# WHATEVER THE CHALLENGE WE'LL FIX IT ANNUAL REPORT 2017

WELLTEC A/S CENTRAL BUSINESS REGISTRATION NO: 13 47 88 05 GYDEVANG 25, 3450 ALLERØD, DENMARK

CHAIRMAN OF GENERAL MEETING: MARTIN SKOVBJERG DATE OF GENERAL MEETING: 12/06 2018



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### **COMPANY PROFILE**

Welltec® is a global service provider which develops and delivers technology and services intended to transform the oil and gas industry. Our game-changing solutions are dedicated to optimizing the construction and management of our clients' well stock, from well completion design and construction to the intervention services required to ensure performance and integrity.

We address the factors that maximize value creation, continuously innovating to reduce well construction time, speed up access to the hydrocarbons and reduce the capital expenditure compared to more conventional methods. This results in maximized hydrocarbon production and increased total recovery while minimizing operating downtime.

It's Welltec's philosophy to challenge existing conventions and think laterally in order to develop products and services which increase oil and gas recovery while improving the sustainable, economic, environmental and safety aspects of our industry. In practice we develop, test and manufacture state-of-the-art technology to enhance the production and recovery rates for our clients, thereby improving their profitability through a longer term revenue stream, while at the same time improving upon health, safety and environmental attributes.

In an industry challenged by low oil prices, our Flex-Well® design provides new perspective to drilling and completing wells, adopting a holistic approach which adds value continuously over the life-cycle of the well. From reducing geological uncertainty, accelerating first production, minimizing CAPEX, reducing costs and simplifying P&A our approach can boost cash flow now and over the life of the well.

Our value proposition is compelling; our technology enables clients to unlock more production from their assets and to address reservoir complexities and uncertainties with a greater number of options, which are cleaner, safer and more sustainable.

# MANAGEMENT COMMENTARY

## **CONSOLIDATED KEY FIGURES AND RATIOS**

	2017	2016	2015	2014	2013		
STATEMENT OF COMPREHENSIVE INCOME (USD in millions)							
Revenue	170	189	246	345	321		
Earnings before interest, tax, depreciation and amortization (EBITDA)*	50	68	96	155	135		
Operating profit (EBIT) before special items	(16)	5	33	85	83		
Operating profit (EBIT)	(20)	3	24	85	78		
Net financial expenses	(17)	(26)	(40)	(34)	(10)		
Profit / (loss) before tax	(37)	(23)	(16)	51	68		
Profit / (loss) for the year	(33)	(25)	(33)	16	43		
CASH FLOWS (USD in millions)							
Cash flows from operating activities	32	53	79	120	113		
Cash flows from investment activities	(50)	(10)	(43)	(75)	(101)		
Cash flows from financing activities	(6)	(49)	(15)	(38)	(16)		
Total cash flows	(24)	(6)	20	7	(4)		
BALANCE (USD in millions)							
Equity	49	56	78	125	127		
Total assets	439	447	512	567	591		
Investments in intangible assets**	13	12	19	38	34		
Investments in tangible assets**	16	20	26	46	55		
KEY RATIOS (%)							
EBITDA-margin*	29.6	36.3	38.9	45.0	42.1		
EBIT-margin before special items	(9.4)	2.9	13.4	24.8	25.7		
ROIC excl. goodwill	8.7	15.3	22.1	43.7	27.6		
Return on equity	(63,9)	(37.5)	(32.5)	12.7	43.1		
Number of employees, average	730	736	894	1,013	1,055		
EBIT margin before special items = Operating profit [EBIT] before special items x 100  Revenue  *EBITDA margin = Operating profit before special items, depreciation, amortization and impairment and adjusted for issued warrants (non-cash) x 100  Revenue							
Return on equity = Profit / (loss) fo	r the year x 100 ge equity	_					
ROIC excl. goodwill = EBI Average capital invest		dwill					

<sup>\*</sup>EBITDA is defined by Welltec as reported operating profit (EBIT) before special items, amortization, depreciation, impairment losses and issued warrants (non-cash). Depreciation for these purposes includes depreciation attributable to development and manufacturing which is capitalized because it is considered a part of the costs that are directly attributable to the manufacturing of products. Welltec's definition of EBITDA may differ from the definition of EBITDA used by other companies. EBITDA as defined by Welltec is reported to allow for a more accurate assessment of the business operations. Welltec's definition of EBITDA should not be considered in isolation from, as substitutes for, or superior to the reported results prepared in accordance with International Financial Reporting Standards (IFRS).

<sup>\*\*</sup>Investments in intangible and tangible assets are defined as addition of fixed assets including additions from financial leasing and additions through business combinations.

#### **FINANCIAL REVIEW**

(USD in millions)	2017	2016	CHANGE IN %
Revenue	170	189	(10)
Cost of service provided	(126)	(127)	(1)
Gross profit	43	62	(31)
Development and manufacturing costs	(3)	(3)	(13)
Administrative and sales costs	(55)	(53)	(5)
Amortization of acquired intangibles in a business combination	(1)	(1)	30
Operating profit (EBIT) before special items	(16)	5	nm
Special items	(4)	(2)	(76)
Operating profit (EBIT)	(20)	3	nm
Net financial expenses	(17)	(26)	35
Income taxes	4	(2)	nm
Profit / (loss) for the year	(33)	(25)	(32)

#### **FINANCIAL REVIEW**

#### Revenue

Revenues amounted to USD 170 million, a decrease of 10% year on year.

The development reflects the challenging market conditions across regions with declining revenues across select geomarkets partly offset by positive movements in others.

#### Cost of service provided

The cost of services provided was USD 126 million, a decrease of 1% compared to last year. The decrease was primarily attributable to lower staff costs and to an overall lower level of operational cost, both due to continuous alignment to market activity.

#### Development and manufacturing costs

Development and manufacturing costs not capitalised increased slightly with USD 0.4 to USD 3.5 million compared to 2016.

Administrative expenses and sales costs

Administrative expenses and sales costs were USD 55 million, an increase of 5% compared to last year. The increase is due to a new warrant program where 7 m.USD is expensed in 2017.

Earnings before interest, tax, depreciation, amortization and special items (EBITDA)

EBITDA decreased to USD 50 million, representing a margin of 29% against 36% in 2016. The decline in EBITDA was mainly attributable to the fall through of lower revenues partly offset by the implementation of continusly cost efficiencies implemented during the year.

Amortization of acquired intangibles in a business combination Amortization of acquired intangibles in a business combination decreased slightly.

Operating profit before special items (EBIT)

EBIT decreased to USD (16) million from 5 million in 2016. The EBIT margin was (9)% against 3% in 2016, the decreased EBIT is due to lower revenue and costs related to a new warrant program.

(USD in millions)	2017	2016	CHANGE IN %
Operating profit (EBIT) before special items	(16)	5	nm
Depreciations and amortization expensed	48	61	(20)
Depreciations and amortization capitalized	1	1	0
Impairment losses	10	1	nm
Issued warrants	7	1	nm
EBITDA	50	68	(25)

#### Special items

Special items were USD 4 million compared with USD 2 million in 2016. The special items relate to the implementation of cost efficiencies and adjustments to the global organization involving headcount reductions and closure of bases.

#### Net financial expenses

Net financial expenses were USD 17 million, a decrease of 35% compared to last year. This reflects an increase in realized currency gains on bankdebt, debt to supplieres and costs related to the refinancing.

#### Income taxes

Income taxes were an income of USD 4 million, an increase of USD 6 million year on year. The tax position is significantly affected by interest limitation rules in Denmark and non-refundable withholding taxes globally. Further, the tax position is affected negatively by the tax effect of the refinancing of the bond debt."

#### Loss for the year

2017 resulted in a loss of USD 33 million, representing a decrease in the result of USD 8 million compared to 2016.

#### Net cash flows

Cash-flows from operating activities continued to generate strong cash flows underpinned by margin resilience, improved processes. The cash generated was used to service interest payments, investments in D&E projects, patents and the fleet of tools, tractors and equipment.

#### Significant events in 2017

High yield bond offering

On November 28, 2017, Welltec® announced the completion of an USD 340 million aggregate principal amount 9.5% Senior Secured Notes due 2022 offering. The 144A/RegS offering drew demand from institutional investors in both Europe and the US.

The notes have been assigned a B2 rating by Moody's (negative outlook) and a B- rating by Standard & Poor's (stable outlook) with equivalent corporate ratings.

The net proceeds of the offering of the notes have been used to refinance existing credit facilities.

# **OUTLOOK**

2018 is expected to be another challenging year for the industry as the low oil price environment continues to impact both operators and services companies.

As we enter into 2018 the global supply of oil continues to outpace demand which combined with complex geopolitical topics continue to fuel volatility and uncertainty across markets.

As a result of the volatile market back drop and the challenging industry environment, Welltec is currently not able to offer qualified guidance for the full year 2018.

However, Welltec will continue to evaluate forward looking reference points and commence on outlook guidance again once visibility has improved.

WE INHERENTLY SHARE A RESPONSIBILITY THAT REACHES BEYOND OUR IMMEDIATE BUSINESS

#### **RISKS**

#### **Risks Related to Our Business**

Business and Industry Related Risks

While we believe our business to be relatively unaffected by macroeconomic factors, it is ultimately affected by the level of expenditures of companies engaged in the production, exploration and development of oil and gas.

#### Cyclical Market

The oil and gas industry is cyclical and while demand for Welltec's products and services is primarily dependent on customer's operating expenditures, demand for Welltec's products and services also depends somewhat on the capital expenditures of customers. A decrease in operating expenditures may have adverse effects on Welltec's revenue and profits in the shorter term, while a decrease in the capital expenditures may have adverse effects on Welltec's revenue and profits in the longer term.

#### Customers

Welltec's clients are typically not required to make minimum purchases under sales contracts and customers can typically terminate contracts without cause and on short notice. Notwithstanding our broad customer base, Welltec has one customer that accounted for more than 15% of our revenue, hence termination of this relationship would have an adverse effect on our revenue and profits. As such, visibility with respect to future revenues is limited and there can be no assurance that a trading relationship with important customers will continue.

#### Competitors

Welltec competes with large multinational companies that can offer a broader portfolio of integrated serviced compared to Welltec. Further, Welltec is, to some extent, dependent on equipment provided by our competitors and acts or omissions by such competitors could restrict us from accessing wells using their equipment. In general, competition can result in pricing pressures, lower sales and reduced margins that could have an adverse effect on Welltec's revenue and profits.

#### **Operational Risks**

Service Quality

Welltec's ability to provide a high quality product and service provision is paramount to secure repeat sales with new and existing clients. Our service quality can be negatively affected by an inability to attract, train and retain highly skilled and qualified personnel to develop, manufacture and operate our equipment, with an adverse effect on Welltec's revenue.

#### Supply Chain

Welltec may experience constraints, anomalies or interruptions in our supply chain, ultimately restricting Welltec's ability to meet customer expectations. Such constraints may be due to supply chain bottlenecks, delays or disruptions in clearing goods from customs or events restricting Welltec's ability to procure, develop or manufacture new equipment or spare parts or maintain the existing fleet, and such could negatively affect our results of operations.

#### Catastrophic Events

Welltec's business operations could be subject to various catastrophic events, including blow outs, explosions, damage to or loss of third party property, injury to personnel, reputational damage and oil and hazardous substance spills into the environment, both on and off shore. Such events could, if the impact of such event is not covered by Welltec's insurance or are not subjected to Welltec's contractual indemnification protection, have an adverse effect on Welltec's revenue and profits.

#### **Financial Risks**

Financial Exposure

Due to Welltec's foreign activities in foreign currencies, its profit/loss, cash flows and equity are affected by changes in exchange rates for a number of currencies.

#### Foreign exchange fluctuations

The reporting currency of the Group is US Dollars and the functional currency for most of the Group's subsidiaries is that of the country in which the subsidiary is domiciled. The functional currency of the Danish operation and operations in some other countries is US dollars. This reflects the revenue and principal source of financing. A significant proportion of the Group's revenues, expenses and other liabilities are denominated in currencies other than the US Dollar, in particular Norwegian Kroner, Danish Kroner and Canadian Dollar. Fluctuations in the value of other currencies as compared with the US Dollar could result in translation losses or gains.

#### Taxes

Welltec files income tax returns in multiple jurisdictions. Welltec's effective tax rate could be adversely affected by several factors, including changes in the income taxed by or allocated to the various jurisdictions with differing statutory tax rates; changing tax laws, regulations and interpretations of such tax laws in multiple jurisdictions; and the resolution of issues arising from tax audits or examinations together with any related interest or penalties. The determination of local tax liability is

always subject to review or examination by authorities in operating jurisdictions. If a tax authority in any jurisdiction reviews filed tax returns and based on filing proposes an adjustment, including adjustments of transfer prices and terms applied, such an adjustment could have a negative impact on Welltec's net profit.

#### Liquidity Risk

Welltec's ability to make payments, refinance indebtedness, fund planned capital expenditures and other strategic investments will depend on our ability to generate cash in the future. This is, to a certain extent subject to general economic, financial, competitive, legislative, regulatory and other factors that are beyond our control. Welltec expects to continue making capital investments in order to develop and purchase additional equipment to expand our services, increase our capacity and replace existing equipment. Such capital investments require cash that could otherwise be applied to other business needs. However, if Welltec does not incur these expenditures our competitive strength may decline and our business may be adversely affected.

#### **Legal Risks**

#### Regulatory

Welltec conducts business in multiple jurisdictions in a highly regulated industry. As such, Welltec is, directly or indirectly, subject to a variety of federal, provincial, state and local laws, regulations and guidelines, in all such jurisdictions, including laws and regulations relating to health and safety, the conduct of operations including business ethics and trade compliance, taxation, the protection of the environment and the manufacture, management, transportation and disposal of certain materials used in operations. Accordingly, Welltec could become subject to liabilities relating to the violation of such regulations in multiple jurisdictions, with an adverse effect on profits.

#### Technology

Welltec is a technology company, constantly challenging the operational boundaries in the industry. However, third parties may assert that our products, services, solutions and other intellectual property may infringe, on their proprietary rights. Any such potential future claims, regardless of merit, could result in multi-jurisdictional litigation, which could result in substantial expenses, causes significant delays and materially disrupt the conduct of business and have an adverse effect on our financial condition and results of operations.

#### **BRANCHES**

An overview of the branches in the Welltec Group can be found on page 89



#### CORPORATE SOCIAL RESPONSIBILITY

The following statement on Corporate Social Responsibility (CSR) pursuant to the Danish Financial Statement Act Section 99a and b is part of the Management Commentary in the 2017 Annual Report. It also serves as the company's Communication on Progress as required by the UN Global Compact. We continue to support and promote the principles of the UN Global Compact in our sphere of influence, in particular by integrating them in our business operations.

#### **Corporate Social Responsibility Policy**

Welltec focuses its CSR efforts on areas and issues directly affecting our business. We have outlined our responsibility in polices developed to comply with the objectives of CSR and approved by the Board of Directors. These principles are reviewed on a regular basis and updated against relevant codes of corporate governance and international standards, including the UN's Universal Declaration of Human Rights, the ILO's Declaration on Fundamental Principles and Rights at Work, the OECD's Guidelines for Multinational Enterprises, the Rio Declaration on Environment and Development, the UN Convention against Corruption, as well as applicable legislation governing the interest of our stakeholders. We work to make sure that Welltec's business, including the people contributing to it, is not involved in or related to any form of human rights abuses. We are considering how to develop a more systematic approach regarding our suppliers expectations in sustainability issues, including human rights and labour.

Our CSR Policies are incorporated in a Code of Conduct applicable globally. The areas currently covered by the Code of Conduct are: (i) Business Ethics, (ii) Anti-Corruption, (iii) Health, Safety and Environment, (iv) Employment, (v) Customers, and (vi) Community.

The responsibility of monitoring overall CSR compliance has been delegated to the heads of Legal, Human Resources, QHSE (Quality, Health, Safety, and Environment) and commercial departments.

The policies continue to be communicated to all employees and are accessible on both our website and intranet. Moreover, a concerted effort is made to ensure that these are deeply rooted in our thinking and our way of doing business.

#### **Business Ethics**

Policy

At Welltec 'we say what we do and we do what we say'. This principle is the back bone of Welltec's Code of Conduct and promotes certainty in relation to all our stakeholders that predictability and reliability are the norm when dealing with Welltec. It is our policy to comply with all laws, rules and regulations applicable to our business and we strive to

follow the course of action leading to the highest degree of integrity in situations where the law may be permissive.

#### Implementation

Integrity and ethical conduct is a fundamental part of management procedures and Welltec's Code of Conduct and is an underlying driver in all we do. The methods we employ to attain results are as important as the results themselves

Welltec employees are expected to perform their work with honesty, truthfulness and integrity, and conduct their business affairs fairly. All employees are responsible for the immediate and accurate reporting to higher management of work-related information of importance to the governing guidelines. We strongly encourage dialogue to make each other aware of situations that give rise to ethical questions and to articulate acceptable ways of handling those situations.

#### Key Results in 2017 and Future Plans

With the development of the Code of Conduct came also a training program for all existing employees. The training program was continued as mandatory for all new employees during their onboarding process.

To the extent deemed relevant, Welltec performs appropriate internal investigations into possible non-ethical behavior by employees following internal controls or whistle-blowing. We have in continuation of the investigative findings applied consequences towards the employees when relevant and continued to strengthened internal communication in respect of compliance programs.

To improve our efforts to facilitate sound business ethics, we emphasize the use of our whistle-blower program. No case was submitted in 2017.

We have continued impose an anti-trust training program for all relevant employees.

#### **Anti-Corruption**

**Policy** 

Our conviction to uphold ethical standards in all our corporate activities is a common mindset of all our employees and we strive to do business with customers and suppliers of sound business character and reputation. We have strict guidelines covering facilitation payments, bribery, entertainment and gifts, and our screening processes provide full transparency to mitigate the risk of corruption.

#### Implementation

Welltec maintains a general Partner Screening Program applicable for agents, representatives and joint venture partners in territories where transparency and corruption are imminent issues. This includes a questionnaire combined with a review process under which a potential partner is vetted for undue relationships and channels of influence.

Furthermore, Welltec operates a zero-tolerance policy towards corruptive behavior of employees and representatives.

Each year we prompt all employees to read the Code of Conduct including the sections on anti-corruption. The review is monitored by the Legal Department.

#### Key Results in 2017 and Future Plans

Three partner screening were performed in 2017 and one revealed inadequate information why the partnership was not endorsed.

In our screenings we continue to use external screening partners and their databases.

We have further maintained our Anti-Bribery and Corruption program. We continue to improve the screening procedures, review processes and further incorporate additional initiatives based on US and UK anticorruption legislation, including incorporating appropriate measures in our contracts. We also carry on screening vendors. Furthermore, we continue to monitor the initiatives and guidelines issued by relevant international bodies to identify policies and procedures that could improve our anti-corruption measures.

We strongly oppose facilitation payments. However, facilitation payments are still a challenge to some parts of our business, and we continue to train our employees in how to handle these situations and avoid facilitation payments. We focus in particular on employees in high risk countries and where interaction with public authorities is frequent.

#### Health, Safety and Environment (HSE)

#### Policy

Our paramount concern is the health and safety of our employees, customers and everyone else that comes into contact with our activities. This concern reaches far beyond such measures required under applicable law. Health and safety underpins all our operations and we continuously monitor HSE performance and work to identify improvement initiatives.

All our employees are aware that the health and safety of people and protection of the environment is an absolute priority. We strive to continuously improve our environmental performance by efficient waste

management, maintenance management, recycling programs and the prevention of pollution from our activities. Our lightweight solutions are based on a vision to improve safety while reducing environmental risks, fuel consumption and carbon footprint. Respect for and preservation of the environment is a key element of our business proposition and as such an integrated way of thinking in Welltec.

The company does not have a separate climate policy, because the company's business model in itself implies less use of energy and focuses on sustainability.

#### Implementation

HSE is an integral part of decision-making, processes and training. Comprehensive incident reporting systems are in place to review and address:

- Any injury or near miss in relation to our activities. Performance statistics are kept and analyzed to ensure adoption of best practices protecting the health and safety of individuals.
- Any unintentional discharge into the environment of damaging substances or near misses in relation to one of our operations. These are carefully analyzed to ensure adoption of best practices in order to protect the environment to the benefit of us all.

Weekly Group management meetings are opened with a review on any health and safety issues which may have occurred. All locations have an HSE Officer employed to lead the HSE effort, ensure compliance with Welltec's policies and local legislation and conduct monthly meetings where all employees are required to attend.

New hires attend an HSE introduction program and participate in a Safety Card Observation Program (SCOP) to report on and proactively encourage safe working practices.

Welltec's facilities are audited by the relevant government authority. At any local operation, we ensure that respect for the environment is applied such that sustainability and recycling is promoted and secured to the greatest extent reasonably possible, while at the same time closely monitoring consumption of chemicals, waste, electricity, heat and water.

The Group QHSE function performs internal QHSE audits at the headquarters and local bases worldwide, in order to assess the effectiveness of the internal QHSE Management System of Welltec. The audits are the prime instrument for reviewing the business interfaces internally between headquarters and bases, and externally with customers to create specific action points for the cycle of continuous improvement.

Key Results in 2017 and Future Plans

In 2017, 3 environmental accidents occurred.

The number of recordable accidents (so-called MTO, LTI, RWC and FTL) is increasing together with the Total Recordable Incident Frequency (TRCF). True safety can be achieved by a culture, within and without, which ensures that the safety of people and protection of the environment is an absolute priority.

#### Quality

Quality is, and has always been, deeply ingrained in all processes at Welltec. Welltec is ISO 9001 certified by "Det Norske Veritas" (DNV), with periodic recertification audits every 3 years. The latest recertification took place during the second quarter of 2017.

Furthermore, oil operators, service partners and authorities perform external audits to assess Welltec's ability to effectively manage the hazards associated with the services provided.

Local bases were audited by Total, Petronas, Repsol Sinopec, Sakhalin Energy (SEIC), Shell, BP Halliburton and ENI.

#### **Employment**

Policy

In Welltec we believe that the employees, both as individuals and as part of a team, are the foundation of our business. Therefore, and with consideration to the often challenging working conditions in the field, Welltec applies measures which 'go beyond the norm' to safeguard and maximize the employees' health and safety while performing their duties.

Welltec recognizes a shared responsibility on behalf of all employees to exercise the human rights principles of mutual respect and dignity in all working relationships and consequently enforces a policy of zero tolerance with regard to harassment or discrimination. All employees have access to the whistleblower system and complaints regarding discrimination can be filed there.

Welltec adheres to a Diversity and Equal Opportunity Employment Policy approved by the Board of Directors in 2014. The policy formalizes our commitment to always choosing the best person for the job regardless of that person's race, color, religion, disability, gender, sexual orientation, age or nationality. Furthermore, Welltec will actively work to increase the share of females in management positions, for example, by putting the needed extra effort into identifying relevant female candidates when recruiting.

#### Implementation

Welltec actively recruits employees from many sources, including firsttier academic institutions as well as leading companies in the industry, depending on the requirements for a given position. A variety of profiling tools are used to assess the candidates. Furthermore, we actively encourage mobility and career progression within Welltec.

Welltec operates an extensive in-house training program which covers core operational aspects as well as sales skills and programs aimed at legal compliance. Participation is registered and tracked in the HR system, enabling on-going identification of training needs and supporting work-force planning.

For long-term ill employees, we work closely and actively with local authorities and municipalities in order to define individual solutions, including definition of flex jobs (permanently reduced work time), temporarily reduced work time, redefinition of work area, etc.

#### Our Workforce

The employee population is very diverse with respect to nationalities, reflecting the truly global nature of the company. As such there are around 50 nationalities employed in Welltec.

As is common in the oil and gas industry, the share of females is low in Welltec. As stated in the section of policies, Welltec actively works to increase the share of females in management positions for example by putting the needed extra efforts into identifying relevant female candidates when recruiting; however, recruiting of new employees has been modest in 2017.

#### Key Results in 2017 and Future Plans

2017 has seen significant focus throughout the organization on the central importance of our employees as Welltec works towards its mission of transforming the up-stream oil and gas industry.

The fourth global survey of Employee Motivation and Satisfaction was carried out in the spring of 2017 with the aim of understanding the current state of our employee group as well as identifying areas improvements to improve motivation. The survey was well received with 77% of employees responding, a minor decrease from 2016. The survey showed that despite a challenging year 77% of the employees are proud to work in Welltec, and 58% of the employees are excited about their future career in Welltec. The average job satisfaction is 3.8 on a scale from 1 to 5 which is a slight decrease from 3.9 compared to 2016.

There have been no cases reported in the whistle blower system regarding discrimination or harassment.

In 2017 Welltec has continued to focus on registration and tracking of employee skills and competencies. All internal courses and Welltec operational experience are captured in the HR database as well as the majority of our employees' previous job experience, education and participation in external courses. This enables improved performance in areas such as operational planning and mobility.

Women make up 13.5% of the total employee population which is a decrease of 0.5 percentage points compared to 2016. Of management level employees women make up 8% which is a decrease of 2 percentage points compared to 2016. In December 2016, the first woman was appointed to Welltec's Senior Management Team as Chief Human Resources Officer. The Senior Management Team consists of four members altogether.

In terms of gender equality, the Board had set up a target of one woman in the Board of Directors by April 1st 2017.

By end of 2017 the Board consists of six members elected by the shareholders, whereas two was elected in June 2017. One woman and five men are elected to the board and as such the target of having at least one female member of the Board of Directors is reached. The goal is to maintain one woman in the Board of Directors until 2022.

#### Customers

#### **Policy**

Welltec views customers as business partners and pursues an open and transparent relationship characterized by frequent dialogue and a focus on serving their best interests.

It is our policy to provide solutions that excel in quality, conform to industry best practice, and adhere to responsible standards of performance, including taking due care and consideration to protection of the environment and the health and safety of all people involved.

We operate an open door policy in situations where a customer or regulatory body wishes to investigate a non-successful operation or an issue of regulatory non-compliance. All non-optimal or non-compliant findings from the internal Welltec investigation are openly disclosed to achieve maximum transparency and optimal lessons learned.

#### Implementation

In certain situations, a failure investigation is initiated to ensure:

that investigations requested by the clients are performed.

- that conformed and controlled methods are followed when handling misruns, covering from job planning, equipment, procedures, communication to human factors.
- that lessons learned are properly communicated throughout the organization in order to minimize the risk of re-occurrence.
- that a failure report is prepared on a timely manner for the client, prior to officially closing the investigation.

#### Key Results in 2017 and Future Plans

Welltec's Group QHSE department continuing its involvement, to ensure the highest standards are applied to match heightened expectations from customers as the scope and complexity of services increase. An improved quality related investigation procedure was implemented and put into practice to streamline the process. The number of investigations, which required involvement from Group QHSE department, has decreased in 2017 compared to 2016.

A global training program continues to increase expertise in the use of our operational planning software to ensure continuous improvement of service quality on jobs performed. The program underlines the constant focus on maintaining the very highest levels of service quality and is reflected in the continued service quality delivery at or above 96%. Although, this is a high percentage, we strive to reach a higher level.

#### Community

#### Policy

At Welltec, we inherently share a responsibility that reaches beyond our immediate business and has an impact on the interests of all our stakeholders. These encompass not only our shareholders but also our customers, employees, suppliers, the local communities in which we operate, as well as the surrounding environment and the human beings occupying it.

Improving the environment in and around our operations is an integral part of our business. We operate from a significant number of properties in a variety of countries, and we have responsibility to our employees, to the people living and working nearby as well as the environment. It is our policy therefore to engage with the local community as both a neighbor and resident and support efforts to improve the local area, for example by addressing antisocial behavior, crime and vandalism as well as promoting road safety.

#### Implementation and Future Plans

We actively promote engagement between our staff and the community, supporting local community-based projects and charities, including fund-raising and initiatives for the development and education of young people in the areas where we operate.



# **COMPANY**DETAILS

# **COMPANY DETAILS**

**Executive Board** 

**Board of Directors** 

# STATEMENT BY MANAGEMENT ON THE ANNUAL REPORT

## STATEMENT BY MANAGEMENT ON

# THE ANNUAL REPORT

We have today considered and approved the annual report of Welltec A/S for the financial year January 1, 2017 to December 31, 2017.

The consolidated financial statements and parent financial statements are prepared in accordance with International Financial Reporting Standards as adopted by the EU and further requirements in the Danish Financial Statement act.

In our opinion, the consolidated financial statements and the parent financial statements give a true and fair view of the group's and the parent's financial position at December 31, 2017 as well as of their financial performance and their cash flows for the financial year January 1, 2017, to December 31, 2017.

We also believe that the management commentary contains a fair review of the development of the group's and the parent company's activities and financial position, together with a description of the principal risks and uncertainties that the group and the parent company face.

We recommend the annual report for adoption at the Annual General Meeting.

Allerød, June 8, 2018

**Executive Board**;

Jørgen Halfundbæk Chief Executive Officer

**Board of Directors:** 

Niels Harald De Coninck-Smith

Chairman

Alasdair Geddes Shiach

Enrico Vellano

orgen Hallundbæk

Michael Bricker

# INDEPENDENT AUDITOR'S REPORTS

### **INDEPENDENT** AUDITOR'S REPORTS

#### To the shareholders of Welltec A/S

#### Opinion

In our opinion, the Consolidated Financial Statements and the Parent Company Financial Statements give a true and fair view of the Group's and the Parent Company's financial position at 31 December 2017 and of the results of the Group's and the Parent Company's operations and cash flows for the financial year 1 January to 31 December 2017 in accordance with International Financial Reporting Standards as adopted by the EU and further requirements in the Danish Financial Statements Act.

We have audited the Consolidated Financial Statements and the Parent Company Financial Statements of Welltec A/S for the financial year 1 January - 31 December 2017, which comprise statement of comprehensive income, statement of financial position, statement of changes in equity, statement of cash flows and notes, including a summary of significant accounting policies, for both the Group and the Parent Company ("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 Group 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 Commentary

Management is responsible for the Management Commentary.

Our opinion on the financial statements does not cover the Management Commentary, 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 the Management Commentary and, in doing so, consider whether the Management Commentary 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 the Management Commentary provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, in our view, the Management Commentary 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 the Management Commentary.

Management's Responsibilities for the Financial Statements

Management is responsible for the preparation of Consolidated Financial Statements and Parent Company Financial Statements that give a true and fair view in accordance with International Financial Reporting Standards as adopted by the EU and further requirements in 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 Group's and the Parent 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 Group or the Parent 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 Den-mark 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 ex-pected 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 Group's and the Parent Company's internal
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting 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 Group's and the Parent 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 Group and the Parent 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.
- 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 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.

Copenhagen, June 8, 2018

PricewaterhouseCoopers Statsautoriseret Revisionspartnerselskab Central Business Registration No. 33 77 12 31

Mikkel Sthyr State Authorized Public Accountant MNE 26693

Tue Stensgård Sørensen State Authorized Public Accountant MNE 32200



# FINANCIAL STATEMENTS

# FINANCIAL STATEMENTS PARENT COMPANY & CONSOLIDATED GROUP

# **CONSOLIDATED STATEMENT OF** COMPREHENSIVE INCOME

For the years ended December 31, 2017, and 2016

	PARENT			GROUP	
2016	2017	(USD in thousands)	NOTE	2017	2016
87,801	70,670	Revenue		169,536	189,012
(74,923)	(73,426)	Cost of services provided	3,4	(126,394)	(126,902)
12,878	(2,756)	Gross profit		43,142	62,110
(3,054)	(4,324)	Development and manufacturing costs	3,4	(3,466)	(3,055)
(20,674)	(24,165)	Administrative and sales costs  Amortization of acquired intangibles	3,4	(55,034)	(52,856)
(538)	(550)	in a business combination		(550)	(787)
11,388	(31,795)	Operating profit (EBIT) before special items		(15,908)	5,412
(241)	(911)	Special items	5	(4,219)	(2,393)
11,629	(32,706)	Operating profit (EBIT)		(20,127)	3,019
28,758	22,313	Financial income	6	22,505	16,194
(48,665)	(36,964)	Financial expenses	7	(39,608)	(42,668)
(31,536)	(47,357)	Profit / (loss) before tax		(37,230)	(23,455)
(357)	10,861	Income taxes	8	3,798	(2,022)
(31,893)	(36,496)	Profit / (loss) for the year		(33,432)	(25,477)
		Other comprehensive (loss) for the year			
		Items that will be reclassified subsequently to the			
		income statement, when specific conditions are met:			
F 0.4F	002	Unrealized exchange rate adjustments of foreign subsidiaries and branches		2.224	2 (01
5,845 <b>(26,048)</b>	892 <b>(35,604)</b>	Total comprehensive income / (loss)		3,334 <b>(30,098)</b>	2,601 <b>(22,876)</b>
(20,040)	(33,004)	iotal comprehensive income / (loss)		(30,030)	(22,670)
		Distribution of profit/ (loss) for the year:			
(31,893)	(36,496)	Profit / (loss) for the year attributable to: Welltec A/S shareholder's share of profit / (loss)		(33,432)	(25,477)
		Total comprehensive income / (loss) attributable to:			
		Welltec A/S shareholder's share of comprehensive			
(26,048)	(35,604)	income / (loss)		(30,098)	(22,876)

# **CONSOLIDATED STATEMENT OF** FINANCIAL POSITION

As of December 31, 2017, and 2016

	PARENT			GROUP	
2016	2017	(USD in thousands)	NOTE	2017	2016
		Non-current assets			
		Intangible assets			
8,313	11,944	Development projects in progress		11,944	8,313
58,455	37,881	Completed development projects		37,881	58,455
0	0	Goodwill		2,610	2,431
0	0	Customer relationship		2,010	2,451
2,914	2,919	Technology		2,919	2,914
16,517	18,157	Patents and licenses		18,114	16,473
86,199	<b>70,901</b>	Total intangible assets	11	<b>73,468</b>	<b>88,586</b>
33,122	,.	_		,	,
0.544	0.206	Tangible assets		0.557	40.024
8,641	8,306	Land and buildings		9,557	10,031
644	599	Leasehold improvements		1,285	1,507
65,286	55,946	Plant equipment and fleet		56,174	65,578
1,424	912	Other fixtures, fittings, tools and equipment		2,672	3,852
22,308	18,344	Plant equipment and fleet under construction		18,756	22,804
98,303	84,107	Total tangible assets		88,444	103,772
		Financial assets			
0	0	Deferred tax assets	18	1,813	2,040
197,616	198,929	Loans to subsidiaries and affiliates		154,196	129,443
199	0	Other receivables		953	1,777
24,717	28,615	Investments in subsidiaries	13	0	0
222,532	227,544	Total financial assets		156,962	133,260
407,034	382,552	Total non-current assets		318,874	325,618
		Current assets			
3,674	6,116	Inventories	14	6,699	4,223
		Receivables			
9,548	8,205	Trade receivables	15	48,986	45,489
0,540	0,203	Tax receivables	13	3,216	6,567
7,924	13,184	Receivables from subsidiaries and affiliates		21,569	1,893
2,954	1,919	Other receivables		5,603	7,271
2,300	1,904	Prepayments	16	5,355	3,119
22,726	25,212	Total receivables		84,729	64,339
31,996	16,166	Cash and cash equivalents		28,465	52,395
58,396	47,494	Total current assets		119,893	120,957
465,430	430,046	Total assets		438,767	446,575

# **CONSOLIDATED STATEMENT OF** FINANCIAL POSITION

As of December 31, 2017, and 2016

	PARENT			GROUP	
		(1160 : 11			
2016	2017	(USD in thousands)	NOTE	2017	2016
		Equity			
53,218	53,218	Share capital	17	53,218	53,218
(3,028)	(2,136)	Currency translation reserve		(27,711)	(31,045)
7,998	17,235	Reserve for capitalized development projects		0	0
(35,601)	(58,540)	Retained earnings		23,151	33,789
22,587	9,777	Total equity		48,658	55,962
		Non-current liabilities			
15,594	4,243	Deferred tax liabilities	18	11,145	22,838
7,465	9,143	Finance lease commitments	19	9,143	7,465
293,241	329,689	Issued bonds	19	329,689	293,241
26,029	0	Bank debt		0	26,029
342,329	343,075	Total non-current liabilities		349,977	349,573
		Current liabilities			
1,392	1,738	Current portion of non-current liabilities	19	1,738	1,398
48,818	48,488	Loan payable to subsidiaries and affiliates		0	0
23,421	8,473	Payables to subsidiaries and affiliates		46	0
6,577	9,850	Trade payables		12,433	8,353
1,826	383	Current tax liabilities		2,877	3,959
18,480	8,262	Other payables	20	23,038	27,330
100,514	77,194	Total current liabilities		40,132	41,040
442,843	420,269	Total liabilities		390,109	390,613
442,043	420,209	iotai liabilities		330,103	330,013
465,430	430,046	Total equity and liabilities		438,767	446,575

# **CONSOLIDATED STATEMENT OF** CHANGES IN EQUITY

For the years ended December 31, 2017, 2016 and 2015 (USD in thousands)

(USD in thousands)  GROUP	Share capital	Currency translation reserve	Retained earnings	Total
Equity at 31 December, 2015	53,218	(33,646)	58,262	77,834
Loss for the year	0	0	(25,477)	(25,477)
Unrealized exchange rate adj. of foreign subsidiaries and branches	0	2,601	0	2,601
Total comprehensive (loss) for the year	0	2,601	(25,477)	(22,876)
Purchase of shares and warrants in Welltec International				
ApS	0	0	(695)	(695)
Tax credit related to exercise of warrants	0	0	1,699	1,699
Total other transactions	0	0	1,004	1,004
Equity at 31 December, 2016	53,218	(31,045)	33,789	55,962
Loss for the year	0	0	(33,432)	(33,432)
Unrealized exchange rate adj. of foreign subsidiaries and branches	0	3,334	0	3,334
Total comprehensive (loss) for the year	0	3,334	(33,432)	(30,098)
Sale of shares and warrants in Welltec International ApS	0	0	22,794	22,794
Tax credit related to exercise of warrants	0	0	0	0
Total other transactions	0	0	22,794	22,794
Equity at 31 December, 2017	53,218	(27,711)	23,151	48,658

# **CONSOLIDATED STATEMENT OF** CHANGES IN EQUITY

For the years ended December 31, 2017, 2016 and 2015 (USD in thousands)

PARENT	Share capital	Currency translation reserve	Reserve for capitalized development projects	Retained earnings	Total
Equity at 31 December, 2015	53,218	(8,873)	0	3,286	47,631
Loss for the year	0	0	0	(31,893)	(31,893)
Unrealized exchange rate adj. of foreign subsidiaries and branches	0	5,845	0	0	5,845
Total comprehensive (loss) for the year	0	5,845	0	(31,893)	(26,048)
Capitalized development projects	0	0	7,998	(7,998)	0
Purchase of shares and warrants in Welltec International ApS	0	0	0	(695)	(695)
Tax credit related to exercise of warrants	0	0	0	1,699	1,699
Total other transactions	0	0	7,998	(6,994)	1,004
Equity at 31 December, 2016	53,218	(3,028)	7,998	(35,601)	22,587
Loss for the year	0	0	0	(36,496)	(36,496)
Unrealized exchange rate adj. of foreign subsidiaries and branches	0	892	0	0	892
Total comprehensive (loss) for the year	0	892	0	(36,496)	(35,604)
Capitalized development projects			9,237	(9,237)	0
Sale of shares and warrants in Welltec International ApS	0	0	0	22,794	22,794
Tax credit related to exercise of warrants	0	0	0	0	0
Total other transactions	0	0	9,237	13,557	22,794
Equity at 31 December, 2017	53,218	(2,136)	17,235	(58,540)	9,777

# **CONSOLIDATED STATEMENT OF CASH FLOWS**

For the years ended December 31, 2017, and 2016

	PARENT			GROUP	
2016	2017	(USD in thousands)	NOTE	2017	2016
(11,629)	(32,706)	Operating profit (EBIT)		(20,127)	3,019
66,997	75,173	Non-cash adjustments	9	75,747	62,151
(10,143)	(30,127)	Changes in working capital	10	(18,943)	60
(3,055)	(1,934)	Income taxes paid		(5,399)	(12,441)
19	199	Other receivables, long-term		824	(21)
42,189	10,605	Cash flows from operating activities		32,102	52,768
(12,294)	(12,688)	Investments in intangible assets		(12,688)	(12,290)
(17,628)	(13,218)	Investments in tangible assets		(13,869)	(17,754)
70	320	Sale of tangible assets		320	88
5,696	(3,898)	Capital increase in subsidiaries		0	0
9,633	2,373	Dividend from subsidiaries		0	0
10,640	0	Investments and disposals in securities		0	10,640
9,554	(1,642)	Loan and repayments to subsidiaries and affiliates		(31,367)	2,066
11,692	9,955	Financial income received		7,159	7,350
17,363	(18,798)	Cash flows from investing activities		(50,445)	(9,900)
(27,003)	(33,359)	Financial expenses paid		(33,568)	(27,230)
(11,052)	(4,732)	Other financial expenses		(3,511)	(486)
( , , , , ,	( , - ,	Purchase of shares and warrants in Welltec Interna-		(-,-,	(,
(695)	0	tional ApS		0	(695)
(19,099)	0	Purchase of own bonds		0	(19,099)
0	336,688	Proceeds from non-current debt		336,688	0
0	22,794	Sale of shares in Welltec International		22,794	0
0	(297,590)	Installments on issued bonds		(297,590)	0
0	(29,690)	Installments on bank debts		(29,426)	0
(1,416)	(1,752)	Installments on current debt and non-current debt		(1,758)	(1,432)
(59,265)	(7,641)	Cash flows from financing activities		(6,371)	(48,942)
287	(15,834)	Increase/(decrease) in cash and cash equivalents		(24,394)	(6,074)
32,961	31,996	Cash and cash equivalents 01.01		52,395	60,301
(1,252)	4	Exchange rate adjustments at beginning of period		463	(1,832)
31,996	16,166	Cash and cash equivalents at 31.12		28,465	52,395



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### NOTES

#### 1. ACCOUNTING POLICIES

#### Basis of accounting

The consolidated financial statements for 2017 are presented in accordance with International Financial Reporting Standards ('IFRS') as adopted by the EU and additional Danish disclosure requirements for annual reports of reporting class C (large) enterprises. Please see the Danish Executive Order on IFRS adoption issued in accordance with the Danish Financial Statement Act.

The consolidated financial statements are presented in thousands of US dollar (USD), which is regarded as the primary currency in relation to the group's activities and the functional currency of the parent company.

The consolidated financial statements are prepared on the historical cost basis, except for certain derivative financial instruments which are measured at fair value. The principal accounting policies adopted are set out below.

The consolidated financial statements are presented in accordance with the new and revised standards (IFRS/IAS) and Interpretations (IFRIC) which apply for the financial year which had no effect on the consolidated financial statements.

The accounting policies are unchanged compared to 2016.

#### Future IFRS changes

At the date of the publication of these consolidated financial statements, a number of new and amended standards and interpretations have not yet entered into force or have not yet been adopted by the EU. Therefore, they are not incorporated in the consolidated financial statements.

IFRS 15 "Revenue from Contracts with Customers" is effective for financial years beginning on or after 1 January 2018. Welltec® has considered the new revenue recognition requirements in relation to the nature of the activities in the Welltec Group and determined that the standard will have limited to non impact on revenue recognition and measurement, while the level of disclosure is determined to increase. Welltec has decided not to preimplement IFRS 15 for 2017.

IASB has also issued IFRS 9 "Financial Instruments". IFRS 9 "Financial Instruments" is part of IASB's project to replace IAS 39 "Financial Instruments: Recognition and Measurement", and the new

standard will change the classification, presentation and measurement of financial instruments and hedging requirements. Welltec is assessing the impact of the standard, but it is not expected to have any material impact on future consolidated financial statements.

IFRS 16 "Leasing" is effective for annual periods beginning on or after 1 January 2019. The standard has not yet been endorsed by the EU.

Welltec has begun analysing the possible effects of IFRS 16t, as Welltec has some operating lease commitments, IFRS 16 is expected to increase non-current assets ("Right-of use assets") as well as lease liabilities, and will also impact profit & loss, cash flow statement and equity to a lesser degree.

#### Recognition and measurement

Assets are recognized in the statement of financial position if it is probable that future financial benefits will flow to the group and the value of the asset can be measured reliably.

Liabilities are recognized in the statement of financial position if they are probable and can be measured reliably. On initial recognition assets and liabilities are measured at cost or fair value. Subsequently assets and liabilities are measured as described for each item below.

Income is recognized in the statement of comprehensive income as earned and includes value adjustments of financial assets and liabilities measured at fair value or amortized cost.

#### Consolidated financial statements

The consolidated financial statements comprise the parent company and the group enterprises (subsidiaries) that are controlled by the parent company. Control is achieved where the parent company, either directly or indirectly, holds more than 50% of the voting rights or in any other way possibly or actually exercises controlling influence over a subsidiary. If the parent company holds less than 50% of the share capital, control exists when the parent company under agreement has more than 50% of the voting rights, has the power to govern financial and operating policies of the subsidiary, to appoint members of the Board of Directors or to cast the majority of votes at meetings of the Board of Directors of the subsidiary.

#### Basis of consolidation

The consolidated financial statements are prepared on the basis of the financial statements of the parent company and its subsidiaries, which are all prepared in accordance with the group's accounting

policies. Upon consolidation, intra group income and expenses, balances, investments and dividends as well as profits and losses on transactions between the consolidated enterprises are eliminated.

Subsidiaries' financial statement items are recognized in full in the consolidated financial statements. Non-controlling interests' pro rata share of profit/loss and equity is shown as separate line items in the statement of comprehensive income and in the group's equity, respectively.

#### Foreign currency translation

On initial recognition, transactions denominated in foreign currencies are translated at the transaction date exchange rate. Receivables, payables and other monetary items denominated in foreign currencies that have not been settled at the end of the reporting period are translated using the exchange rate at the end of the reporting period. Exchange differences that arise between the rate at the transaction date and the exchange rate effective at the payment date or the exchange rate at the end of the reporting period are recognized in statement of comprehensive income as financial income or financial expenses. Property, plant equipment fleet, intangible assets, inventories and other non-monetary assets purchased in foreign currencies and measured on the basis of historical cost are translated at the transaction date exchange rate. If non-monetary items are restated at fair value, they are translated using the exchange rate at the date of restatement.

When foreign subsidiaries that use a functional currency different from USD are recognized in the consolidated financial statements, the statement of comprehensive income is translated at average exchange rates on a monthly basis unless such rates vary significantly from the actual exchange rates at the transaction dates. In the latter case, the actual exchange rates are used. Statement of financial position items is translated using the exchange rates at the end of the reporting period. Goodwill is considered to belong to the relevant entity acquired and is translated using the exchange rate at the end of the reporting period.

Exchange differences resulting from the translation of foreign entities' equity at the beginning of the year using the end of the reporting period exchange rates and by translating statements of comprehensive income from average exchange rates to the exchange rates at the end of the reporting period are recognized in other comprehensive income. Similarly, exchange differences resulting from changes made in a foreign entity's other comprehensive

income are also taken to other comprehensive income.

When foreign subsidiaries that use USD as their functional currency but present their financial statements in another currency are recognized in the consolidated financial statements, monetary assets and liabilities are translated using the end of the reporting period exchange rate. Non-monetary assets and liabilities measured on the basis of historical cost are translated using the transaction date exchange rate. Non-monetary items measured at fair value are translated at the exchange rate at the time of the last fair value adjustment.

The items in profit or loss are translated at average exchange rates on a monthly basis, with the exception of items deriving from non-monetary assets and liabilities, which are translated using the historical rates applicable to the relevant non-monetary assets and liabilities.

#### Derivative financial instruments

On initial recognition, derivative financial instruments are measured at fair value. Directly attributable expenses related to the purchase or issue of a derivative financial instrument are expensed.

Subsequent to initial recognition, derivative financial instruments are measured at fair value at the end of the reporting period with changes in fair value recognized directly in profit or loss as financial income or financial expenses.

The group does not apply hedge accounting to its derivatives financial instruments.

# Share-based payment

Share based incentive arrangements under which employees can only opt to receive new shares in Welltec International ApS (equity arrangements) are measured at the equity instruments' fair value at the grant date and are recognized in profit or loss under staff costs over the vesting period. The related set-off entry is recognized directly in equity.

## Income taxes and deferred tax

The Welltec group's Danish subsidiaries are jointly taxed with the principal shareholder JH Holding Allerød, ApS. The current Danish income tax is allocated among the jointly taxed companies in proportion to their taxable income (full allocation subject to reimbursement in respect of tax losses).

Tax for the year consists of current tax for the year and changes in deferred tax. The portion of tax attributable to profit is recognized in the income statement and the portion of tax attributable to entries directly in other comprehensive income is recognized in other comprehensive income. The portion of tax attributable to equity transactions is recognized directly in equity.

The current tax payable or receivable is recognized in the statement of financial position, computed as tax calculated on the taxable income for the year, adjusted for prepaid tax.

The current tax charge for the year is calculated based on the tax rates and tax legislation in each country applicable on the balance sheet date.

Deferred tax is recognized on all temporary differences between carrying values and tax-based values of assets and liabilities, except from deferred tax on all temporary differences on initial recognition of goodwill or on initial recognition of a transaction that is not a business combination, and for which the temporary difference found at the time of initial recognition neither affects profit nor loss for the year nor taxable income.

Deferred tax is calculated based on the expected recovery of each asset and the settlement of each liability, respectively.

Deferred tax is measured at the tax rates that are expected to apply to the period when the asset is realized or the liability settled, based on the tax rates and tax legislation that have been enacted or substantively enacted in the respective countries on the balance sheet date. Changes in deferred tax resulting from changed tax rates or tax rules are recognized in profit or loss, unless the deferred tax is attributable to items previously recognized in other comprehensive income or in equity. If so, such changes are also recognized in other comprehensive income or in equity.

Exchange adjustments on deferred tax are recognized as part of the year's adjustment in deferred tax.

Changes in local tax rates, affecting deferred tax, are used and thus affecting the value of the calculated deferred tax asset, alternatively deferred tax liability at year end.

Deferred tax assets, including the tax base of tax loss carry forwards, are recognized in the statement of financial position at their estimated realizable value, either as a set-off against deferred tax liabilities or as net tax assets for set-off against future positive taxable income. At the end of each reporting period, it is reassessed whether sufficient taxable income is probable to arise in the future for the deferred tax asset to be used.

Balances calculated according to the rules on interest deductibility limitations in the Danish Corporate Income Tax Act are allocated according to a joint taxation agreement between the companies that are subject to deductibility limitation in proportion to their share of the total limitation. Deferred tax liabilities in respect of these balances are recognized in the statement of financial position; whereas deferred tax assets are recognized only of the criteria for recognition of deferred tax assets are met.

#### Statement of comprehensive income

#### Revenue

The group provides multiple solutions to oil and gas companies around the world at their onshore and offshore locations using proprietary remote control precision robotic equipment that Welltec designs and manufactures.

Provision of services is recognized in revenue when the work is performed or when the agreed service is provided.

Income from contracted development projects on third parties' account is recognized as revenue as or when Welltec delivers the development services to the customers and such services are considered to provide added value to the customers.

Revenue from sales of products is recognized in the income statement if delivery and transfer of risk to the buyer have taken place before year end, and if the income can be reliably measured and is expected to be received.

Revenue is measured at fair value of the consideration received or receivable. If an interest-free credit has been arranged for payment of the consideration receivable that is longer than the usual credit period, the fair value of the consideration is determined by discounting future payments receivable. The difference between fair value and nominal amount of the consideration is recognized as financial income in profit or loss by applying the effective interest method.

Revenue is recorded net of VAT, duties, etc. collected on behalf of a third party.

#### Cost of services provided

Cost of services provided comprises direct and indirect expenses incurred to realize revenue including salaries, depreciation and amortization.

#### Development and manufacturing costs

Development and manufacturing costs comprise all development and engineering costs that are not capitalized, including related impairment losses.

#### Administrative and sales costs

Administrative and sales costs comprise costs required to sustain the business including finance, IT, legal, HR and other overhead costs.

#### Special items

Special items consist of costs of a special nature in relation to the activities of the group, including costs of structural changes and other significant amounts of a one-off nature. These items are shown separately to facilitate the comparability of the profit or loss and provide a better picture of the operational results.

#### Financial income and expenses

These items comprise interest income and expenses, the interest portion of finance lease payments, realized and unrealized capital gains and losses on payables and transactions in foreign currencies, amortization premium/allowance on debt, etc. as well as interest on tax.

# Statement of financial position

Intangible assets

#### Goodwill

Upon initial recognition, goodwill is recognized in the statement of financial position and measured as the difference between cost of the enterprise acquired and the fair value of the assets, liabilities and contingent liabilities acquired.

When goodwill is recognized, the goodwill amount is distributed on those of the group's activities generating separate payments (cash-generating units). Determination of cash-generating units follows the management structure and internal finance management and reporting of the group.

Subsequently, goodwill is measured at cost less accumulated write downs. There is no amortization of goodwill but the carrying value of goodwill is tested for impairment at least once a year together with the other long-term assets in the cash-generating unit to which the goodwill is allocated. It is written down to recoverable amount in profit or loss if the accounting value exceeds the recoverable amount, this representing the higher of the fair value of the asset less expected disposal costs and the value in use. The recoverable amount is generally determined as the present value of the expected future net cash flows from the cash-generating unit to which the goodwill is allocated. Impairment losses of goodwill are included in profit or loss under amortization and impairment losses of intangible assets.

## Development projects

Development projects on clearly defined and identifiable service equipment and processes are recognized as intangible assets if it is probable that the service equipment or process will generate future financial benefits for the group, and the development costs of each asset can be measured reliably. Other development costs are recognized as costs in the profit or loss as incurred.

On initial recognition, development costs are measured at cost. The cost of development projects comprises costs such as salaries and other costs that are directly attributable to the development projects (e.g. field tests) and are needed to complete the project, calculated from the time at which the development project first meets the specific criteria for being recognized as an asset.

Completed development projects are amortized on a straight-line basis using the estimated useful lives of the assets. The amortization period is usually 5 years, but in certain cases it may be up to 20 years if the longer amortization period is considered to better reflect the group's benefit from the developed product, etc. For development projects protected by intellectual property rights, the maximum amortization period is the remaining duration of the relevant rights, however, no more than 20 years.

Development projects and other intangible assets are written down to their recoverable amounts. Development projects in progress are tested at least once a year for impairment. Borrowing costs to finance the investments in development projects are recognized in cost of these assets if such expenses relate to qualifying assets for which their development period last longer than 12 months. Other borrowing costs are included in finance expenses in the statement of comprehensive income.

#### Other intangible assets

Acquired intellectual property rights in the form of patents and licenses are measured at cost less accumulated amortization and impairment losses. Patents are amortized over their remaining duration, usually 20 years, and licenses are amortized over the term of the agreement. If the actual useful life is shorter than the remaining duration and the term of the agreement, respectively, amortization is made over such shorter useful life.

Separable intangible assets acquired through business combinations are brand, customer relationship and technology. Brand is not amortized as the useful life is considered indefinite. Customer relationship is amortized on a straight-line basis over its estimated useful life of 10 years. Technology is amortized on a straight-line basis over its estimated useful life of 10 to 20 years.

#### Tangible assets

Land and buildings, plant and machinery as well as other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses. Land is not depreciated.

Cost comprises the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation. For assets manufactured and owned by the group, cost comprises expenses directly attributable to the manufacturing of the asset, including materials, components, sub-suppliers rent, electricity and laboring costs. In the year when the tool is completed and ready to generate income, it is recognized under 'Plant equipment and fleet'. During construction, the asset is recognized under 'Plant equipment and fleet under construction'.

For assets held under finance leases, cost is measured as the lower of the asset's fair value or present value of future lease payments.

The basis of depreciation is cost less estimated residual value after the end of useful life. The residual value is the estimated amount that would be earned if selling the asset today net of selling costs if the asset is of an age and a condition that is expected after the end of useful life straight-line depreciation is made on the basis of the following estimated useful lives of the assets:

Buildings: 50 years

Leasehold improvements: 3-10 years Plant equipment and fleet: 3-10 years

Other fixtures and fittings, tools and equipment: 3-5 years

Leased assets are depreciated according to the lease term period.

Depreciation methods, useful lives and residual amounts are reassessed annually.

Property, plant equipment and fleet are written down to the lower of recoverable amount and carrying amount.

Impairment of property, plant equipment a nd fleet and intangible assets

The carrying amounts of property, plant equipment and fleet and intangible assets with definite useful lives are tested at the end of the reporting period for any indication of impairment. If impaired, the recoverable amount of the asset is estimated to determine the need for any write-down and the extent thereof.

The recoverable amount of intangible assets with indefinite useful lives, development projects in progress, brand and goodwill is estimated annually irrespective of any recorded indications of impairment.

If the asset does not generate cash flows separately from other assets, an estimate is made of the recoverable amount of the smallest cash-generating unit of which the asset forms part.

The recoverable amount is calculated as the higher of the asset's and the cash-generating unit's fair value less selling costs and net present value. When the net present value is determined, estimated future cash flows are discounted at present value using a discount rate that reflects current market estimates of the value of money in terms of time, as well as the particular risks related to the asset and the cash-generating unit, respectively, and for which no adjustment is made in the estimated future cash flows.

If the recoverable amount of the asset or the cash-generating unit is estimated to be lower than the carrying amount, the asset is written down to this lower recoverable amount. For cash-generating units, write-down is allocated in such a way that goodwill

amounts are written down first and then any remaining need for write-down is allocated to other assets of the unit, however, the individual asset is not written down to an amount that is lower than its fair value net of estimated selling costs.

Impairment losses are recognized in the profit or loss. In case of any subsequent reversals of impairment losses resulting from change in assumptions of the estimated recoverable value, the carrying values of the asset and the cash-generating unit, respectively, are increased to the adjusted estimate of the recoverable value, however, no more than the carrying value which the asset or the cash-generating unit would have had if the write-down had not been performed. Impairment losses of goodwill are not reversed.

Profits or losses from the sale of property, plant equipment and fleet are calculated as the difference between selling price less selling costs and carrying value at the time of sale. Profits or losses are recognized in the statement of comprehensive income if the selling price differs from the carrying amount.

## Financial assets

#### Other receivables

Other receivables with a fixed maturity are measured at amortized cost, less any impairment.

#### Investments in subsidiaries

Investments in subsidiaries are measured at cost in the parent company's financial statements. Where the recoverable amount of the investments is lower than cost, the investments are written down to this lower value.

#### Current assets

#### Inventories

Inventories are measured at cost according to the FIFO method. The cost of finished goods and work in progress includes direct and indirect production costs. Inventories are written down to net realizable value if it is lower than the cost price.

### Trade receivables

On initial recognition, trade receivables are measured at fair value and subsequently at amortized cost, which usually equals nominal amount less bad debt provisions.

#### **Prepayments**

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

#### Equity

#### Treasury shares

Shares owned in Welltec International ApS are treated as if they were owned by the issuing company and consequently treated as treasury shares. Please see note 17. Share capital

#### Liabilities

#### Other provisions

Other provisions are recognized when the group has a legal or constructive obligation as a result of past events in the financial year or prior years, and it is probable that settlement of such obligation will lead to an outflow of the company's financial resources.

#### Lease commitments

Lease commitments relating to assets held under finance leases are recognized in the statement of financial position as liabilities other than provisions, and, at the time of inception of the lease, measured at the lower of the lease asset's fair value and the present value of future lease payments. Subsequent to initial recognition, lease commitments are measured at amortized cost. The difference between the present value and nominal amount of the lease payments is recognized in profit or loss as a financial expense over the term of the leases.

Lease payments on operating leases are recognized on a straightline basis in profit or loss over the term of the lease.

#### Other financial liabilities

On initial recognition, other liabilities, including issued bond loans, bank loans and trade payables, are measured at fair value. Subsequently, these liabilities are measured at amortized cost applying the effective interest method to the effect that the difference between proceeds and nominal amount is recognized in profit or loss as a financial expense over the term of the loan.

#### Own bonds

Own bonds are presented as reduction in issued bonds. On initial recognition the holding of own bonds are measured at fair value. Subsequently these bonds are measured at amortized costs.

#### Pension obligations

The group has entered into pension agreements with certain groups of employees, which are classified as defined contribution pension plans.

Periodical payments to defined contribution pension plans are recognized in profit or loss when the employess have rendered service to the group, and any contributions payable are recognized in the statement of financial position under liabilities.

#### Statement of cash flows

The group's statement of cash flows is presented using the indirect method and shows cash flows from operating, investing and financing activities as well as the group's cash and cash equivalents at the beginning and end of the financial year.

Cash flows from operating activities are calculated as EBIT adjusted for non-cash operating items, working capital changes and income taxes paid. In the adjustment for non-cash operating items, depreciations and amortizations capitalized on tangible and intangible assets are included.

Cash flows from investing activities comprise payments in connection with the acquisition and divestment of enterprises, tangible fixed asset investments, and purchase, development, improvement and sale, etc. of intangible assets, and property, plant equipment and fleet as well as acquisition of securities. Depreciation and amortization capitalized on tangible and intangible assets are included in cash-flow from investing activities.

If any, cash flows from acquired and divested enterprises are shown as separate line items within cash flows from investing activities. Cash flows related to acquired enterprises are recognized in the statement of cash flow from their date of acquisition, and cash flows from divested enterprises are recognized up to the date of sale.

Cash flows from financing activities comprise financial expenses paid and changes in the size or composition of the parent company's share capital and related costs, the raising of loans, installments on interest-bearing debt, purchase of own shares, and payment of dividends. Cash and cash equivalents comprise cash.

#### 2. USE OF CRITICAL ACCOUNTING ESTIMATES AND **JUDGMENTS**

The group prepares its consolidated financial statements in accordance with IFRS as adopted by the EU, the application of which often requires judgments to be made by Management when preparing the group's financial position and results. Under IFRS, Management are required to adopt those accounting policies most appropriate to the group's circumstances for the purpose of presenting fairly the group's financial position, financial performance and cash flows.

In determining and applying accounting policies, judgment is often required in respect of items where the choice of specific policy, accounting estimate or assumption to be followed could materially affect the reported results or net asset position of the group; it may later be determined that a different choice would have been more appropriate. Actual results may differ from the accounting estimates.

Estimates and assumptions are reviewed on an ongoing basis and have been prepared taking the market situation into consideration, but still ensuring that one-off effects which are not expected to exist in the long term do not affect estimation and determination of these key factors, including discount rates and expectations about the future.

Management considers that certain accounting estimates and assumptions relating to assets, liabilities and expenses are its critical accounting estimates and judgment.

A discussion of these critical accounting estimates and judgments are provided below and should be read in conjunction with the disclosure of the group's significant IFRS accounting policies provided in note 1. Accounting policies to the consolidated financial statements.

## 2.1 Capitalization of tool fleet

Welltec's major activity is to provide services related to intervention service and completion solutions to the oil and gas industry, using tools developed and produced by Welltec®. The tools are used commercially in more than one accounting period, and are thus considered tangible assets and not inventories.

Costs directly attributable to bringing the tools to the condition necessary for them to be capable of operating in the manner intended by Management are capitalized as part of the costs of plant equipment and fleet. Costs directly related to performing

commercial services with the tools are expensed as they occur.

Cost of the tools include some variable indirect costs of bringing the tools to their working condition that can be allocated to the tools on a systematic and reasonable basis (e.g. rent, electricity and laboring costs).

Determining directly attributable costs is an accounting judgment.

At December 31, 2017, Welltec® has capitalized USD 74,930 thousand as plant equipment and fleet – completed and under construction compared to USD 88,382 thousand at December 31, 2016. Plant equipment and fleet is depreciated over their useful lives, Plant equipment over 3-10 years and fleet over 5 years.

#### 2.2 Capitalization of development projects

An internally generated intangible asset arising from development is recognized if, and only if, all of the criteria in IAS 38 have been meet. Development costs not meeting these criteria are expensed as incurred.

Development costs recognized as self-constructed intangible assets comprise all directly attributable costs necessary to create and prepare the asset to be capable of operating in the manner intended by Management. Such costs include costs of materials and services used in producing prototypes, salaries, fees to register legal rights as well as costs of field testing the developed tool.

Welltec® only engage in development activities aimed at developing new or improved tools for use in providing services to the oil and gas industry, and has no intention of selling developed technology, IP rights etc.

Welltec® does not initiate a development project unless a specific need within the oil and gas industry has been identified or anticipated, and consequently that it can be demonstrated how the intangible asset will generate probable future economic benefits.

It is the opinion of Management that due to a short and marketoriented development process, development costs would normally be capitalized.

At December 31, 2017, Welltec® has capitalized USD 48,825 thousands as development projects - completed and in progress – compared to USD 66,768 thousand at December 31, 2016. Completed development projects are amortized over their useful lives of usually 5 years.



# STATEMENT OF COMPREHENSIVE INCOME

# 3. STAFF COSTS

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
		Breakdown of staff costs:		
22,938	24,464	Wages and salaries	68,602	69,698
451	6,614	Share based payment to executives	6,614	434
1,507	1,510	Payments to defined contribution pension plans	1,951	2,213
1,494	1,674	Other social security costs	3,477	3,480
26,390	34,262	Total staff costs	80,644	75,825
		Recognition of staff costs:		
6,309	7,797	Cost of services provided	40,333	39,005
4,183	4,467	Development and manufacturing costs capitalized	3,608	4,182
5,903	5,673	Production staff cost	5,674	5,903
9,995	16,325	Administrative costs	31,029	26,735
26,390	34,262	Total staff costs	80,644	75,825
		Number of employees:		
371	270	Average number of employees	731	736

#### Defined contribution plans

The Group operates pension schemes that cover certain groups of employees in Denmark and abroad. Those pension schemes take the form of defined contribution plans. Welltec® arranges for the regular payment (e.g. a fixed amount or a fixed percentage of the salary) of premiums to independent insurers who are responsible for the pension commitments. Once Welltec® has made payments of the contribution under the defined contribution pension plans, Welltec® has no further pension commitments related to employees or former employees.

#### Remuneration to members of the Executive Board, Board of Directors and other Key management personnel

The total remuneration of the Executive Board and Board of Directors of the Welltec A/S group including bonus, pension, other social security costs and share based payments can be specified as follows:

(USD in thousands)		
	2017	2016
Short-term staff benefits	859	691
Pension benefits	65	66
Share-based payments	582	0
Total remuneration to Executive Board and Board of Directors	1,506	757

The total remuneration of other key management personnel of Welltec A/S Group, including bonus, pension, other social security costs and share based payments can be specified as follows:

(USD in thousands)		
	2017	2016
Short-term staff benefits	1,356	2,729
Pension benefits	86	81
Share-based payments	442	70
Total remuneration to other Key management personnel	1,884	2,880

#### Incentive programs

The group operates incentive schemes in the form of warrants (Equity-settled) to the Board of Directors of Welltec International ApS, Executive Board of Welltec A/S, certain senior executives (VPs) and other key personnel in the Welltec group. The purpose is to retain and motivate the said persons. The schemes are based on the shares of Welltec International ApS, and the warrants have no voting rights attached.

In 2006, Welltec Holding ApS issued 105,820 warrants to senior executives (VPs) in the Welltec group. The warrants vested over an employment period until 2009. If employment ceased before a warrant is vested, the warrant would be reduced proportionally. The warrant scheme is exercisable not earlier than 1 year (for warrants that vest first), and not later than 9 years, after the grant date.

In 2007, Welltec International ApS took over from Welltec Holding ApS 185,900 warrants issued to the Executive Board of Welltec A/S and senior executives (VPs) in the Welltec group. This number of warrants was converted to 400,052 warrants in Welltec International ApS and the exercise price was adjusted accordingly.

In 2009, a new warrants scheme to key management personnel was granted. The warrant scheme consists of 68,000 warrants vested over an employment period until 2012. The warrants are exercisable not earlier than 3 years and not later than 6 years after the grant date. The total fair value of these warrants was at grant date USD 229 thousand of which USD 115 thousand was recognized in the statement of comprehensive income in 2009, USD 84 thousand in 2010 and USD 30 thousand in 2011. The issued warrants were exercised in 2015.

In November 2011, new warrants schemes to the Board of Directors, the Executive Board of Welltec group and Key management personnel were granted. The warrant schemes consist of 290,850 warrants of which 50,000 warrants did not have any vesting conditions, and the remaining warrants vest over an employment period between one and four years until the end of 2014. The total fair value of these warrants was at grant date USD 8.5 million of which USD 5.9 million was recognized in statement of comprehensive income in 2011, USD 2.3 million was recognized in the statement of comprehensive income in 2012 and USD 0.3 million in 2013. The fair value of the warrants schemes at grant date was calculated on the basis of the Black-Scholes model. The calculation for the 2011 schemes is based on an expected volatility of 33%, a risk-free interest rate at 0.85%, a share price of USD 143 before deducting an estimated illiquidity discount, the exercise price, an average option life of 60 month and no annual payment of dividends. The expected volatility has been determined using a historical volatility for a five-year period for comparable listed companies adjusted for a small-cap factor.

In September 2013, warrants schemes to key management personnel was granted. The warrant schemes consist of 50,800 warrants and vest over an employment period between one and four years until the end of 2017. The total fair value of these warrants was at grant date USD 3.7 million of which USD 2.4 million was recognized in the statement of comprehensive income in 2013, USD (63) thousand was recognized in the statement of

the comprehensive income in 2014, and USD (677) thousand was recognized in the statement of comprehensive income in 2015. The negative amount is due to cancellation of warrant on employees leaving the group resulting in costs from earlier periods being reversed. The fair value of the warrants schemes at grant date was calculated on the basis of the Black-Scholes model. The calculation for the 2013 schemes is based on an expected volatility of 45%, a risk-free interest rate at 0.01%, a share price of USD 174-309, the exercise price, an average option life of 36 month and no annual payment of dividends. The expected volatility has been determined using a historical volatility for a five-year period for comparable listed companies adjusted for a small-cap factor.

In December 2014, warrants schemes to key management personnel was granted. The warrant schemes consist of 42,300 warrants and vest over an employment period between one and four years until the end of 2017. The total fair value of these warrants was at grant date USD 5.4 million of which USD 614 thousand was recognized in the statement of comprehensive income in 2017 and USD 70 thousand was recognized in the statement of comprehensive income in 2015 and USD 1,182 thousand was recognized in the statement of comprehensive income in 2015. The fair value of the warrants schemes at grant date was calculated on the basis of the Black-Scholes model. The calculation for the 2014 schemes is based on an expected volatility of 45%, a risk-free interest rate at 0.14%, a share price of USD 294, the exercise price, an average option life of 36 month and no annual payment of dividends. The expected volatility has been determined using a historical volatility for a five-year period for comparable listed companies adjusted for a small-cap factor.

In May 2017, warrants schemes to The Executive Board of Welltec A/S and certain key management personnel was granted. The warrant schemes consist of 231,438 warrants and vest over an employment period between one and four years until the end of 2017. The total fair value of these warrants was at grant date USD 9.4 million of which USD 5.9 million was recognized in the statement of comprehensive income in 2017. The fair value of the warrants schemes at grant date was calculated on the basis of the Black-Scholes model. The calculation for the 2017 schemes is based on an expected volatility of 49%, a risk-free interest rate at (0.33)%, a share price of USD 94, the exercise price, an average option life of 46 month and no annual payment of dividends. The expected volatility has been determined using a historical volatility for a five-year period for comparable listed companies adjusted for a small-cap factor.

In the event of an IPO or certain changes in the ownership structure (e.g. listing or sale of the company) all warrants will vest and become exercisable.

As a result of the dividend distribution in 2012, the exercise prices of outstanding warrant schemes from 2011 and before, were adjusted in 2012 to avoid a dilution of the fair values of those warrants. The new exercise prices were adjusted to ensure that the fair values before and after the dividend pay-out were the same. Therefore these adjustments had no effect on the consolidated financial statements in 2012.

The following schemes were in existence during the current and prior year:

Warrant scheme	Number <sup>1)</sup>	Grant date	Vesting date	Expiry date	Exercise price per warrant USD	Fair value per warrant at grant date USD	Outstanding at 31.12.2017
Granted in 2006	227,721	Feb. 2006	2007 - 2009	Jun. 2016	0.15	0.9	0
Granted in 2009	68,000	Sept. 2009	2010 - 2012	Sep. 2015	33	3.7	0
Granted in 2011	290,850	Nov. 2011	2011 - 2014	Nov. 2016	34 - 147	29.7	0
Granted in 2013	50,800	Sep. 2013	2013 - 2017	Jun. 2020	136 - 241	44 - 103	8,400
Granted in 2014	42,300	Dec. 2014	2014 - 2017	Dec. 2020 - Dec. 2021	223 - 255	125 - 130	18,000
Granted in 2017	231,438	May 2017	2017	Jun. 2021	0.16-74	26-99	223,338
							249,738

- 1) The numbers for the 2005 and 2006 grant are after the conversion to warrants on shares in Welltec International ApS.
- 2) The exercise prices are adjusted for the dilution impact from dividend paid in 2012.
- 3) The exercise prices are contracted in DKK and translated above into USD based on the year-end rate

The following reconciles the warrants outstanding at the beginning and at the end of the year:

NUMBER OF WARRANTS	Board of Directors of Welltec A/S	Executive Board of Welltec A/S	Senior executives and key management personnel	Total	Weighted average exercise price USD (1)
Balance at 01.01.2015	10,000	50,000	519,461	579,461	104
Exercised	0	0	(68,000)	(68,000)	35
Forfeited	0	0	(40,900)	(40,900)	190
Balance at 31.12.2015	10,000	50,000	410,561	470,561	80
Exercised	0	0	(102,474)	(102,474)	3
Forfeited	(10,000)	(50,000)	(256,887)	(316,887)	79
Balance at 31.12.2016	0	0	51,200	51,200	221
Granted	0	121,601	109,837	231,438	43
Forfeited	0	0	(32,900)	(32,900)	221
Balance at 31.12.2017	0	121,601	128,137	249,738	28

Hereof 26.400 warrants are exercisable of 31.12.17

The weighted average remaining contractual life and range of exercise price of outstanding warrants was 29 months and a price of USD 0.16-255 (adjusted for dilution impact) at December 31, 2017, 37 months and a price of USD 141-235 (adjusted for dilution impact) at December 31, 2016, and 10 months and a price of USD 0.15 - 264 at December 31, 2015. Weighted

	Warrant scheme	Number exercised	Exercise date	average share price at exercise date USD
Granted in 2005		172,331	Mar. 2012	143
Granted in 2006		30,773	Aug. 2009	143
Granted in 2006		49,237	Dec. 2012	143
Granted in 2009		68,000	Jul. 2015	144
Granted in 2011		6,300	Dec. 2012	143

The total expense recognized in the statement of comprehensive income for all warrants schemes amounted to USD 6,614 thousand for 2017. The total expense recognized in the statement of comprehensive income for all warrants schemes amounted to USD 434 thousand in 2016 and USD 505 thousand in 2015.

<sup>1)</sup> The exercise prices in 2013 are adjusted for the dilution impact from dividend paid in 2012

# 4. AMORTIZATION, DEPRECIATION AND IMPAIRMENT LOSSES

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
23,557	18,617	Completed development projects	18,617	23,557
887	912	Patents and licenses	912	887
0	0	Customer relationship	0	249
666	492	Technology	492	666
25,110	20,021	Total amortization of intangible assets	20,021	25,359
1,517	763	Other fixtures and fittings, tools and equipment	2,216	3,762
420	458	Land and buildings	526	480
27,635	26,360	Plant equipment and fleet	26,504	27,718
267	157	Leasehold improvements	351	636
31	(2)	Gain/(loss) from disposal of plant equipment and fleet	(214)	(21)
29,870	27,736	Total depreciation of tangible assets	29,383	32,575
54,980	47,757	Total depreciation and amortization	49,404	57,934
2,196	7,562	Write-down of completed development projects	7,562	2,196
0	312	Write-down of Techonology	312	0
0	90	Write-down of patents and licenses	90	0
2,584	2,253	Write-down of plant equipment and fleet	2,174	2,584
4,780	10,217	Total impairment losses	10,138	4,780
		Recognition of amortization , depreciation and impair-		
		ment losses by function		
54,845	53,550	Cost of services provided	53,559	54,853
786	1,012	Development and manufacturing costs capitalized	1,012	787
3,591	2,863	Administrative and sales costs	4,422	6,287
		Amortization of acquired intangible assets in a business		
538	550	combination	550	787
59,760	57,974	Total amortization, depreciation and impairment losses	59,542	62,714

# **5. SPECIAL ITEMS**

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
241	22	Salary cost related to resigned employees and special bonus	2,267	1,438
0	889	Other special items	1,817	865
0	31	Costs related to termination of rental agreements etc.	135	90
241	941	Total special items	4,219	2,393

Special items in 2017 are costs incurred adjusting the business to changed market conditions. The costs are incurred in all functions of the business which are mainly recorded within "Cost of service provided" and "Administrative and sales costs".

## **6. FINANCIAL INCOME**

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
11,309	9,947	Interest from subsidiaries and affiliates	7,089	6,756
383	9	Interest income	70	593
		Interest income from financial assets that are not meas-		
11,692	9,955	ured at fair value through profit or loss	7,159	7,349
9,633	2,373	Dividends from subsidiaries	0	0
7,433	9,984	Exchange rate gains	15,346	8,845
28,758	22,313	Total financial income	22,505	16,194

# 7. FINANCIAL EXPENSES

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
(26,339)	(25,815)	Interest expenses	(26,023)	(26,593)
(13,607)	(10,202)	Other financial expenses	(8,981)	(3,038)
		Interest expenses from financial liabilities that are not		
(39,946)	(36,017)	measured at fair value through profit or loss	(35,004)	(29,631)
(8,719)	(948)	Exchange rate loss	(4,604)	(13,037)
(48,665)	(36,964)	Total financial expenses	(39,608)	(42,668)

Borrowing costs capitalized on development projects are calculated based on the incurred costs and a weighted average capitalization rate of 6.9% (7.0% in 2016). The amount capitalized in 2017 at group and parent level is USD 552 thousand (USD 350 thousand in

The net exchange rate gain at group level at December 31, 2017 was USD 10,742 thousand (a net exchange rate loss of USD 4,192 thousand in 2016).

The net exchange rate gain at parent level at December 31, 2017 was USD 9,036 thousand (a net exchange rate loss of USD 1,286 thousand in 2016).

#### 8. INCOME TAXES

(5,437)       (13,776)       Change in deferred tax       (15,690)       (8,403)         0       0       Effect from change in tax rate, deferred tax       (89)       9         0       0       Tax effect from tax provision       909       (801)         1,988       3,685       Other taxes       7,236       3,799         357       (10,861)       Total Income taxes       (3,798)       2,022         A breakdown of tax:       (31,536)       (47,357)       Profit / (loss) before tax       (37,230)       (23,455)		PARENT		GROUP	
2,657 (111) Current tax 3,701 7,632 92 (1,256) Adjustment in corporation tax previous years (917) (1,538) 2,749 (1,367) Current tax incl. adj. in corporation tax previous years 2,784 6,094  1,057 597 Adjustment in deferred tax previous years 1,052 1,324 (5,437) (13,776) Change in deferred tax (15,690) (8,403) 0 0 Effect from change in tax rate, deferred tax (89) 9 0 0 Tax effect from tax provision 909 (801) 1,988 3,685 Other taxes 7,236 3,799 357 (10,861) Total Income taxes (3,798) 2,022  A breakdown of tax: (31,536) (47,357) Profit / (loss) before tax (37,230) (23,455) (31,536) (47,357)  Reconciliation of tax rate USD (6,938) (10,418) Danish corporation tax rate (860) (660) Denmark and Danish tax rate for subsidiaries outside Denmark and Danish tax rate (860) (660) Denmark and Danish tax rate (861) (749) 0 Tax effect from tax provision (724) (801) 2,815 (6,526) Non-taxable income and non-deductible expense	2016	2017	(USD in thousands)	2017	2016
92 (1,256) Adjustment in corporation tax previous years (917) (1,538) 2,749 (1,367) Current tax incl. adj. in corporation tax previous years 2,784 6,094  1,057 597 Adjustment in deferred tax previous years 1,052 1,324 (5,437) (13,776) Change in deferred tax (15,690) (8,403) 0 0 Effect from change in tax rate, deferred tax (89) 9 0 0 Tax effect from tax provision 909 (801) 1,988 3,685 Other taxes 7,236 3,799 357 (10,861) Total Income taxes (3,798) 2,022  A breakdown of tax: (31,536) (47,357) Profit / (loss) before tax (37,230) (23,455) (31,536) (47,357) Reconciliation of tax rate USD (6,938) (10,418) Danish corporation tax rate USD (8,938) (10,418) Danish corporation tax rate USD (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20)	2016	2017	(	2017	2016
92 (1,256) Adjustment in corporation tax previous years (917) (1,538) 2,749 (1,367) Current tax incl. adj. in corporation tax previous years 2,784 6,094  1,057 597 Adjustment in deferred tax previous years 1,052 1,324 (5,437) (13,776) Change in deferred tax (15,690) (8,403) 0 0 Effect from change in tax rate, deferred tax (89) 9 0 0 Tax effect from tax provision 909 (801) 1,988 3,685 Other taxes 7,236 3,799 357 (10,861) Total Income taxes (3,798) 2,022  A breakdown of tax: (31,536) (47,357) Profit / (loss) before tax (37,230) (23,455) (31,536) (47,357) Reconciliation of tax rate USD (6,938) (10,418) Danish corporation tax rate USD (8,938) (10,418) Danish corporation tax rate USD (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20) (1,20)	2 657	(111)	Current tay	3 701	7 632
2,749         (1,367)         Current tax incl. adj. in corporation tax previous years         2,784         6,094           1,057         597         Adjustment in deferred tax previous years         1,052         1,324           (5,437)         (13,776)         Change in deferred tax         (15,690)         (8,403)           0         0         Effect from change in tax rate, deferred tax         (89)         9           0         0         Tax effect from tax provision         909         (801)           1,988         3,685         Other taxes         7,236         3,799           357         (10,861)         Total Income taxes         (3,798)         2,022           A breakdown of tax:           (31,536)         (47,357)         Profit / (loss) before tax         (37,230)         (23,455)           (31,536)         (47,357)         Profit / (loss) before tax         (37,230)         (23,455)           (6,938)         (10,418)         Danish corporation tax rate USD         (8,191)         (5,160)           (182)         1,140         Effect of exchange rate adjustments between USD and DKK         (4,569)         378           (860)         (660)         Denmark and Danish tax rate         (501)         (749) <t< td=""><td></td><td></td><td></td><td></td><td></td></t<>					
1,057 597 Adjustment in deferred tax previous years 1,052 1,324 (5,437) (13,776) Change in deferred tax (15,690) (8,403) 0 0 Effect from change in tax rate, deferred tax (89) 9 0 0 0 Tax effect from tax provision 909 (801) 1,988 3,685 Other taxes 7,236 3,799 357 (10,861) Total Income taxes (37,236) (3,798) 2,022 A breakdown of tax: (31,536) (47,357) Profit / (loss) before tax (37,230) (23,455) (31,536) (47,357) Reconciliation of tax rate USD (47,357) Reconciliation of tax rate USD (182) 1,140 Effect of exchange rate adjustments between USD and DKK (4,569) 378 Effect of difference between tax rate for subsidiaries outside (860) (660) Denmark and Danish tax rate (501) (749) 0 Tax effect from tax provision (724) (801) 2,815 (6,526) Non-taxable income and non-deductible expense 430 3,108				` ′	
(5,437)       (13,776)       Change in deferred tax       (15,690)       (8,403)         0       0       Effect from change in tax rate, deferred tax       (89)       9         0       0       Tax effect from tax provision       909       (801)         1,988       3,685       Other taxes       7,236       3,799         357       (10,861)       Total Income taxes       (37,98)       2,022         A breakdown of tax:         (31,536)       (47,357)       (47,357)       (37,230)       (23,455)         Reconciliation of tax rate USD         (6,938)       (10,418)       Danish corporation tax rate       (8,191)       (5,160)         (182)       1,140       Effect of exchange rate adjustments between USD and DKK       (4,569)       378         Effect of difference between tax rate for subsidiaries outside       (860)       (660)       Denmark and Danish tax rate       (501)       (749)         0       0       Tax effect from tax provision       (724)       (801)         2,815       (6,526)       Non-taxable income and non-deductible expense       430       3,108	_,; ;;	(1,201)		_,, .	3,55
0       0       Effect from change in tax rate, deferred tax       (89)       9         0       0       Tax effect from tax provision       909       (801)         1,988       3,685       Other taxes       7,236       3,799         357       (10,861)       Total Income taxes       (37,236)       2,022         A breakdown of tax:       Profit / (loss) before tax       (37,230)       (23,455)         (31,536)       (47,357)       Reconciliation of tax rate USD       (37,230)       (23,455)         (6,938)       (10,418)       Danish corporation tax rate       (8,191)       (5,160)         (182)       1,140       Effect of exchange rate adjustments between USD and DKK       (4,569)       378         Effect of difference between tax rate for subsidiaries outside       (501)       (749)         (860)       (660)       Denmark and Danish tax rate       (501)       (749)         0       Tax effect from tax provision       (724)       (801)         2,815       (6,526)       Non-taxable income and non-deductible expense       430       3,108	1,057	597	Adjustment in deferred tax previous years	1,052	1,324
0       0       Tax effect from tax provision       909       (801)         1,988       3,685       Other taxes       7,236       3,799         357       (10,861)       Total Income taxes       (3,798)       2,022         A breakdown of tax:         (31,536)       (47,357)       Profit / (loss) before tax       (37,230)       (23,455)         (37,230)       (23,455)         Reconciliation of tax rate USD         (6,938)       (10,418)       Danish corporation tax rate       (8,191)       (5,160)         (182)       1,140       Effect of exchange rate adjustments between USD and DKK       (4,569)       378         Effect of difference between tax rate for subsidiaries outside       (501)       (749)         (860)       (660)       Denmark and Danish tax rate       (501)       (749)         0       0       Tax effect from tax provision       (724)       (801)         2,815       (6,526)       Non-taxable income and non-deductible expense       430       3,108	(5,437)	(13,776)	Change in deferred tax	(15,690)	(8,403)
1,988       3,685       Other taxes       7,236       3,799         357       (10,861)       Total Income taxes       (3,798)       2,022         A breakdown of tax:       Profit / (loss) before tax       (37,230)       (23,455)         (31,536)       (47,357)       Reconciliation of tax rate USD         (6,938)       (10,418)       Danish corporation tax rate       (8,191)       (5,160)         (182)       1,140       Effect of exchange rate adjustments between USD and DKK       (4,569)       378         (860)       (660)       Denmark and Danish tax rate       (501)       (749)         0       0       Tax effect from tax provision       (724)       (801)         2,815       (6,526)       Non-taxable income and non-deductible expense       430       3,108	0	0	Effect from change in tax rate, deferred tax	(89)	9
Total Income taxes   (3,798)   2,022	0	0	Tax effect from tax provision	909	(801)
(31,536) (47,357) Profit / (loss) before tax (37,230) (23,455)  (31,536) (47,357) Reconciliation of tax rate USD  (6,938) (10,418) Danish corporation tax rate  (182) 1,140 Effect of exchange rate adjustments between USD and DKK  (1860) (660) Denmark and Danish tax rate  (860) (660) Denmark and Danish tax rate  (860) Tax effect from tax provision  (724) (801)  2,815 (6,526) Non-taxable income and non-deductible expense	1,988	3,685	Other taxes	7,236	3,799
(31,536) (47,357) Profit / (loss) before tax (37,230) (23,455) (37,230) (23,455) (37,230) (23,455) (23,455) (37,230) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23	357	(10,861)	Total Income taxes	(3,798)	2,022
(31,536) (47,357) Profit / (loss) before tax (37,230) (23,455) (37,230) (23,455) (37,230) (23,455) (23,455) (37,230) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23,455) (23					
(31,536)         (47,357)         Reconciliation of tax rate USD           (6,938)         (10,418)         Danish corporation tax rate         (8,191)         (5,160)           (182)         1,140         Effect of exchange rate adjustments between USD and DKK Effect of difference between tax rate for subsidiaries outside         (4,569)         378           (860)         (660)         Denmark and Danish tax rate         (501)         (749)           0         0         Tax effect from tax provision         (724)         (801)           2,815         (6,526)         Non-taxable income and non-deductible expense         430         3,108					
Reconciliation of tax rate USD  (6,938) (10,418) Danish corporation tax rate (8,191) (5,160)  (182) 1,140 Effect of exchange rate adjustments between USD and DKK (4,569) 378  Effect of difference between tax rate for subsidiaries outside  (860) (660) Denmark and Danish tax rate (501) (749)  0 0 Tax effect from tax provision (724) (801)  2,815 (6,526) Non-taxable income and non-deductible expense 430 3,108	(31,536)	(47,357)	Profit / (loss) before tax	(37,230)	(23,455)
(6,938) (10,418) Danish corporation tax rate (8,191) (5,160) (182) 1,140 Effect of exchange rate adjustments between USD and DKK (4,569) 378 Effect of difference between tax rate for subsidiaries outside (860) (660) Denmark and Danish tax rate (501) (749) 0 0 Tax effect from tax provision (724) (801) 2,815 (6,526) Non-taxable income and non-deductible expense 430 3,108	(31,536)	(47,357)		(37,230)	(23,455)
(6,938) (10,418) Danish corporation tax rate (8,191) (5,160) (182) 1,140 Effect of exchange rate adjustments between USD and DKK (4,569) 378 Effect of difference between tax rate for subsidiaries outside (860) (660) Denmark and Danish tax rate (501) (749) 0 0 Tax effect from tax provision (724) (801) 2,815 (6,526) Non-taxable income and non-deductible expense 430 3,108			Personalization of tay rate USD		
(182) 1,140 Effect of exchange rate adjustments between USD and DKK Effect of difference between tax rate for subsidiaries outside  (860) (660) Denmark and Danish tax rate  0 Tax effect from tax provision (724) (801)  2,815 (6,526) Non-taxable income and non-deductible expense 430 3,108	(6.020)	(10 /119)		(9.101)	/F 160\
Effect of difference between tax rate for subsidiaries outside  (860) (660) Denmark and Danish tax rate (501) (749)  0 0 Tax effect from tax provision (724) (801)  2,815 (6,526) Non-taxable income and non-deductible expense 430 3,108			·		
(860)       (660)       Denmark and Danish tax rate       (501)       (749)         0       0       Tax effect from tax provision       (724)       (801)         2,815       (6,526)       Non-taxable income and non-deductible expense       430       3,108	(102)	1,140	,	(4,569)	370
0       0       Tax effect from tax provision       (724)       (801)         2,815       (6,526)       Non-taxable income and non-deductible expense       430       3,108	(960)	(660)		/EO1)	(740)
2,815 (6,526) Non-taxable income and non-deductible expense 430 3,108					
			•		
1,363 2,376 Interest initiation, third capitalization etc. 3,120 1,126			·		
0 Change in corporate income tax rate, current and coming years (90) 9			·		1,120
committee of the contract of t	_		- '	` '	9 3,476
			5		632
					<b>2,022</b>
(5,796) 2,022	55/	(10,001)	iotai income taxes	(5,7%)	2,022

In 2013, Management decided to change the presentation currency of its consolidated financial statements to USD, however, tax returns for the Danish companies are still submitted in DKK with numbers based on consolidation in DKK.

Effect of exchange rate adjustment in USD and DKK on Danish corporation tax is caused by the exchange rate adjustments between USD and DKK in the USD account.

No income tax has been recognized in other comprehensive income in 2017. In 2017 USD 0 thousand (2016 USD 1,699 thousand, 2015 USD 52 thousand) was recognized directly in equity related to tax credit arising upon exercise of warrants.

Denmark – credit for taxes paid abroad

The Danish tax authorities have in 2014 issued tax assessment notices for the financial years 2009 to 2011 following the assessment made regarding the financial year 2008. The new assessments adjust the tax payable due to non-recognition of credit relief calculated on withholding taxes paid abroad. The additional tax payable has been paid and expensed. The decisions are appealed to the National Tax Tribunal.

The tax credit calculations for the financial years 2013 to 2015 and the preliminary tax calculation for 2016 have been made up based on similar principles as applied by the Danish tax authorities for previous years.

# STATEMENT OF CASH FLOWS

# 9. NON-CASH ADJUSTMENTS

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
54,949	48,240	Depreciation of intangible and tangible assets	49,618	57,934
4,780	9,735	Disposal and impairment losses	10,138	4,780
(37)	(321)	Exchange rate adjustment on depreciation and fixed assets	(817)	414
0	250	Impairment of trade receivables	104	0
4,167	6,667	Currency adjustments, other	10,090	(1,411)
2,704	3,987	Reversal/Write-down on intercompany receivables	0	0
434	6,614	Share based payments	6,614	434
66,997	75,173	Total non-cash adjustments	75,747	62,151

# 10. CHANGES IN WORKING CAPITAL

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
(2,278)	1,488	Change in receivables and prepayments	(5,837)	15,960
563	(2,442)	Change in inventories	(2,476)	256
(72)	(5,261)	Change in receivables from subsidiaries and affiliates	(19,676)	(1,468)
(1,949)	3,274	Change in trade payables	4,080	(′3,758)
(8,785)	(2,674)	Change in other payables	3,253	(6,628)
(1,298)	1,036	Change in other receivables	1,667	(1,513)
3,676	(25,549)	Change in payables to affiliates	46	(2,789)
(10,143)	(30,127)	Total changes in working capital	(18,943)	60

# STATEMENT OF FINANCIAL POSITION

# **11. INTANGIBLE ASSETS**

GROUP		Other intangible	Completed development	Development projects in	Patents and	
(USD in thousands)	Goodwill	assets*	projects	progress	licenses	Total
Costs at 01.01 2016	3,055	7,560	178,440	10,926	17,703	217,684
Additions	0	240	68	7,930	3,221	11,459
Transfer	0	0	10,790	(9,957)	0	833
Disposal	0	0	(14,327)	0	0	(14,327)
Exchange rate adjustment	(624)	70	0	0	0	(554)
Costs at 31.12 2016	2,431	7,870	174,971	8,899	20,924	215,095
Amortization and impairment						
losses at 01.01 2016	0	3,963	105,089	588	3,562	113,202
Amortization for the year	0	915	23,557	0	887	25,359
Impairment losses for the year	0	0	2,196	0	1	2,197
Disposal	0	0	(14,327)	0	0	(14,327)
Exchange rate adjustment	0	78	1	(2)	1	78
Amortization and impairment						
losses at 31.12 2016	0	4,956	116,516	586	4,451	126,509
Carrying value at 31.12 2016	2,431	2,914	58,455	8,313	16,473	88,586
Costs at 01.01 2017	2,431	7,870	174,971	8,899	20,924	215,095
Additions	2,431 0	809	174,371	9,236	<b>20,324</b> 2,642	
Transfer	0	0	5,605	(5,605)	2,042	12,687 0
Disposal	0	0	(309)	(5,005)	0	(309)
Exchange rate adjustment	179	0	(309)	0	0	179
Costs at 31.12 2017	2,610	<b>8,680</b>	180,267	12,530	23,566	227,652
COStS at 51.12 2017	2,010	6,000	180,207	12,330	23,300	227,032
Amortization and impairment						
losses at 01.01 2017	0	4,956	116,516	586	4,451	126,509
Amortization for the year	0	492	18,617	0	912	20,021
Impairment losses for the year	0	312	7,562	0	90	7,964
Disposal	0	0	(309)	0	0	(309)
Exchange rate adjustment	0	0	0	0	0	0
Amortization and impairment						
losses at 31.12 2017	0	5,760	142,385	586	5,454	154,185
Carrying value at 31.12 2017	2,610	2,919	37,881	11,944	18,114	73,468

<sup>\*</sup> Please see following specification.

# Other intangible assets:

(USD in thousands)	Customer relationship	Technology	Total
Costs at 01.01 2016	1,618	5,942	7,560
Costs at 31.12 2016	1,683	6,187	7,870
Amortization and impairment losses at 01.01 2016	1,360	2,603	3,963
Amortization for the year	249	666	915
Exchange rate adjustment	74	4	78
Amortization and impairment losses at 31.12 2016	1,683	3,273	4,956
Carrying value at 31.12 2016	0	2,914	2,914
Costs at 01.01 2017	1,683	6,187	7,870
Additions	0	810	810
Exchange rate adjustment	0	0	0
Costs at 31.12 2017	1,683	6,997	8,680
Amortization and impairment losses at 01.01 2017	1,683	3,273	4,956
Amortization for the year	0	492	492
Impairment losses	0	312	312
Exchange rate adjustment	0	0	0
Amortization and impairment losses at 31.12 2017	1,683	4,078	5,760
Carrying value at 31.12 2017	0	2,919	2,919

# Goodwill and intangible assets with indefinite useful life

Goodwill of USD 2,431 thousand is related to the acquisition of Heat Seekers Ltd. in 2005, and has been subject to an annual impairment test. The impairment test performed in 2017 revealed no need for impairment of goodwill.

Goodwill has been tested at the aggregated level and the goodwill amount is allocated to the group's cash-generating unit, Welltec A/S Group. It is the opinion of Management that the carrying amount for goodwill does not exceed its recoverable value based on an estimate of present value of expected future net cash flows from the Welltec A/S Group (value-in-use).

The calculation of the value-in-use is based on the following key assumptions; expectations about future earnings, growth rates and discount rates.

Expectations are based on financial budget for 2018 and longterm forecasts until the end of 2022. A growth rate of 2.4% has been applied in the terminal period from 2023 and onwards.

The discount rate applied is based on a risk-adjusted after tax discount rate (weighted average cost of capital) of 10.7%. The weighted average cost of capital before tax is 11.8%. In 2016 the weighted average cost of capital used was 10.0% which equals a before tax discount rate of 11.1%.

Impairment test is based on following assumptions and market views:

Consensus suggests that the overall demand for Oil & Gas is expected to continue to increase as a result of a growing world economy. The global oversupply of oil gradually diminished during the course of 2016 amid production declines and reduced investments. The weakening supply fundamentals coupled with a resilient demand paved the way for higher oil prices and more importantly a more stable oil price environment by the end of 2016. Looking into 2017, market consensus suggest a continued stabilization albeit with risk of increased volatility should geopolitical unrest or the OPEC production coordination yet again fail. For Welltec, the market potential remains unchanged, as the global demand continues to increase. In addition the current oil price environment requires the industry to adopt new technology that reduces cost of production and ultimately help operators create sustainable businesses.

Although the prevailing climate is challenging for the industry and Welltec with global E&P spend dramatically reduced, above supports that the long term market potential for Welltec is unchanged.

#### Impairment of other intangible assets

Impairment of development projects amounted to USD 7.6 million (2016: USD 2.2 million), which has been recognized in the state-

of comprehensive income under cost of services provided as the projects are closed. The recoverable amount was calculated on the basis of Management's re-assessed estimate of the value in use of the assets.

PARENT (USD in thousands)	Technology	Completed development projects	Development projects in progress	Patents and licenses	Total
Costs at 01.01 2016	4,314	178,440	10,926	17,840	211,520
Additions	240	68	7,930	3,221	11,459
Transfer	0	10,790	(9,957)	0	833
Disposal	0	(14,327)	0	0	(14,327)
Costs at 31.12 2016	4,554	174,971	8,899	21,061	209,485
Amortization and impairment losses at 01.01 2016	979	105,090	588	3,652	110,309
Amortization for the year	666	23,557	0	887	25,110
Impairment losses for the year	0	2,196	0	1	2,197
Disposal	0	(14,327)	0	0	(14,327)
Exchange rate adjustment	(5)	0	(2)	4	(3)
Amortization and impairment losses at 31.12 2016	1,640	116,516	586	4,544	123,286
Carrying value at 31.12 2016	2,914	58,455	8,313	16,517	86,199
Costs at 01.01 2017	4,554	174,971	8,899	21,061	209,485
Additions	809	0	9,236	2,642	12,687
Transfer	0	5,605	(5,605)	0	0
Disposal	0	(309)	0	0	(309)
Costs at 31.12 2017	5,363	180,267	12,530	23,703	221,863
Amortization and impairment losses at 01.01 2017	1,640	116,516	586	4,544	123,286
Amortization for the year	492	18,617	0	913	20,022
Impairment losses for the year	312	7,562	0	90	7,964
Disposal	0	(309)	0	0	(309)
Exchange rate adjustment	0	0	0	0	0
Amortization and impairment losses at 31.12 2017	2,444	142,386	586	5,546	150,962
Carrying value at 31.12 2017	2,919	37,881	11,944	18,157	70,901

# Impairment of other intangible assets

Impairment of development projects amounted to USD 7.6 million (2016: USD 2.2 million), which has been recognized in the statement of comprehensive income under cost of services provided as the projects are closed. The recoverable amount was calculated on the basis of Management's re-assessed estimate of the value in use of the assets.

# **12. TANGIBLE ASSETS**

GROUP	Land and	Leasehold	Plant equipment	Other fix- tures, fittings, tools and	Plant equipment and fleet under	
(USD in thousands)	buildings	improvement	and fleet	equipment	construction	Total
Costs at 01.01 2016	11,147	6,336	250,027	24,995	19,817	312,322
Additions	151	119	3,651	483	15,403	19,807
Transfer	0	0	11,601	(1)	(12,433)	(833)
Disposals	0	0	(1,199)	(533)	0	(1,732)
Exchange rate adjustment	53	63	80	1,055	17	1,268
Costs at 31.12 2016	11,351	6,518	264,160	25,999	22,804	330,832
Depreciation and impairment losses at 01.01 2016	829	4,316	169,418	17,911	0	192,474
Depreciation for the year	480	636	27,718	3,762	0	32,596
Impairment losses for the year	0	0	2,584	0	0	2,584
Disposals	0	0	(1,179)	(465)	0	(1,644)
Exchange rate adjustment	11	59	41	939	0	1,050
Depreciation and impairment losses at 31.12 2016	1,320	5,011	198,582	22,147	0	227,060
Carrying value at 31.12 2016	10,031	1,507	65,578	3,852	22,804	103,772
Hereof held under finance lease	7,361	,	3921	0	0	11,282
Costs at 01.01 2017	11,351	6,518	264,160	25,999	22,804	330,832
Additions	123	122	1,476	1,011	13,714	16,446
Transfer	0	0	17,795	0	(17,795)	0
Disposals	(279)	0	(22,041)	(4,285)	0	(26,605)
Exchange rate adjustment	113	58	23	1,177	33	1,405
Costs at 31.12 2017	11,308	6,698	261,413	23,902	18,756	322,078
Depreciation and impairment losses at 01.01 2017	1,320	5,011	198,582	22,147	0	227,060
Depreciation for the year	526	351	26,504	2,216	0	29,597
Impairment losses for the year	0	0	2,174	0	0	2,174
Disposals	(112)	0	(22,041)	(4,132)	0	(26,285)
Exchange rate adjustment	17	51	20	1,000	0	1,088
Depreciation and impairment losses at 31.12 2017	1,751	5,413	205,239	21,230	0	233,634
Carrying value at 31.12 2017	9,557	1,285	56,174	2,672	18,756	88,444
Hereof held under finance lease	6,752	0	5,103	0	0	11,855

Impairment losses in 2017 and 2016 are related to scrapped tools, tools lost in the wells and impairment tests of the tool fleet.

DADENT			Plant	Other fixtures, fittings,	Plant equipment	
PARENT (USD in thousands)	Land and	Leasehold	equipment	tools &	& fleet under construction	Total
(O3D III tilousalius)	buildings	improvement	and fleet	equipment	construction	IOLAI
Costs at 01.01 2016	9,635	3,721	289,796	9,282	19,366	331,800
Additions	70	69	3,701	466	15,374	19,680
Transfer	0	0	11,600	0	(12,433)	(833)
Disposals	0	0	(1,169)	(45)	0	(1,214)
Exchange rate adjustment	2	4	81	0	0	87
Costs at 31.12 2016	9,707	3,794	304,009	9,703	22,307	349,520
Depreciation and impairment losses at 01.01 2016	645	2,879	209,602	6,760	0	219,886
Depreciation for the year	420	267	27,635	1,517	0	29,839
Impairment losses for the year	0	0	2,584	0	0	2,584
Disposal	0	0	(1,145)	0	0	(1,145)
Exchange rate adjustment	1	4	47	2	0	54
Depreciation and impairment losses at 31.12 2016	1,066	3,150	238,723	8,279	0	251,218
Carrying value at 31.12 2016	8,641	644	65,286	1,424	22,308	98,303
Hereof held under finance lease						
Costs at 01.01 2017	9,707	3,794	304,009	9,703	22,307	349,520
Additions	123	113	1,476	249	13,832	15,793
Transfer	0	0	17,795	0	(17,795)	0
Disposals	0	0	(22,034)	0	0	(22,034)
Exchange rate adjustment	0	4	0	6	0	10
Costs at 31.12 2017	9,830	3,911	301,248	9,958	18,344	343,289
Depreciation and impairment losses at 01.01 2017	1,066	3,150	238,723	8,279	0	251,218
Depreciation for the year	458	157	26,360	763	0	27,738
Impairment losses for the year	0	0	2,253	0	0	2,253
Disposal	0	0	(22,034)	0	0	(22,034)
Exchange rate adjustment	0	5	0	4	0	9
Depreciation and impairment losses at 31.12 2017	1,524	3,312	245,302	9,046	0	259,184
Carrying value at 31.12 2017	8,306	599	55,946	912	18,344	84,107
Hereof held under finance lease	6,752	0	5,103	0	0	11,855

Impairment losses in 2017 and 2016 are related to scrapped tools, tools lost in the wells and impairment tests of the tool fleet.

# **13. INVESTMENTS IN SUBSIDIARIES**

	PARENT	
(USD in thousands)		
	2017	2016
Acquisition cost 01.01	24,717	30,413
Additions	3,898	3,963
Disposal	0	(9,659)
Acquisition cost 31.12	28,615	24,717

The carrying value of investments in the subsidiaries is pledged as security for issued bonds as of December 2017 and December 31, 2016.

	Registered	Principal	Year /		
Name	office	activity	currency	Capital	Share
Welltec Angola Lda.***	Angola	Sales Company	2006 / USD	5,000	49%
Welltec Oilfield Services Argentina SA **	Argentina	Sales Company	2015 / ARS	50,000	100%
Welltec Oilfield Services Pty. Ltd.*	Australia	Sales Company	2005 / AUD	10	100%
Welltec Oilfield Services (Azerbaijan) Ltd.*	Azerbaijan	Sales Company	2007 / USD	5,000	100%
Welltec do Brasil Ltda.**	Brazil	Sales Company	2006 / BRL	423,790	100%
Welltec Canada Inc. *	Canada	Sales Company	2001 / CAD	6,000,001	100%
Welltech Oilfield Services (Newfoundland & Labrador) Limited*	Canada	Sales Company	2017 / CAD	10	100%
Welltech Oilfield Services Congo SAS***	Congo	Sales Company	2017 / XAF	1,000,000	100%
RS 2001 ApS*	Denmark	Sales Company	2001 / DKK	125,000	100%
Welltec Latinamerica ApS*	Denmark	Sales Company	2005 / DKK	475,000	100%
Welltec Africa ApS*	Denmark	Sales Company	2005 / DKK	125,000	100%
Welltec Oilfield Services (Continental Europe) A/S*	Denmark	Sales Company	2014 / DKK	500,000	100%
Welltec Oilfield Services Gabon Sarl ***	Gabon	Sales Company	2015 / CFA	1,000,000	100%
Welltec Oilfield Services (Ghana) Limited***	Ghana	Sales Company	2013 / GHC	40,818	90%
Welltech Oilfield Services (Guyana) Inc**	Guyana	Sales Company	2017 / GYD	500,000	100%
PT. Welltec Oilfield Services Indonesia*	Indonesia	Sales Company	2005 / USD	500,000	95%
Welltec Oilfield Services (India) Private Limited *	India	Sales Company	2008 / INR	100,000	100%
Welltech Oilfield Services (Iran)*	Iran	Sales company	2017/IRR	200,000,000	100%
Welltec Oilfield Services (Kazakhstan) LLP*	Kazakhstan	Sales Company	2011 / KZT	151,200	100%
Welltec Oilfield Services (Malaysia) Sdn. Bhd*	Malaysia	Sales Company	2005 / MYR	350,000	49%
Welltec Oilfield Services Mexico S.A.**	Mexico	Sales Company	2007 / MXN	50,000	100%
Welltec Oilfield Services (Nigeria) Ltd. ***	Nigeria	Sales Company	2006 / NGN	25,000,000	30%
Welltec Oilfield Services (Norway) *	Norway	Sales Company	2015 / NOK	3,000,000	100%
Welltech Oilfield Services (Muscat) LLC*	Oman	Sales Company	2017 / OMR	150,000	70%
Welltec Oilfield Services (Doha) LLC.*	Qatar	Sales Company	2015 / QAR	1,000	49%
Welltec (RUS) Holding LLC*	Russia	Holding Company	2017/RUB	100,000	100%
Welltec Oilfield Services (RUS) LLC.****	Russia	Sales Company	2007 / RUB	100,000	100%
Welltec Oilfield Services (Saudi Arabia) Ltd*	Saudi Arabia	Sales Company	2008 / SAR	500,000	100%
Welltec (UK) Ltd. *	Scotland - UK	Sales Company	2002 / GBP	1	100%
Welltec Oilfield Services (Proprietary) (South Africa) Limited***	South Africa	Sales Company	2010 / ZAR	1,000	100%
Welltec Oilfield Services (Trinidad & Tobago) Limited****	Trinidad & Tobago	Sales Company	2016 / TTD	1	100%
Welltec Oilfield Services (Uganda) Limited***	Uganda	Sales Company	2012 / USD	10,000	100%
Welltec Inc. *	USA	Sales Company	2000 / USD	100,000	100%
Welltec Venezuela, C.A.***	Venezuela	Sales Company	2005 / VEF	1,000	100%

\* Held by Welltec A/S, \*\* Held by Welltec Latinamerica ApS, \*\*\*Held by Welltec Africa ApS, \*\*\*\* Held by Welltec Inc. \*\*\*\* Held by Welltec (RUS) Holding LLC

Even though Welltec A/S only holds a 49% and 30% ownership interest in four subsidiaries, Welltec A/S controls the four subsidiaries through holdings of more than half of the voting power.

As stated above, Welltec owns a number of subsidiaries in the group more than 50% but less than 100%. Welltec consolidates these entities 100% with no minority interest. Welltec de facto has 100% ownership according to the respective shareholder agreements asWelltec is entitled to receive 100% of the dividends of these entities.

# **14. INVENTORIES**

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
3,131	6,116	Raw materials	6,397	3,680
543	0	Finished goods	302	543
3,674	6,116	Total inventories	6,699	4,223

# **15. TRADE RECEIVABLES**

	PARENT		GROUP	
2015	2047	(USD in thousands)	2047	2046
2016	2017	(ODD III tiloudalius)	2017	2016
9,598	8,505	Trade receivables before allowance for doubtful accounts	49,353	45,752
(50)	(300)	Write-downs	(367)	(263)
9,548	8,205	Total trade receivables	48,986	45,489
77	102	Trade receivables — average fixed time of credit (days)	109	92
		Development in write-downs of trade receivables		
(48)	(50)	Write-downs at 01.01	(263)	(261)
0		Reversed, unrealized write-downs	207	0
	50	Amounts written off during the year	(11)	
(2)	(300)	Write-down in profit or loss	(300)	(2)
(50)	(300)	Write-downs at 31.12	(367)	(263)
		Specification of trade receivables by due date		
8,301	5,358	Not due	35,248	29,023
1,046	1,212	Up to 30 days	4,753	5,445
58	349	30-60 days	3,344	3,796
166	76	60-90 days	1,372	3,526
(25)	1,210	90-120 days	2,185	1,861
2	0	120+ days	2,084	1,838
9,548	8,205	Total trade receivables	48,986	45,489

In 2017, the write-downs of receivables of USD 367 thousand are all related to trade receivables due more than 120+ days (2016: USD 263 thousand).

#### Credit risk management

The group's credit risk on liquid funds and derivative financial instruments is limited because the counter parties are banks with high credit ratings assigned by the international credit-rating agencies.

The group's services are provided to a variety of contractual counter parties and are therefore subject to the risk of non-payment for services or non-reimbursement of costs. Receivables consist of a relatively small number of customers, but the customers are large corporations in the oil industry. Companies with high credit ratings and the group's loss on trade receivables are historically immaterial. There is an ongoing centralized follow-up on outstanding trade receivables in accordance with the group's dunning procedures. If there is uncertainty of a customer's ability or will to pay, and if the management assess that the receivables is doubtful, the receivables will be written down to avoid this risk.

The maximum credit risk related to financial assets corresponds to the carrying amount. In case where there may be a risk of loss, a write-down will be made based on an individual assessment.

#### 16. PREPAYMENTS

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
13	152	Prepaid insurance	387	319
93	171	Prepaid lease	209	162
20	44	Prepaid rent	373	282
1,030	1,207	Prepaid creditors	2,918	1,371
1,144	330	Other prepayments	1,468	985
2,300	1,904	Total prepayments	5,355	3,119

## 17. SHARE CAPITAL

The share capital consists of 292,005,743 units at DKK 1 / USD 0.17. All shares are fully paid.

	GROUP	
(USD in thousands)	2017	2016
Share units 01.01. Share units 31.12.	53,218 <b>53,218</b>	53,218 <b>53,218</b>

All the shares are fully paid and have the same rights.

No dividend was paid out in 2017 or 2016 and no dividend is proposed related to the financial year 2017.

The holding of treasury shares can be specified as follow

	Number of shares	Nominal value in DKK	Share of capital in %
Treasury shares 31.12.2015	230,669	230,669	4.8
Purchase of shares	4,208	4,208	0.0
Treasury shares 31.12.2016	234,877	234,877	4.8
Sale of shares	(234,877)	(234,877)	(4.8)
Treasury shares 31.12.2017	0	0	0

The holding of treasury shares is related to shares in Welltec International ApS.

During 2017 Welltec has sold 234,877 own shares at a value of USD 22,794 thousand.

Welltec invests in own shares using excess liquidity to reduce the number of shareholders.

# **18. DEFERRED TAX ASSETS AND LIABILITIES**

	PARENT		GROUP	
		(UCD in the county)		
2016	2017	(USD in thousands)	2017	2016
20,850	(15,594)	Deferred tax 01.01	(20,798)	28,092
(876)	(1,828)	Exchange rate adjustments	(2,353)	577
1,057	(597)	Adjustment of deferred tax — previous years	(1,052)	1,324
0	0	Effect of change in income tax rate, current year	90	9
(5,437)	13,776	Change in deferred tax for the year	14,781	(9,204)
15,594	(4,243)	Deferred tax assets(-)/liabilities 31.12	(9,332)	20,798
		Deferred tax breakdown:		
26,135	(26,703)	Intangible assets	(26,703)	23,398
(5,316)	17,167	Tangible assets	17,406	(367)
0	0	Current assets	0	(95)
(5,225)	5,293	Current and non-current liabilities	(708)	(310)
0	0	Tax loss carried forward etc.	673	(1,828)
15,594	(4,243)	Deferred tax assets(-)/liabilities 31.12	(9,332)	20,798
		Deferred tax is recognized in the statement of financial		
		position with:		
0	0	Deferred tax assets	1,813	(2,040)
15,594	(4,243)	Deferred tax liabilities	(11,145)	22,838
15,594	(4,243)	Deferred tax assets(-)/liabilities 31.12	(9,332)	20,798

The group does not recognize deferred tax assets that are unlikely to be realized or otherwise exposed to major risk or uncertainty.

# 19. CURRENT AND NON-CURRENT FINANCIAL LIABILITIES

	PARENT		GROUP	
		(100 ) (1 )		
2016	2017	(USD in thousands)	2017	2016
320,250	329,689	Issued bonds	329,689	320,250
(27,009)	0	Holding of own bonds	0	(27,009)
26,029	0	Bank debt	0	26,029
8,857	10,881	Finance lease commitments	10,881	8,863
328,127	340,570		340,570	328,133
1,392	1,738	Due within 1 year	1,738	1,398
27,138	1,630	Due within 1-2 years	1,630	27,138
294,199	1,642	Due within 2-3 years	1,642	294,199
1,034	1,169	Due within 3-4 years	1,169	1,034
620	330,577	Due within 4-5 years	330,577	620
3,744	3,814	Due after 5 years	3,814	3,744
328,127	340,570		340,570	328,133
		Recognition of short-term and long-term financial liabilities in the		
		statement of financial position:		
7,465	9,143	Non-current financial liabilities — lease commitments	9,143	7,465
		Non-current financial liabilities — issued bonds (incl. holding of		
293,241	329,689	own bonds)	329,689	293,241
26,029	0	Non-current financial liabilities — bank debt	0	26,029
1,392	1,738	Current financial liabilities	1,738	1,398
328,127	340,570		340,570	328,133

GROUP			2016		
Currency	Expiry	Fixed or floating interest	Effective interest rate %	Carrying amount local (thousands)	Carrying amount USD (thousands)
DKK	2024	floating	0.95-6.89	62,509	8,863
EUR	2018	floating	2.1	25,000	26,029
USD	2019	fixed	8.5	293,241	293,241
					328,133

**GROUP** 2017

Currency	Expiry	Fixed or floating interest	Effective interest rate %	Carrying amount local (thousands)	Carrying amount USD (thousands)
DKK	2024	floating	0.95-7.39	67,545	10,881
USD	2022	fixed	9.75	329,689	329,689
					340,570

# Issued bonds and bank debt

In November 2017, Welltec A/S issued bonds of a value of USD 340 million. The bonds have a fixed interest of 9.5% and an effective rate of 9.75%. The bonds are repayable in full in November 2022. The fair value of issued bonds at December 31 2017, is USD 343 million (December 31, 2016 USD 328 million). The fair value is based on the OTC quoted market price 101.00 USD per. note (December 31, 2016 101.00 USD per note) (level 1).

PARENT			2016		
Currency	Expiry	Fixed or floating interest	Effective interest rate %	Carrying amount local (thousands)	Carrying amount USD (thousands)
DKK	2024	floating	0.95-6.89	62,467	8,857
EUR	2018	floating	2.1	25,000	26,029
USD	2019	fixed	8.5	293,241	293,241
					328,127
					320,127
PARENT			2017		320,127
PARENT	Expiry	Fixed or floating interest	2017 Effective interest rate %	Carrying amount local (thousands)	Carrying amount USD (thousands)
	<b>Expiry</b> 2024	floating	Effective interest rate	amount local	Carrying amount USD
Currency		floating interest	Effective interest rate %	amount local (thousands)	Carrying amount USD (thousands)

## Issued bonds and bank debt

In November 2017, Welltec A/S issued bonds of a value of USD 340 million. The bonds have a fixed interest of 9.5% and an effective rate of 9.75%. The bonds are repayable in full in November 2022. The fair value of issued bonds at December 31 2017, is USD 343 million (December 31, 2016 USD 328 million). The fair value is based on the OTC quoted market price 101.00 USD per. note (December 31, 2016 101.00 USD per note) (level 1).

## 19.1 Finance lease obligations

Finance lease relates to a building with a lease term of 10.5 years and manufacturing equipment with lease terms of 3-5 years. The group and the parent company have options to purchase the building and the equipment for a nominal amount at the end of the lease agreements. The group's and the parent company's obligations under finance leases are secured by the lessors' title to the leased assets.

2017 2016 **GROUP** 

(USD in thousands)  Maturity of finance lease obligations:	Minimum lease payments	Present value of minimum lease payment	Minimum lease payments	Present value of minimum lease payment
Within 1 year	1,796	1,738	1,448	1,398
Between 1 and 5 years	5,527	5,330	3,868	3,722
Over 5 years	4,151	3,813	4,721	3,743
Total finance lease obligations	11,474	10,881	10,037	8,863

## **GROUP**

(USD in thousands)	2017	2016
Interest from finance lease, expensed	(555)	(547)

The fair value of the finance lease liabilities is approximately equal to their carrying amount as of December 31, 2016 and December 31, 2015.

PARENT	20	17	2016		
(USD in thousands)	Minimum lease payments	Present value of minimum lease payment	Minimum lease payments	Present value of minimum lease payment	
Maturity of finance lease obligations:					
Within 1 year	1,796	1,738	1,448	1,392	
Between 1 and 5 years	5,527	5,330	3,868	3,721	
Over 5 years	4,151	3,813	4,721	3,744	
Total finance lease obligations	11,474	10,881	10,037	8,857	

# **PARENT**

(USD in thousands)	2017	2016
Interest from finance lease, expensed	(555)	(547)

The fair value of the finance lease liabilities is approximately equal to their carrying amount as of December 31, 2017 and 2016.

#### 19.2 Maturity dates for financial liabilities

GROUP 2016

	Less than 1	Between 1 and	Later than 5	
(USD in thousands)	year	5 years	years	Total
Finance lease commitments	1,398	3,722	3,743	8,863
Issued bonds (incl. holding of own bonds)	0	293,241	0	293,241
Bank debt	0	26,029	0	26,029
Trade payables	8,353	0	0	8,353
Other payables	27,330	0	0	27,330
Total financial liabilities	37,081	322,992	3,743	363,816

All debt is measured at amortized cost. The amounts in the table above are exclusive of interest.

Interest on issued bonds mature on an annual basis with USD 26 million until maturity on 1 February 2019.

**GROUP** 2017

(USD in thousands)	Less than 1 year	Between 1 and 5 years	Later than 5 years	Total
Finance lease commitments	1,738	5,330	3,813	10,881
Issued bonds	0	329,689	0	329,689
Payable to Subsidiaries	46	0	0	46
Trade payables	12,433	0	0	12,433
Other payables	23,038	0	0	23,038
Total financial liabilities	37,255	335,019	3,813	376,087

All debt is measured at amortized cost. The amounts in the table above are exclusive of interest.

Interest on issued bonds mature on an annual basis with USD 32.3 million until maturity 27 November 2022.

**PARENT** 2016 Less than 1 Between 1 and Later than 5 (USD in thousands) **Total** 5 years years year Finance lease commitments 1,392 3,722 3,743 8,857 Issued bonds (incl, holding of own bonds) 0 293,241 0 293,241 Bank debt 0 26,029 0 26,029 Loan payables to subsidiaries and affiliates 48,818 0 0 48,818 Payables to subsidiaries and affiliates 0 23,421 23,421 0 Trade payables 0 0 6,577 6,577 Other payables 18,480 0 18,480 0 **Total financial liabilities** 425,423 98,688 322,992 3,743

All debt is measured at amortized cost. The amounts in the table above are exclusive of interest.

Interest on issued bonds mature on an annual basis with USD 26 million until maturity on 1 February 2019.

**PARENT** 2017

	Less than 1	Between 1 and	Later than 5	
(USD in thousands)	year	5 years	years	Total
Finance lease commitments	1,738	5,330	3,813	10,881
Issued bonds (incl, holding of own bonds)	0	329,689	0	329,689
Loan payables to subsidiaries and affiliates	48,488	0	0	48,488
Payables to subsidiaries and affiliates	8,473	0	0	8,473
Trade payables	9,851	0	0	9,851
Other payables	8,262	0	0	8,262
Total financial liabilities	76,812	335,019	3,813	415,644

All debt is measured at amortized cost. The amounts in the table above are exclusive of interest.

Interest on issued bonds mature on an annual basis with USD 32.3 million until maturity 27 November 2022.

# 19.3 Net interest-bearing debt

GROUP	Included in cash flow from					
	2016	cing activities	New leases	Currency translation adjustments	Fair value adjustments	2017
Issued bonds	293,241	(297,590)	-	-	4,349	0
Issued bonds	-	336,688			(6,999)	329,689
Bank debt	26,029	(29,426)	-	3,270	127	0
Finance lease commitments	8,863	(1,758)	2,576	1,200	-	10,881
Total interest bearing debt	328,133	7,915	2,576	4,470	(2,523)	340,570
Cash and cash equivalents	(52,395)					(28,465)
Net interest bearing debt	275,738					312,105

#### **PARENT**

	Included in cash flow from					
	71nan 2016	cing activities	New leases	Currency translation adjustments	Fair value adjustments	2017
Issued bonds	293,241	(297,590)	-	-	4,349	0
Issued bonds	-	336,688			(6,999)	329,689
Bank debt	26,029	(29,426)	-	3,270	127	0
Finance lease commitments	8,863	(1,758)	2,576	1,200	-	10,881
Total interest bearing debt	328,132	7,915	2,576	4,470	(2,523)	340,570
Cash and cash equivalents	(31,996)					(16,166)
Net interest bearing debt	274,632					310,881

# **20. OTHER PAYABLES**

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
		Wages and salaries, personal income taxes, social security costs, etc.		
652	79	payable	2,999	2,989
3,371	3,422	Holiday pay obligation	5,601	5,777
10,055	2,510	Accrued interests	2,510	10,055
4,402	2,251	Other costs payable	11,928	8,509
18,480	8,262	Total other payables	23,038	27,330

# OTHER

# 21. FEES TO AUDITOR APPOINTED AT THE ANNUAL GENERAL MEETING

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
83 <b>83</b>	86 <b>86</b>	Statutory audit services Statutory audit services	225 <b>225</b>	219 <b>219</b>
		Non-audit services:		
0	3	Assurance opinions	3	0
59	52	Tax advisory services	182	59
37	160	Other	187	37
96	215	Non-audit services	372	96
179	301	Total fees to auditors	597	315

### 22. ASSETS CHARGED AND CONTINGENT LIABILITIES

In 2017 the Group has issued bank guarantees to third parties in the amount of USD 3,622 thousand. In 2016 bank guarantees to third parties were USD 6,214 thousand.

Welltec A/S is part of a Danish joint taxation scheme with JH Holding, Allerød ApS and its Danish subsidiaries. As from the 2013 financial year, the company has partly a joint and several liability and partly a secondary liability with respect to income taxes etc. for the jointlytaxed companies. As from 1 July 2012 it also has partly a joint and several liability and partly a secondary liability with respect to any obligations to withhold tax on interest, royalties and dividends for these companies. However, in both cases the secondary liability is capped at an amount equal to the share of the capital of the company directly or indirectly owned by the ultimate parent company.

The Bond debt is guaranteed by Welltec International ApS, Welltec Holding ApS, Welltec Canada Inc., Welltec Africa ApS, Welltec (UK) Ltd, Welltec Inc. and Welltec Oilfield Services (Norway) AS and is secured, subject to certain exceptions and permitted liens, by all of the issued shares of Welltec A/S and each of the Guarantors (other than Welltec International ApS, Welltec (UK) Ltd and Welltec Oilfield Services (Norway) AS and Welltec (UK) Ltd.).

Welltec A/S group is involved in legal proceedings and disputes in a number of countries against businesses and individuals. It is the opinion of management that the outcome of these proceedings will not have a material impact on the group's financial position, results of operations or cash flows.

Welltec A/S has issued letter of support for certain subsidiaries.

#### 23. OPERATING LEASE COMMITMENTS

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
		Rental and leasing obligations		
1,342	1,431	Due within 1 year	4,896	4,152
13	0	Due within 1 to 5 years	8,992	7,487
0	0	Due after 5 years	3,826	4,321
1,355	1,431	Total rental and leasing obligations	17,714	15,960
2,006	2,123	Rental and leasing expenses for the year	8,022	7,264

The group has entered into operational leasing agreement regarding house rental, office furniture and company cars for the period 2018-2026.

Rental obligations are running from 3 to 36 months

#### 24. FINANCIAL INSTRUMENTS

#### 24.1 General capital structure

The group is financed partly through equity and partly through long-term debt. Management assesses on a regular basis whether the group's capital structure is in accordance with the group's and shareholder's interests. The overall objective is to ensure a capital structure that supports long-term growth and also maximizes returns to the shareholder of the group by optimizing the debt to equity ratio. The group's overall objective remains the same.

#### 24.2 Market risk

Due to the group's foreign activities and credit facilities in foreign currencies, its profit/loss, cash flows and equity are affected by changes in exchange rates and interest rates for a number of currencies.

A significant part of this change in exchange rates has been eliminated by changing functional currency for the Danish companies to USD from 2012.

#### 24.2.1 Foreign currency risk management

The reporting currency of the group and the parent company is US dollars. The functional currency of the Danish companies is considered to be US dollars, and the rest of the group's subsidiaries have the functional currency of the country in which the subsidiary is domiciled. A proportion of the group's revenues, expenses and other liabilities are denominated in currencies other than US dollars, in particular Danish kroner, Norwegian kroner and British pounds. Exchange rate exposures are managed within approved policy parameters.

#### PARENT

The carrying amounts of the company's foreign currency denominated monetary assets and monetary liabilities at the end of the reporting period are as follows stated in the material currencies affecting the group:

	Assets		Liabilities	
(USD in thousands)	2017	2016	2017	2016
DKK	190,495	366,864	(182,431)	(208,960)
GBP	0	0	0	0
NOK	0	0	0	0

#### GROUP

The carrying amounts of the group's foreign currency denominated monetary assets and monetary liabilities at the end of the reporting period are as follows stated in the material currencies affecting the group:

	Ass	ets	Liabilities		
(USD in thousands)	2017	2016	2017	2016	
DKK	190,495	366,864	(182,431)	(208,960)	
GBP	3,696	6,484	(456)	(3,791)	
NOK	15,262	14,759	(9,671)	(9,900)	

#### 24.2.2 Foreign currency sensitivity analysis

The following tables detail the parent and group's sensitivity to a 10% increase and decrease in DKK, GBP and NOK against the relevant foreign currencies. The percentage used is the sensitivity rate and is representing Management's assessment of the reasonably possible change in foreign exchange rates. The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for a change in foreign currency rates. The sensitivity analysis includes external loans as well as loans to foreign operations within the group where the denomination of the loan is in a currency other than the currency of the lender or the borrower. A positive number below indicates an increase in profit and equity where the currency strengthens 10% against the relevant currency. For a 10% weakening of the currency against the relevant currency, there would be a comparable impact on the profit and other equity, and the balances below would be negative:

#### **PARENT**

	Currency DKK impact		Curre	ency INR impact	Currency NOK impact	
(USD in thousands)	2017	2016	2017	2016	2017	2016
5 (1.4)	400		(005)	400		
Profit/(Loss)	130	2,239	(925)	422	0	0
Equity	0	0	(4,403)	(1,063)	(2)	0

# **GROUP**

	Currency DKK impact		Curre	ncy GBP impact	<b>Currency NOK impact</b>	
(USD in thousands)	2017	2016	2017	2016	2017	2016
Profit/(Loss)	130	2,239	28	41	240	261
Equity	0	2,239	(327)	(273)	623	597

#### 24.2.3 Interest rate risk management

From the beginning of 2012 the group's interest rate risk relates to the group's interest bearing debt to bondholders. The interest is fixed at an effective rate of 8.5%. In November 2017 the interest bearing debt was refinanced with a new bond loan. The interest is fixed at an effecitive rate at 9,75%

As the interest rate is fixed the group does not apply hedge accounting to its derivative financial instruments. Thus any changes in fair value are recognized directly in statement of comprehensive income as financial income or financial expenses.

#### 24.2.4 Interest rate sensitivity analysis

The Group's interest-bearing debt for 2017 and until the refinancing in November 2017 is is primarily fixed to 8.5% due to the bond loan, however the EIB loan has a variable interest of 2.2% + 6 months EURIBOR. Both loans were refinanced by end of 2017 and the new bond loan is fixed to an interest rate of 9.5%.

A 250 basis point increase or decrease represents Management's assessment of the reasonably possible change in interest rates.

If interest rates had been 250 basis points higher/lower and all other variables were held constant, the group's:

Profit for the year and equity as of December 31, 2017 would be affected with USD 675 thousand (2016: 675 thousand).

#### 24.3 Liquidity risk management

It is the group's policy that capital raising and distribution of cash are managed centrally by the group's finance department to the extent it is deemed appropriate. The group manages liquidity risk by maintaining adequate reserves, banking facilities and reserve borrowing facilities, by continuously monitoring forecast and actual cash flows.

The group is adjusting centrally the cash outflow in investments in intangible assets and property, plant and equipment in Denmark.

For general corporate and working capital purpose the Group holds a USD 40 million Revolving Credit Facility (RCF). The RCF contains requrements for mandatory prepayments upon certain events, also the RCF contains financial covenant.

Please see note 19.2. Maturity dates for financial liabilities.

# 24.4 Categories of financial instruments

	PARENT		GROUP	
2016	2017	(USD in thousands)	2017	2016
		Other receivables (non-current) and current portion of non-cur-		
199	0	rent assets	953	1,777
9,548	8,205	Trade receivables	48,986	45,489
197,616	198,929	Loans to subsidiaries and affiliates	154,196	129,443
7,924	13,184	Receivables from subsidiaries and affiliates	21,569	1,893
2,954	1,919	Other receivables	5,603	7,271
2,300	1,904	Prepayments	5,355	3,119
31,996	16,166	Cash and cash equivalents	28,465	52,395
252,537	240,307	Receivables and loans	265,127	241,387

PARENT			GROUP		
2016	2017	(USD in thousands)	2017	2016	
8,857	10,881	Finance lease commitments	10,881	8,863	
293,241	329,689	Issued bonds	329,689	293,241	
26,029	0	Bank debt	0	26,029	
48,818	48,488	Loan payable to subsidiaries and affiliates	0	0	
23,421	8,473	Payables to subsidiaries and affiliates	46	0	
6,577	9,851	Trade payables	12,433	8,353	
18,480	8,262	Other payables	23,038	27,330	
425,423	415,644	Financial liabilities measured at amortized cost	376,087	363,816	

#### **25. RELATED PARTIES**

Welltec's related parties

The ultimate parent company, preparing a consolidated financial statement in which the Welltec A/S Group is included, is JH Holding, Allerød ApS, Haregabsvej 15, 3230 Græsted, Denmark

- 1. The parent company Welltec Holding ApS (control), Gydevang 25, 3450 Allerød, Denmark, which is wholly owned by Welltec International ApS
- 2. Welltec International ApS, Gydevang 25, 3450 Allerød, Denmark, which is owned by JH Holding. Allerød, ApS and 7 Industries and other shareholders
- 3. JH Holding. Allerød, ApS, Haregabsvej 15, 3230 Græsted, Denmark, which is wholly owned by Jørgen Hallundbæk
- 4. 7 Industries Holding B.V., Hoogoorddreef 15, 1101 BA, Amsterdam, The Netherlands (owns more than 5% of Welltec Interna-
- 5. Exor N.V., Hoogoorddreef 15, 1101 BA, Amsterdam, The Netherlands (own more than 5%)
- 6. Companies in which the principal shareholder of Welltec International ApS exercises control, i.e. Haregabgaard ApS and Tinkerbell ApS, Haregabsvej 15, Esbønderup Skovhuse, 3230 Græsted
- 7. Members of the parent company's Executive Management and Board of Directors as well as close relatives of these members
- Subsidiaries of Welltec A/S see note 13. Investments in subsidiaries

Balances and transactions between the Company and its subsidiaries, which are related parties of the Company, have been eliminated on consolidation in accordance with the accounting policies. Details of transactions between the group and other related parties are disclosed below.

# 25.1 Related parties transactions

#### GROUP

During the year, group entities entered into the following trading transactions with related parties that are not members of the group::

(USD in thousands)

		Key	
2016	Affiliates*	management personnel	Board of Directors
Interests received	1,622	0	0
Purchase of shares in Welltec International ApS	0	793	0
Legal services	0	0	17
Total transactions	6,756	793	17

		Key	
2017	Affiliates*	management personnel	Board of Directors
Interests received	7,089	0	0
Sale of shares in Welltec International ApS	22,794	0	0
Total transactions	29,883	0	0

<sup>\*</sup>The parent company's principal shareholder(s) are defined as affiliates.

The following balances were outstanding at the end of the reporting period:

(USD in thousands)	Amounts owe	d by related parties	Amounts owed to related parties	
	2017	2016	2017	2016
Welltec International ApS	97,398	65,808	0	0
Welltec Holding ApS	78,356	65,528	0	0
Welltec Oilfield Solutions AG	10	0	(46)	0
Total balances	175,765	131,336	(46)	0

**PARENT** 

During the year, the company entered into the following transactions with related parties:

			Key	
2016	Affiliates*	Subsidiaries	management personnel	Board of Directors
Rental of equipment	0	85,906	0	0
Purchase of services	0	55	0	0
Purchase of shares in Welltec International ApS	0	0	793	0
Interest income/(Expenses)	6,756	4,553	0	0
Legal services	0	0	0	17
Total transactions	6,756	90,514	793	17

			Key	
2017	Affiliates*	Subsidiaries	management personnel	Board of Directors
Rental of equipment	0	41,646	0	0
Sales of shares in Welltec International ApS	22,794	0	0	0
Interest income/(Expenses)	7,089	2,858	0	0
Total transactions				

 $<sup>\</sup>hbox{$^*$The parent company's principal shareholder(s) are defined as affiliates}.$ 

Legal services from Board of Directors relate to a former member for the Board.

The following balances were outstanding at the end of the reporting period:

(USD in thousands)	Amounts owed by related parties		Amounts owed to related parties	
	2017	2016	2017	2016
Welltec International ApS	96,997	65,419	0	0
Welltec Holding ApS	78,355	65,886	0	0
Subsidiaries	36,761	74,235	(56,960)	(72,239)
Total balances	212,113	205,540	(56,960)	(72,239)

# **26. EVENTS AFTER THE BALANCE SHEET DATE**

No significant events regarding the group's activities have occurred since December 31, 2017.

# **BRANCHES**

# **BRANCHES**

# **27. BRANCHES**

# The group holds the following branches:

	Registered	Principal	Year /
Name	office	activity	currency
Welltec A/S (Azerbaijan Branch)*	Azerbaijan	Sales Branch	2008 / AZN
Welltec A/S India Project Office*	India	Sales Branch	2008 / INR
	Equatorial		
Welltec Africa ApS E.G.***	Guinea	Sales Branch	2010 / XAF
Welltec A/S - Abu Dhabi*	UAE	Sales Branch	2011 / AED
Welltec Latin America ApS Sucursal Columbiana**	Columbia	Sales Branch	2011 / COP
Welltec A/S (Gabon Branch)*	Gabon	Sales Branch	2012 / CFA
Welltec Africa ApS Congo***	Congo	Sales Branch	2013 / CFA
Welltec Latinamerica ApS (Ecuador Branch)**	Ecuador	Sales Branch	2014 / USD
Welltec Africa ApS (Cameroun Branch)	Cameroun	Sales Branch	2016 / XAF
Welltec Africa ApS (Ivory Coast Branch)***	Ivory Coast	Sales Branch	2015 / XOF

<sup>\*</sup> Held by Welltec A/S

<sup>\*\*</sup> Held by Welltec Latinamerica ApS

<sup>\*\*\*</sup>Held by Welltec Africa ApS

