explain		
	orate gover		When non-					included in the t director may

	Complies	] Partia	ally complies	X	Exp	lain	
	Out of a total of 11 meetings o urgency. In any case, the perc					nstructions in	3 for reasons of
28.	When directors or the sperformance of the co- concerns are recorded	mpany, and such	concerns	are not i	resolved by t	the board	
	Complies X	Partially complies		Explain		Not applicable	
29.	The company sets up a their duties, including, i				•		-
	Complies X	] Partia	ally complies		Ехр	lain	
30.	Independently of the kr also offer directors with circumstances so requi	the opportunity					
	Complies	X E	xplain		Not application	able	
31.	The agenda at meeting decision or adopt a resoluteir adoption beforeha	olution so that the	•	-			
	Where, exceptionally, o for the board of directo required from the major	rs' approval which	n do not ap	pear on t	the agenda, ¡	orior, expre	ess consent will be
	Complies X	Partia	ally complies		Ехр	lain	
32.	Directors are periodica shareholders, investors						
	Complies X	Partia	ally complies		Exp	lain	
33.	The chairman, being recarrying out the duties programme of dates are the periodic assessment sufficient time is given refresher programmes.	s that are legally d matters to be a nt of the board ar to the discussion	and statuddressed to ad, if neceston of strate	itorily atti o the boa ssary, the egic matte	ributed there rd of director company's ers, and agr	to, prepar s; organise chief exec ees and r	es and submits a es and coordinates utive; ensures that
	Complies X	Partia	ally complies		Ехр	lain	

34	4. Where there is a coordinating director, the articles of association or board of directors' regulations of him/her the following powers, in addition to the powers provided by the law: chair the board of direct in the absence of the chairman and vice-chairmen, if any; speak up for non-executive directors conce maintain contact with investors and shareholders to establish their points of view for the purpose forming an opinion on their concerns, particularly in relation to the company's corporate governal and coordinate the chairman's succession plan.	ctors erns; es of
	Complies Partially complies Explain Not applicable X	
35	5. That the secretary of the board of directors takes particular care so that, in their actions and decision the board of directors are aware of the recommendations on good governance contained in this C of Good Governance applicable to the company.	
	Complies X Explain	
36	6. Once a year the board of directors, in plenary, assesses and adopts, as necessary, an action plan correcting shortcomings detected in relation to:	
	a) The quality and efficiency of the board of director's work.	
	b) The operation and composition of its committees.	
	c) The diversity of the composition and powers of the board of directors.	
	d) The performance of the chairman of the board of directors and the chief executive of the compar	ny.
	<ul> <li>e) The performance and contribution of each director, paying particular attention to those responsil for the various committees of the board.</li> </ul>	ble
	Assessment of the various committees will be based on the report that they submit to the board of directors and, with respect to the board, the report submitted by the appointments committee.	
	Every three years, the board of directors will be aided in carrying out the assessment by an externa consultant whose independence will be verified by the appointments committee.	al
	The business relationship of the consultant, or any company in its group, with the company, or any company in its group, must be broken down in the annual corporate governance report.	
	The process and the areas assessed will be subject to description in the annual corporate governal report.	nce
	Complies X Partially complies Explain	
37	7. When there is an executive committee, the participation structure of the different director categories similar to that of the main Board and its secretary is the Secretary of the Board.	s is
	Complies Partially complies X Explain Not applicable	
	The Company's Executive Committee does not have a similar director category structure as the Board of Directors itself as, in the Executive Committee there is a greater weight of proprietary directors than on the Board of Directors. This is the result of an informed a free decision by the Board of Directors which, logically, has been approved by qualified majorities considering that the make up of its Executive Committee is adequate to carry out its duties.	and
	The Secretary and Deputy Secretary of the Board serve in the same positions on the Executive Committee.	

38.	The board of directors is always aware of the issues discussed and the decisions adopted by the executive committee and each member of the board of directors receives a copy of the minutes of the executive committee's meetings.							
	Co	omplies X	Partially complies		Explain		Not applicable	
39.	and exper		•	•			nted on the basis of the d the majority of its n	•
		Complies X	Parti	ally complies			Explain	
40.	tasked wit	th ensuring the	e proper functio	ning of the	informa	tion and	ries out the internal and internal control system of the audit committee	ems and that
		Complies X	Parti	ally complies			Explain	
41.	committee						s/her annual work plan n activity report to the	
	Co	omplies X	Partially complies		Explain		Not applicable	
42.	In addition functions:	to those provi	ded for by the la	aw, the aud	lit commi	ttee is r	esponsible for the follo	wing
	1. In relati	ion to internal	control and infor	mation sys	tems:			
		to the compar	y and, if applic	able, to the	group, i	reviewir	ty of the financial repong compliance with rege proper application of	gulations, the
	·	proposing the audit service; ensuring that periodic inforr	selection, appoint proposing the its activity is m	ntment, re- budget for ainly focus activities;	election this ser ssed on and ver	and ren vice; ap relevan ifying tl	unit responsible for intentroval of the manager of oproving its focus and trisks for the companat senior managements.	of the internal work plans, ny; receiving
	•	if possible and		ropriate, ai	nonymou	sly, any	ployees to report confidence potentially significant the Company.	

- 2. In relation to the external auditor:
  - a) In the case of the resignation of the external auditor, examining the circumstances that may have lead to this.
  - b) Ensuring that the external auditor's remuneration for their work does not compromise their quality or independence.
  - c) Monitoring that the company notifies the Spanish Stock Market Commission (CNMV) of the change of auditor as a significant event and accompanies it with a statement about the existence of disagreements with the outgoing auditor and the content of such disagreements, if they exist.

	to report on the company.	ne work carried	out and on	the evolu	tion of the	accoun	ting position	on and risks to
	•	t the company ervices other thand, in general, a	an audit serv	vices, the	limits on th	e conce	entration of	business with
	Complies X	Pa	rtially complies			Explain		
	he Audit Committee m	•				mpany,	and may r	equire the
	Complies X	Pa	rtially complies			Explain		
С	The audit committee is ompany plans to carry erms and their account	out for analysis	and prior re	porting to	the board	of direc	ctors about	their financial
	Complies X	Partially complies		Explain		Not app	olicable	
45. 1	The risk management a	and control polic	y identifies a	at least th	ne following	):		
a	<ul> <li>The different types of environmental, reput liabilities and other of</li> </ul>	ational, amongs	st others) to	which the	company	is expos	sed, includ	•
t	) The level of risk that	the company co	onsiders acc	eptable.				
C	c) The measures plann	ed to mitigate th	ne impact of	identified	l risks shou	uld they	materialis	e.
C	d) The internal contro aforementioned risks		•					manage the
	Complies X	Ра	rtially complies			Explain		
b	Inder the direct supervoard of directors, there epartment at the comp	e is an internal	risk control	and man	agement s	ystem r		
8	a) Ensure the proper fu significant risks that	•			•			
t	) Actively take part in	drawing up risk	strategy and	l in impor	tant decision	ons on i	ts manage	ement.
C	c) Ensure that risk cont policy defined by the		•	ns suitabl	ly mitigate ı	risks wit	hin the fra	mework of the
	Complies X	Pa	rtially complies			Explain		

d) Ensuring that the external auditor has an annual meeting with the board of directors in plenary

remuneration suitable kno	on committee, if they a	are separate– are perience for the fur	appointenctions th	ttee –or the appointments committee dendeavouring to ensure that they at they are called to perform and the	have		
	Complies X	Partially complies		Explain			
48. Companies	with high capitalisatio	n have separate ap	pointme	nts and remuneration committees.			
	Complies	Explain		Not applicable X			
	tments committee con ny, particularly regardir			ard of directors and the chief execut tive directors.	ive of		
	•			e to take into consideration potential , they deem the candidate appropria			
	Complies X	Partially complies		Explain			
	eration committee carr by the law, also carrie			idently and, apart from the functions			
a) Propose	the basic conditions o	f contracts for seni	or manag	gement to the board of directors.			
b) Monitor	compliance with the re	muneration policy	establish	ed by the company.			
systems	c) Periodically review the remuneration policy applicable to directors and senior management, including systems of remuneration with shares and their application, in addition to ensuring that individual remuneration is proportionate to that paid to the company's other directors and senior management.						
•	hat possible conflicts ommittee.	of interest do not af	fect the i	ndependence of the external advice	given		
				nagement's remuneration contained in directors' remuneration.	in the		
	Complies X	Partially complies		Explain			
	neration Committee co particularly regarding is			Chief Executive Director of the directors.			
	Complies X	Partially complies		Explain			
in the board	•	are consistent with	those ap	ion and control committees are controlled to the committees that are lead to the committees are controlled to the committee are controlled to the controlled to			
a) That the directors	-	e up of non-executi	ve direct	ors, with a majority of independent			
b) The cha	irmen are independent	directors.					

	c) The board of directors appoints the members of these committees taking into account the knowledge, skills and experience of the directors and the tasks of each committee; it discusses their proposals and reports, and during the first plenary session following their meetings, gives account of their activities which responds to the work carried out;						
	d) The committees have access to external advice when they deem it necessary to perform their duties.						
	e) Minutes of their meetings are drawn up and made available to all the directors.						
	Complies Partially complies Explain Not applicable X						
53.	3. Supervision of compliance with the corporate governance rules, internal rules of conduct and corporate social responsibility policy is the responsibility of one or distributed amongst several committees of the board of directors which may include the audit, appointment or corporate social responsibility committee, if there is one, or a specialist committee that the board of directors, exercising its powers of self-organisation, decides to create for that purpose, to which the following functions are given, as a minimum:						
	a) Supervise compliance and internal codes of conduct, as well as the company's rules of corporate governance						
	b) Supervise the communications strategy and relationship with shareholders and investors, including small and medium shareholders.						
	c) Periodically assess the adequacy of the company's corporate governance system, for the purpose that it complies with its mission to promote company interests and takes into account, as appropriate, the legitimate interests of other stakeholders.						
	d) Review the company's corporate responsibility policy, ensuring that it is directed at creating value.						
	e) Monitor corporate social responsibility strategy and practices and assess the level of compliance therewith.						
	f) Supervise and assess relationship processes with the various stakeholders.						
	g) Assess all matters relating to the company's non-financial risks –including operational, technological, legal, social, environmental, political and reputational.						
	h) Coordinate the process for non-financial and diversity information reporting in accordance with applicable regulations and international reference standards.						
	Complies X Partially complies Explain						
54.	The corporate social responsibility policy includes the principles or undertakings that the company assumes voluntarily in its relationships with the various stakeholders and identifies, as a minimum:						
	a) The aims of the corporate social responsibility policy and the development of support tools.						
	b) Corporate strategy in relation to sustainability, the environment and social matters.						
	c) Specific practices in matters related to: shareholders, employees, customers, suppliers, social matters, the environment, diversity, tax responsibility, respect for human rights and the prevention of illegal behaviour.						
	d) The methods or systems for monitoring the results of the application of specific practices listed under the previous letter, associated risks and their management.						
	e) Mechanisms for supervising non-financial risk, company ethics and behaviour.						

f) Channels for communication, participation and dialogue with stakeholders.

	g) Responsible comm integrity and honou		ces that avoid	the mani	pulation o	f inform	ation and protect
	Complies [2	₹ F	artially complies			Explain	
55.	The company reports, corporate social respons						rt, on matters related to dologies to do so.
	Complies	₹ F	artially complies			Explain	
56.		tion, qualification	on and respons	sibility tha	at the post		e desired profile and to ids, but not so high as to
		Complies X			Explain		
57.	addition to remuneration	on with shares,	options or righ	its over s	shares or i	instrum	to executive directors, in ents referenced to share s or other social benefits
	conditional on said sh	ares being reta	nined until they	cease	to be dire	ctors. T	ntemplated when this is the foregoing will not be y for the costs related to
	Complies	C F	artially complies			Explain	
58.	required to ensure the	nat such remu t solely derived	neration is in from the gene	line wi	th the pr	ofessio	and technical safeguards nal performance of the ts or the business sector
	In particular, the variab	le components	of remuneration	on:			
	a) Are bound to perform the risk assumed to		•	ned and	measurab	le and t	hat such criteria consider
b) Promote the company's sustainability and include non-financial criteria that are appropria creation of long-term value, such as compliance with the company's internal rules and pre- and its policies for risk control and management.							
	term that make it po to appreciate the co	ssible to reward ontribution to si	d continuous poustainable crea	erformar ation of v	nce during value, in si	a perio uch a w	nort-, medium- and long- d of time that is sufficient yay that the elements for l or extraordinary events.
	Complies	Partially complies	s X	Explain		Not ap	plicable
	The Composite avecables dis	actoral abort tarm var	iabla ramunaratian k	an ton nor	aant linkad ta	tha profos	aional porformance of the

The Company's executive directors' short-term variable remuneration has ten per cent linked to the professional performance of the CEO, i.e. his performance assessment. The eight competences measured in this performance assessment are non-financial and are linked to predetermined and measurable performance criteria, as is recommended.

In relation to long-term variable remuneration, although it does not include non-financial criteria as a measure of achievement, it does include a "clawback" clause with an application period of two years from the end of each cycle and for which the payback of the award may be demanded in the following cases:

- i. Restatement of the Company's financial statements wherever not due to the modification of applicable accounting standards or interpretations.
- ii. The Executive Director being sanctioned for serious breach of the code of conduct and other internal regulations which may be applicable.
- iii. When the settlement and payment of the award was wholly or partially produced on the basis of information whose falsehood or serious inaccuracy is manifestly demonstrated a posteriori.

<b>5</b> 9.			part of variable cor at the remuneration				eferred for a sufficient minimum re been fulfilled.	
	C	Complies	Partially complies	X	Explain		Not applicable	
	variable rer	muneration, its very na	ature allows the Compar ments which would be a	ny's performan	ice to be se	en in the mediur	y of its participants. With long-term n and long term (3 years), in make it evident that the payment	
60.	60. Remuneration linked to the results of the company shall take into consideration any possible qualifications in the auditor's report that might reduce such results.							
	C	Complies X	Partially complies		Explain		Not applicable	
61.	61. A significant percentage of the executive directors' variable remuneration is linked to the handover of shares or financial instruments referenced to their value.							
	C	Complies X	Partially complies		Explain		Not applicable	
62.	the direct	tors may not tra	insfer ownership hey exercise the	of a numb	er of sha	ares equival	ion system have been allotted, lent to twice their annual fixed d of, at least, three years has	
		going will not be ests related to th		res that a	director	needs to dis	spose of, as appropriate, to pay	
	C	Complies	Partially complies		Explain	X	Not applicable	
	Director for year of fixe	at least one year. In	addition, the Executive [	Director will be	obliged to	hold an amount	the shares delivered to the Executive in shares equivalent to at least one tion, it considers the share price on the	
63.	compone	nts of remunera		yment has	not bee	n adjusted t	aim repayment of the variable o the terms for performance or curate.	
	(	Complies X	Partially complies		Explain		Not applicable	
64.	years tota	al annual remun		ire not paid	d until th		shed as the equivalent of two has been able to prove that the	

Compiles	Failially Complies	Ш	Explain	 Not applicable

Not applicable

Regarding the outgoing Executive Body, the possible compensation which could correspond to it is pending judicial review, with the court having set 20 November 2018 for the pre-trial hearing. When any news arises, this information will be transferred quickly and included into the new annual reports which may be necessary. Notwithstanding the foregoing, and in accordance with criteria of accounting prudence, the Company's Annual Accounts have had the maximum amounts which, if applicable, could be derived from the eventual compensation to Mr Federico González Tejera fully provided for.

In no event will Ramón Aragonés Marín, the Executive Director appointed in 2017, be entitled to receive any compensation derived from the termination of his position and ending of such commercial relationship. However, the possible indemnities derived from an ending of the employment relationship will continue in effect during his term as Executive Director, recognising that period as time employed. Once ended, as appropriate, the business relationship will take over the labour relationship which was in effect between company and employee until the taking on of the new position in all its effects, except in serious and culpable breach and thus declared jurisdictionally.

# H OTHER RELEVANT INFORMATION

Complies

Dartially complied

- 1. If there are any aspects relating to the corporate governance of the Company or the Group's entities which have not been covered in the other sections of this report, but which are necessary to include in order to gather complete and detailed information on the structure and practices of the governance of the entity or the Group, please note them briefly.
- 2. You may include any other information, clarification or detail in this section, related to the previous sections of the report, which may be relevant but not repetitive.
  - Specifically, please indicate whether the company is subject to legislation other than that of Spain in relation to corporate governance and, if applicable, include the information that must be provided and that is different to the information required by this report.
- 3. The company may also indicate whether it has voluntarily committed to other codes of ethics or best practices, whether international, in the sector or in another context. If so, identify the code in question and the date of adhesion.

## SECTION A.2.

Although in the CNMV Records it is recorded that the shareholding of Grupo HNA in NH is 29.50% at 31 December 2017, Grupo HNA reported a decrease to 29.34% in its shareholding in NH to the CNMV on 27 February 2017. In addition, on 3 November 2017, Grupo HNA notified the CNMV of the signing of a sales contract and repurchase agreement through which it would transfer NH shares representing approximately 1.14% of the share capital. Depending on whether the sale has been formalised and the terms and conditions of it, Grupo HNA's shareholding in NH could reach 28.20% of the share capital. Finally, on 19 January 2018, it notified the CNMV of the engagement to review its shareholding in NH, including identify potential buyers of its shareholding.

Although the directors are expressly excluded in section A.2, to show the shareholding in NH Hotel Group, S.A. clearly, the shareholding of Grupo Inversor Hesperia, S.A. is included in that section as it is also a director of the Company. The shareholding of Grupo Hesperia consists of the direct shareholding held by Grupo Inversor Hesperia, S.A. (9.10%) and Eurofondo (0.17%).

## SECTION A.5.

All relations of a commercial, contractual or corporate nature between significant shareholders and the Company and/or its group have been described in the section on Related Party Transactions (insofar as the significant shareholders are also Company directors). These relations have not been included in section A.5 since these transactions are considered to arise from the ordinary course of the Company's business.

### SECTION A.8.

At 31 December 2017, final ownership of NH Hotel Group, S.A. own shares came to 8,031,895 shares.

During 2017, the Company did not acquire own shares. The other operations correspond to refunds of shares undertaken as part of the loan agreement for 9,000,000 shares in NH Hotel Group, S.A. entered into as part of the issue of the bonds convertible or exchangeable for shares of NH Hotel Group in November 2013 between the Company and the three financial institutions involved in the placement of the bonds. The outstanding balance of the share lending initiative at 31 December 2017 came to 1,384,473 shares. By virtue of the foregoing, the final ownership of NH Hotel Group, S.A. own shares at 31 December 2017 came to 8,031,895 shares, which are attached to the same number of rights to vote.

### SECTION C.1.12

Given that the IAGC workforce only allows inclusion of positions which the Directors had on the Board of Directors of other listed companies, it is hereby informed that Mr Fernando Lacadena Azpeitia is the Financial Director at Merlin Properties Socimi, S.A.

#### SECTION C.1.17

Mr Jordi Ferrer Graupera, the individual representative of Grupo Inversor Hesperia, S.A., a significant shareholder in the Company, holds the position of joint and several director of Grupo Inversor Hesperia, S.A.

### SECTION C.1.33.

The Board also has a Deputy Secretary, Mr Carlos Ulecia Palacios, who holds the post of General Secretary of the Company.

### SECTION C.1.43.

HNA, via its company Tangla, S.L., brought criminal proceedings against Mr José Antonio Castro Sousa based on the agreements adopted at the General Shareholders' Meeting of 21 June 2016 at which Mr Castro served as the Chairman of the Meeting. The Instructing Judge of said criminal action dismissed and filed the proceedings on 21 September 2017. This order to dismiss and file has been appealed by HNA, and is pending resolution.

### SECTION C.2.1.

Notwithstanding the detailed composition of the Board of Directors, the Company has a co-chairmanship system which specifies the appointment of a Chairman of the Board (Mr Alfredo Fernández Agras) and a Chairman of the Executive Committee (Mr José Antonio Castro Sousa).

In relation to the reference made to the Audit and Control Committee and the identification of the "member of the audit committee who has been appointed taking their knowledge and experience in accounting, auditing or both into account", the IAGC form only allows the appointment of one of the members (as required by article 529m of the LSC, which requires that "one of them be appointed taking their knowledge into account" in these matters), clarification is wanted that all members of the Audit and Control Committee have extensive experience and knowledge in accounting and auditing, which is why they have been appointed to be part of the Committee in question.

### SECTION D.2.

On 19 April 2017, NH and the shareholder Grupo Inversor Hesperia, S.A. signed a framework contract for hotel management for a total net amount of 31,000 (thousand) euros, of which 11,000 (thousand) euros was paid in 2017 (published through Relevant Event with record number 250817 dated 19 April 2017). Said agreement has brought about a new strategic and transformational framework for the Company when signing new hotel management contracts for a term of 9 years.

It is hereby recorded that concerning the management agreement entered into between Hoteles Hesperia, S.A. and the major shareholder Grupo Inversor Hesperia, S.A., the total transaction volume in 2017 came to 8,969 (thousand) euros. The balance at 31 December 2017 resulting from said management agreement is contained in this report and comes to 2,191 (thousand) euros.

### SECTION D.3.

See note D.2. where the shareholder Grupo Inversor Hesperia, S.A. which carries out significant operations with the Company is a Director of the Company at the same time.

### SECTION G.3.

Although the General Shareholders' Meeting complied with the provisions of this Recommendation, it was the Chairman of the Appointments, Remuneration and Corporate Governance Committee (and not the Chairman of the Board) who provided this information.

This annual corporate governance report has been approved by the company's Board of Directors in its session on 28/02/2018.

Indicate whether an	v directors voted against	or abstained in relation t	o the approval of this report.
indicate whether an	y un ectors voted against	or abstailled in relation t	o the approval of this report.

Yes	No X	



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Translation of a report originally issued in Spanish. In the event of a discrepancy, the Spanish-language version prevails.

AUDITORS' REPORT ON THE "INFORMATION RELATING TO THE SYSTEM OF INTERNAL CONTROL OVER FINANCIAL REPORTING (ICFR)" OF NH HOTEL GROUP, S.A. FOR THE FISCAL YEAR ENDED ON DECEMBER 31th, 2017

To the Directors of NH HOTEL GROUP, S.A.:

As requested by the Board of Directors of NH HOTEL GROUP, S.A. ("the Entity") and in accordance with our proposal-letter of January 22th, 2018, we have applied certain procedures to the accompanying "Information relating to the ICFR" of NH HOTEL GROUP, S.A. for the fiscal year ended on December 31th, 2017, which summarises the internal control procedures of the Entity in relation to its annual financial reporting.

The Board of Directors is responsible for adopting the appropriate measures in order to reasonably guarantee the implementation, maintenance and supervision of an adequate internal control system and for making improvements to that system and for preparing and establishing the content of the accompanying information relating to the ICFR system included in section F) of the accompanying Annual Corporate Governance Report (ACGR).

It should be noted in this regard, irrespective of the quality of the design and operational effectiveness of the internal control system adopted by the Entity in relation to its annual financial reporting, that the system can only permit reasonable, but not absolute, assurance in connection with the objectives pursued, due to the limitations inherent to any internal control system.

In the course of our audit work on the financial statements and pursuant to Technical Auditing Standards, the sole purpose of our assessment of the internal control of the Entity was to enable us to establish the scope, nature and timing of the audit procedures to be applied to the Entity's financial statements. Therefore, our assessment of internal control performed for the purposes of the aforementioned audit of financial statements was not sufficiently extensive to enable us to express a specific opinion on the effectiveness of the internal control over the regulated annual financial reporting.

For the purpose of issuing this report, we applied exclusively the specific procedures described below and indicated in the Guidelines on the Auditors' Report on the Information relating to the System of Internal Control over Financial Reporting of Listed Companies, published by the Spanish National Securities Market Commission on its website, which establishes the work to be performed, the minimum scope thereof and the content of this report. Since the work resulting from such procedures has, in any case, a reduced scope that is significantly less extensive than that of an audit or a review of the internal control system, we do not express an opinion on the effectiveness thereof, or on its design or operating effectiveness, in relation to the Entity's annual financial reporting for the fiscal year ended on December 31<sup>th</sup>, 2017 described in the accompanying information on the ICFR system. Therefore, had we applied procedures additional to those established in the aforementioned Guidelines or performed an audit or a review of the internal control over the regulated annual financial reporting, other matters or aspects might have been disclosed which would have been reported to you.

Also, since this special engagement does not constitute an audit of financial statements and is not subject to the consolidated Spanish audit law, we do not express an audit opinion in the terms provided for in that Law.

The procedures applied were as follows:

- Perusal and understanding of the information prepared by the Entity in relation to the ICFR system disclosure information included in the directors' report and assessment of whether this information addresses all the information required considering the minimum content described in section F, relating to the description of the ICFR system, of the ACGR form, as established in CNMV Circular 7/2015 of December 22<sup>nd</sup>, 2015, which amends CNMV Circular 5/2013 of June 12<sup>th</sup>, 2013.
- 2. Inquiries of personnel in charge of preparing the information detailed in point 1 above for the purpose of achieving: (i) familiarisation with the preparation process; (ii) obtainment of the information required in order to assess whether the terminology used is adapted to the definitions provided in the reference framework; (iii) obtainment of information on whether the aforementioned control procedures have been implemented and are in use at the Entity.
- 3. Review of the explanatory documents supporting the information detailed in point 1 above, including documents directly made available to those responsible for describing the ICFR systems. In this respect, the aforementioned documentation includes reports prepared by the Internal Audit Department, senior executives or other internal or external experts providing support functions to the Audit Committee.
- 4. Comparison of the information detailed in point 1 above with the knowledge on the Entity's ICFR obtained through the procedures applied during the financial statement audit work.
- 5. Reading of the minutes taken at meetings of the Board of Directors, Audit and Control Committee and other committees of the Entity to evaluate the consistency between the ICFR business transacted and the information detailed in point 1 above.
- 6. Obtainment of the representation letter in connection with the work performed, signed by those responsible for preparing and formulating the information detailed in point 1 above.

The procedures applied to the information relating to the ICFR system did not disclose any inconsistencies or incidents that might affect the information.

This report has been prepared exclusively in the context of the requirements of article 540 of Corporate Enterprises Act and by CNMV Circular 7/2015 of December 22<sup>nd</sup>, 2015, which amends CNMV Circular 5/2013 of June 12<sup>th</sup>, 2013, published by the Spanish National Securities Market Commission for the purposes of the description of the ICFR system in Annual Corporate Governance Reports.

DELOITTE, S.L.

Pilar Cerezo Sobrino

February 28th, 2018