

**Sonova Denmark A/S**  
**Østre Hougvej 42-44, 5500 Middelfart**

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**Annual report**

**2018/19**

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**Company reg. no. 10 31 74 87**

The annual report was submitted and approved by the general meeting on the 2 September 2019.

  
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Johnny Andreassen  
Chairman of the meeting

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#### Notes:

- To ensure the greatest possible applicability of this document, British English terminology has been used.
- Please note that decimal points have not been used in the usual English way. This means that for instance DKK 146.940 means the amount of DKK 146,940, and that 23,5 % means 23.5 %.

## **Management's report**

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The board of directors and the managing director have today presented the annual report of Sonova Denmark A/S for the financial year 1 April 2018 to 31 March 2019.

The annual report has been presented in accordance with the Danish Financial Statements Act.

We consider the accounting policies used appropriate, and in our opinion the annual accounts provide a true and fair view of the company's assets and liabilities and its financial position at 31 March 2019 and of the company's results of its activities in the financial year 1 April 2018 to 31 March 2019.

We are of the opinion that the management's review includes a fair description of the issues dealt with.

The annual report is recommended for approval by the general meeting.

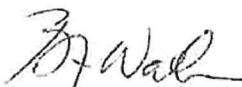
Middelfart, 2 September 2019


### **Managing Director**

  
Björn Rudolf Wallentin  
Executive Board

### **Board of directors**

  
Evert Dijkstra  
Chairman

  
Björn Rudolf Wallentin

  
Claudio Diversi

## **Independent auditor's report**

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### **To the shareholders of Sonova Denmark A/S**

#### **Opinion**

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 March 2019, and of the results of the Company's operations for the financial year 1 April 2018 - 31 March 2019 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of Sonova Denmark A/S for the financial year 1 April 2018 - 31 March 2019, which comprise accounting policies, income statement, balance sheet and notes ("financial statements")

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements 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 International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Statement on Management's Review**

Management is responsible for Management's Review.

Our opinion on the financial statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read Management's Review and, in doing so, consider whether Management's Review is materially inconsistent with the financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether Management's Review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, in our view, Management's Review is in accordance with the Financial Statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement in Management's Review.

## **Independent auditor's report**

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### **Management's Responsibilities for the Financial Statements**

Management is responsible for the preparation of Financial Statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

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

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

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.

## **Independent auditor's report**

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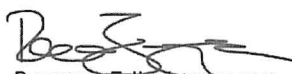
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability 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 contents of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

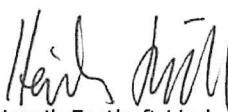
Hellerup, 2 September 2019

### **PricewaterhouseCoopers**

State Authorised Public Accountants  
Company reg. no. 33 77 12 31



Rasmus Friis Jørgensen  
State Authorised Public Accountant  
mne28705



Henrik Forthoft Lind  
State Authorised Public Accountant  
mne34169

## **Company data**

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### **The company**

Sonova Denmark A/S  
Østre Hougvej 42-44  
5500 Middelfart

Phone +45 64 41 78 87  
Fax +45 38 10 46 86  
Web site [www.sonova.com](http://www.sonova.com)

Company reg. no. 10 31 74 87  
Established: 1 July 1986  
Domicile: Middelfart  
Financial year: 1 April - 31 March  
32nd financial year

### **Board of directors**

Evert Dijkstra, Chairman  
Björn Rudolf Wallentin  
Claudio Diversi

### **Managing Director**

Björn Rudolf Wallentin, Executive Board

### **Auditors**

PricewaterhouseCoopers  
Statsautoriseret Revisionspartnerselskab  
Strandvejen 44  
2900 Hellerup

## **Management's review**

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### **The principal activities of the company**

Sonova Denmark A/S is a 100% owned subsidiary of Sonova Holding AG and Sonova AG.

The Company's object is sale and service of hearing instruments, cochlear implants, personal hearing protection and other electronic equipment.

The market is primarily Denmark.

### **Market overview**

The Sonova Group is specialized in design, development, manufacture and distribution of technologically advanced hearing instruments and personal hearing protection and FM systems. The combination of expertise within hearing technology and a strong distribution network makes it possible for Sonova Denmark A/S - together with our customers and business partners - to improve the quality of life for people with hearing impairment.

### **Development in activities and financial matters**

The gross profit for the year is DKK 22,7m against DKK 18,7m last year. The results from ordinary activities after tax are DKK 1,9m against DKK 3,3m last year. The management consider the results satisfactory.

In the financial year 2018/19 the management have merged Sonova Denmark A/S and Comfort Audio ApS, with Sonova Denmark A/S as the continuing enterprise. The merger has been implemented as a tax-free merger with effect from 1 April 2018.

The merger was completed as an aggregation method and therefore the comparative figures have been changed accordingly.

### **External environment**

Sonova Denmark A/S complies with existing rules on sorting and disposal of waste.

### **Research and development activities**

All research and development activities are performed by the Parent Company in Switzerland.

### **Events subsequent to the financial year**

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.

### **Targets and expectations for the year ahead**

For the coming year Sonova Denmark A/S expects the sale to decrease. The Company's operation is expected to generate positive liquidity in 2019/20.



## **Accounting policies used**

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Financial Statements of Sonova Denmark A/S for 2018/19 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to medium-sized enterprises of reporting class B.

The Company is merged with Comfort Audio ApS with effect from 1 April 2018. The merger was completed as an aggregation method and therefore the comparative figures have been changed accordingly.

The accounting policies used are unchanged compared to last year.

Financial Statements for 2018/19 are presented in DKK thousands.

### **Recognition and measurement in general**

The Financial Statements have been prepared under the historical cost method.

Revenues are recognised in the income statement as earned. Furthermore, value adjustments of financial assets and liabilities measured at fair value or amortised cost are recognised. Moreover, all expenses incurred to achieve the earnings for the year are recognised in the income statement, including depreciation, amortisation, impairment losses and provisions as well as reversals due to changed accounting estimates of amounts that have previously been recognised in the income statement.

Assets are recognised in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the Company, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow out of the Company, and the value of the liability can be measured reliably.

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

Recognition and measurement take into account predictable losses and risks occurring before the presentation of the Annual Report which confirm or invalidate affairs and conditions existing at the balance sheet date.

Danish kroner is used as the measurement currency. All other currencies are regarded as foreign currencies.

### **Translation of foreign currency**

Transactions in foreign currencies are translated at the exchange rates at the date of the transaction. Gains and losses arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement.

## **Accounting policies used**

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Receivables, payables, and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rate at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the transaction date rates are recognised in financial income and expenses in the income statement.

### **The profit and loss account**

#### **Gross profit**

With reference to section 32 of the Danish Financial Statements Act, revenue has not been disclosed in the Annual Report.

#### **Revenue**

Revenue from the sale of goods for resale and finished goods is recognised in the income statement when the sale is considered effected based on the following criteria:

- delivery has been made before year end;
- a binding sales agreement has been made;
- the sales price has been determined; and
- payment has been received or may with reasonable certainty be expected to be received.

Revenue is recognised exclusive of VAT and net of discount relating to sales.

#### **Expenses for raw materials and consumables**

Expenses for raw materials and consumables comprise the raw materials and consumables consumed to achieve revenue for the year.

#### **Other operating income and expenses**

Other operating income and other operating expenses comprise items of a secondary nature to the core activities of the enterprise, including gains and losses on the sale of intangible assets and property, plant and equipment.

#### **Other external expenses**

Other external expenses comprise indirect production costs and expenses for premises, sales and distribution as well as office expenses etc.

#### **Staff costs**

Staff costs include salaries and wages including holiday allowances, pensions and other costs for social security etc. for staff members. Staff costs are less public reimbursements.

#### **Depreciation, amortisation and writedown**

Depreciation, amortisation and writedown comprise depreciation on, amortisation of and writedown relating to intangible and tangible fixed assets respectively.

## Accounting policies used

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### Net financials

Financial income and expenses comprise interest, realised and unrealised exchange adjustments, amortisation of mortgage loans as well as extra payments and repayment under the on account taxation scheme.

### Tax of the results for the year

Tax for the year consist of current tax for the year and deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity transactions is recognised directly to equity.

The tax recognised in the income statement is classified as tax on ordinary activities and tax on extraordinary items respectively.

Any changes in deferred tax due to changes to tax rates are recognised in the income statement.

The company is subject to the Danish legislation concerning compulsory joint taxation with the Danish group enterprises. The company acts as an administration company in relation to the joint taxation. This means that the total Danish tax payable of the income of the Danish consolidated companies is paid to the tax authorities by the company.

The current Danish corporate tax is allocated among the jointly taxed companies in proportion to their respective taxable income (full allocation with reimbursement of tax losses).

### The balance sheet

#### Tangible fixed assets

Property, plant and equipment are measured at cost less accumulated depreciation and less any accumulated impairment losses.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use.

Depreciation based on cost reduced by any residual value is calculated on a straight-line basis over the expected useful lives of the assets, which are:

	<i>Useful life</i>	<i>Residual value</i>
<i>Buildings</i>	<i>30-40 years</i>	<i>20 %</i>
<i>Other fixtures and fittings, tools and equipment</i>	<i>3-7 years</i>	<i>0-20 %</i>

## **Accounting policies used**

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### **Impairment of fixed assets**

The carrying amounts of intangible assets and property, plant and equipment are reviewed on an annual basis to determine whether there is any indication of impairment other than that expressed by amortisation and depreciation.

If so, an impairment test is carried out to determine whether the recoverable amount is lower than the carrying amount, and the asset is written down to its lower recoverable amount.

The recoverable amount of the asset is calculated as the higher of net selling price and value in use. Where a recoverable amount cannot be determined for the individual asset, the assets are assessed in the smallest group of assets for which a reliable recoverable amount can be determined based on a total assessment.

### **Leasing contracts**

All leases are considered operating leases. Payments made under operating leases are recognised in the income statement on a straight-line basis over the lease term.

### **Writedown of fixed assets**

The book values of both intangible and tangible fixed assets as well as equity investments in subsidiaries and associated enterprises are subject to annual impairment tests in order to disclose any indications of impairment beyond those expressed by amortisation and depreciation respectively.

If indications of impairment are disclosed, impairment tests are carried out for each individual asset or group of assets respectively. Writedown takes place to the recoverable amount, if this value is lower than the book value.

The recoverable value is equal to the value of the net selling price or the value in use, whichever is higher. The value in use is determined as the present value of the expected net cash flow deriving from the use of the asset or the group of assets.

Previously recognised writedown is reversed when the condition for the writedown no longer exist. Writedown relating to goodwill is not reversed.

### **Inventories**

Inventories are measured at the lower of cost under the FIFO method and net realisable value.

The net realisable value of inventories is calculated at the amount expected to be generated by sale in the process of normal operations with deduction of selling expenses and cost of completion. The net realisable value is determined allowing for marketability, obsolescence and development in expected sales sum.

The cost of inventories equals landed cost.

## **Accounting policies used**

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### **Receivables**

Receivables are measured in the balance sheet at the lower of amortised cost and net reliable value, which correspond to nominal value less provisions for bad debts.

### **Accrued income and deferred expenses**

Accrued income and deferred expenses recognised under assets comprise incurred costs concerning the next financial year.

### **Available funds**

Available funds comprise cash at bank and in hand.

### **Deferred tax assets and liabilities**

Deferred tax is recognised in respect of all temporary differences between the carrying amount and the tax base of assets and liabilities.

Sonova Denmark A/S is jointly taxed with the Danish group companies and acts in this respect as the administration company. According to the rules of joint taxation, Sonova Denmark A/S is unlimited, jointly and severally liable towards the Danish tax authorities for the total corporation tax, including withholding tax on interest, royalties and dividends, arising within the jointly taxed group of companies.

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. In cases where the computation of the tax base may be made according to alternative tax rules, deferred tax is measured on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets, including the tax base of tax loss carry-forwards, are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities.

### **Current tax receivables and liabilities**

Current tax receivables and liabilities are recognised in the balance sheet at the amount calculated on the basis of the expected taxable income for the year adjusted for tax on taxable incomes for prior years. Tax receivables and liabilities are off-set if there is a legally enforceable right of set-off and an intention to settle on a net basis or simultaneously.

### **Other provisions**

Provisions are recognised when - in consequence of an event occurred before or on the balance sheet date - the Company has a legal or constructive obligation and it is probable that economic benefits must be given up to settle the obligation.

## **Accounting policies used**

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Other provisions include warranty obligations in respect of repair work within the warranty period of 1-5 years. Provisions are measured and recognised based on experience with guarantee work.

### **Financial debts**

Fixed-interest loans, such as mortgage loans and loans from credit institutions, are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

Other debts are measured at amortised cost, substantially corresponding to nominal value.

## Profit and loss account 1 April - 31 March

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DKK in thousands.

<u>Note</u>	<u>2018/19</u>	<u>2017/18</u>
<b>Gross profit</b>	<b>22.708</b>	<b>18.659</b>
1 Staff costs	-19.097	-15.351
Depreciation and writedown relating to tangible fixed assets	<u>-290</u>	<u>-285</u>
<b>Operating profit</b>	<b>3.321</b>	<b>3.023</b>
Other financial income from group enterprises	0	20
Other financial income	25	201
2 Other financial costs	<u>-65</u>	<u>-36</u>
<b>Results before tax</b>	<b>3.281</b>	<b>3.208</b>
Tax on ordinary results	<u>-1.415</u>	<u>111</u>
<b>Results for the year</b>	<b><u>1.866</u></b>	<b><u>3.319</u></b>
<b>Proposed distribution of the results:</b>		
Allocated to results brought forward	<u>1.866</u>	<u>3.319</u>
<b>Distribution in total</b>	<b><u>1.866</u></b>	<b><u>3.319</u></b>

## Balance sheet 31 March

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DKK in thousands.

<u>Note</u>	<u>2019</u>	<u>2018</u>
<b>Assets</b>		
<b>Fixed assets</b>		
Land and property	5.503	5.687
Other plants, operating assets, and fixtures and furniture	107	89
Tangible fixed assets in total	<u>5.610</u>	<u>5.776</u>
<b>Fixed assets in total</b>	<b><u>5.610</u></b>	<b><u>5.776</u></b>
<b>Current assets</b>		
Manufactured goods and trade goods	<u>3.630</u>	<u>4.039</u>
Inventories in total	<u>3.630</u>	<u>4.039</u>
Trade debtors	13.481	10.026
Amounts owed by group enterprises	15.661	16.716
Deferred tax assets	0	47
Receivable corporate tax	0	104
Tax receivables from group enterprises	1.127	0
Other debtors	263	0
Accrued income and deferred expenses	<u>0</u>	<u>7</u>
Debtors in total	<u>30.532</u>	<u>26.900</u>
Available funds	<u>0</u>	<u>19</u>
<b>Current assets in total</b>	<b><u>34.162</u></b>	<b><u>30.958</u></b>
<b>Assets in total</b>	<b><u>39.772</u></b>	<b><u>36.734</u></b>



## Balance sheet 31 March

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DKK in thousands.

<b>Equity and liabilities</b>			
<u>Note</u>		<u>2019</u>	<u>2018</u>
<b>Equity</b>			
3	Contributed capital	14.182	11.075
	Results brought forward	2.427	3.668
	<b>Equity in total</b>	<b>16.609</b>	<b>14.743</b>
<b>Provisions</b>			
	Provisions for deferred tax	601	0
4	Other provisions	7.973	6.773
	<b>Provisions in total</b>	<b>8.574</b>	<b>6.773</b>
<b>Liabilities</b>			
5	Mortgage debt	91	245
	Long-term liabilities in total	91	245
	Short-term part of long-term liabilities	150	150
	Trade creditors	667	426
	Debt to group enterprises	7.237	7.774
	Corporate tax	470	0
	Tax payables to group enterprises	1.148	0
	Other debts	4.826	6.623
	Short-term liabilities in total	14.498	14.973
	<b>Liabilities in total</b>	<b>14.589</b>	<b>15.218</b>
	<b>Equity and liabilities in total</b>	<b>39.772</b>	<b>36.734</b>
<b>6</b>	<b>Mortgage and securities</b>		
<b>7</b>	<b>Contingencies</b>		
<b>8</b>	<b>Related parties</b>		

## Statement of changes in equity

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DKK in thousands.

	<u>Contributed capital</u>	<u>Results brought forward</u>	<u>In total</u>
Equity 1 April 2017	11.075	349	11.424
Profit or loss for the year brought forward	0	3.319	3.319
Equity 1 April 2018	11.075	3.668	14.743
Transferred from distributed reserves	3.107	-3.107	0
Profit or loss for the year brought forward	0	1.866	1.866
	<b>14.182</b>	<b>2.427</b>	<b>16.609</b>

## Notes

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DKK in thousands.

	<u>2018/19</u>	<u>2017/18</u>
<b>1. Staff costs</b>		
Salaries and wages	16.916	13.376
Pension costs	1.197	1.186
Other costs for social security	199	119
Other staff costs	785	670
	<u><b>19.097</b></u>	<u><b>15.351</b></u>
Average number of employees	<u>28</u>	<u>25</u>
<b>2. Other financial costs</b>		
Other financial costs	<u>65</u>	<u>36</u>
	<u><b>65</b></u>	<u><b>36</b></u>

### 3. Contributed capital

The share capital consists of 14.182 shares, each with a nominal value of DKK 1,000. No shares hold particular rights.

## Notes

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DKK in thousands.

	<u>31/3 2019</u>	<u>31/3 2018</u>
<b>4. Other provisions</b>		
Other provisions 1 April 2018	6.693	7.121
Change of the year in other provisions	<u>1.280</u>	<u>-348</u>
	<b><u>7.973</u></b>	<b><u>6.773</u></b>
0-1 year	4.172	3.363
1-5 year	<u>3.801</u>	<u>3.410</u>
	<b><u>7.973</u></b>	<b><u>6.773</u></b>

Provisions include expected expenses relating to warranty obligations. Warranty obligations include the obligation to provide repair work within the 3-4 year warranty period. The provisions for this are calculated on the basis of our experience with warranty work.

## 5. Mortgage debt

Mortgage debt in total	241	395
Share of amount due within 1 year	<u>-150</u>	<u>-150</u>
	<b><u>91</u></b>	<b><u>245</u></b>
Share of liabilities due after 5 years	<u>0</u>	<u>0</u>

## 6. Mortgage and securities

Mortgage deeds registered to the mortgagor totalling, DKK 1.938k, providing security on land and buildings at a total carrying amount of DKK 5.502k.

Mortgage deeds registered to the mortgagor totalling, DKK 1.200k, providing security on land and buildings at a total carrying amount of DKK 5.502k.

## Notes

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DKK in thousands.

### 7. Contingencies

#### Contingent liabilities

##### Leasing liabilities

In addition to financial leasing contracts, the company has entered into operational leasing contracts with an average annual leasing payment of DKK 886. The leasing contracts have 2-29 months left to run, and the total outstanding leasing payment is DKK 1.084, of which DKK 712k is due within 1 year and DKK 371k is due between 1-5 years.

#### Joint taxation

The company is the administration company of the group of companies subject to the Danish scheme of joint taxation and unlimited jointly and severally liable with the other jointly taxed companies for the total corporation tax.

The company is unlimited jointly and severally liable with the other jointly taxed companies for any obligation to withhold tax on interest, royalties and dividends.

The liability relating to obligations in connection with withholding tax on dividends, interest and royalties represents an estimated maximum of DKK 0 thousand.

Any subsequent adjustments of corporate taxes or withheld taxes etc. may cause changes in the company's liabilities.

### 8. Related parties

#### Consolidated annual accounts

The company is included in the Group Annual Report of the Parent Company Sonova Holding AG.

The Group Annual Report of Sonova Holding AG may be obtained at the following address:

Sonova Holding AG  
Laubisrütisstrasse 28  
8712 Stäfa  
Schweiz