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### Conaxess Trade Denmark A/S

Stamholmen 151, 4. 2650 Hvidovre CVR No. 16015512

## Annual report 2019

The Annual General Meeting adopted the annual report on 18.05.2020

### **Jacob Schilling**

Chairman of the General Meeting

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## **Entity details**

### **Entity**

Conaxess Trade Denmark A/S Stamholmen 151, 4. 2650 Hvidovre

CVR No.: 16015512

Date of foundation: 10.06.1966 Registered office: Hvidovre

Financial year: 01.01.2019 - 31.12.2019

### **Board of Directors**

Nils Holger Haase, Chairman Uwe Thellmann Jacob Schilling

### **Executive Board**

Jacob Schilling Torben Bank Jensen

### **Auditors**

Deloitte Statsautoriseret Revisionspartnerselskab Weidekampsgade 6 P. O. Box 1600 0900 Copenhagen C

## **Statement by Management**

The Board of Directors and the Executive Board have today considered and approved the annual report of Conaxess Trade Denmark A/S for the financial year 01.01.2019 - 31.12.2019.

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

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2019 and of the results of its operations for the financial year 01.01.2019 - 31.12.2019.

We believe that the management commentary contains a fair review of the affairs and conditions referred to therein.

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

Hvidovre, 18.05.2020

**Executive Board** 

Jacob Schilling Torben Bank Jensen

Board of Directors

Nils Holger Haase Uwe Thellmann

**Jacob Schilling** 

Chairman

## Independent auditor's report

### To the shareholder of Conaxess Trade Denmark A/S

### **Opinion**

We have audited the financial statements of Conaxess Trade Denmark A/S for the financial year 01.01.2019 - 31.12.2019, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2019 and of the results of its operations for the financial year 01.01.2019 - 31.12.2019 accordance with the Danish Financial Statements Act.

### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) and 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 this auditor's report. We are independent of the Entity in accordance with the International Ethics Standards Board of 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.

### Management's responsibilities for the financial statements

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

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

### Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by 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 Entity'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 Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures in the notes, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

### Statement on the 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 in 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, we conclude that 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 of the management commentary.

Copenhagen, 18.05.2020

### **Deloitte**

Statsautoriseret Revisionspartnerselskab CVR No. 33963556

### Kim Takata Mücke

State Authorised Public Accountant Identification No (MNE) mne10944

### Kåre Konge Breindal

State Authorised Public Accountant Identification No (MNE) mne40761

## **Management commentary**

### **Financial highlights**

	2019	2018	2017	2016	2015
	DKK'000	DKK'000	DKK'000	DKK'000	DKK'000
Key figures					
Revenue	579,905	628,114	729,842	753,087	936,105
Gross profit/loss	78,579	78,480	72,413	100,750	87,888
Operating profit/loss	2,417	(14,544)	(925)	(925)	(19,099)
Net financials	(2,988)	(2,046)	(3,083)	(485)	(2,293)
Profit/loss for the year	6,076	(7,564)	(25,505)	4,379	(10,991)
Total assets	369,488	373,602	434,734*	431,990*	321,896*
Investments in property, plant and equipment	4,829	1,706	2,938	1,444	2,941
Equity	118,182	112,106	119,670	145,173	140,795
Ratios					
Gross margin (%)	13.55	12.49	9.92	13.38	9.39
EBIT margin (%)	0.42	(2.32)	(0.13)	(0.12)	(2.04)
Return on equity (%)	5.28	(6.53)	(19.26)	3.06	(7.51)
Equity ratio (%)	31.99	30.01	27.53*	33.61*	43.74*

Financial highlights are defined and calculated in accordance with the current version of "Recommendations & Ratios" issued by the CFA Society Denmark.

### Gross margin (%):

Gross profit/loss \* 100

Revenue

### EBIT margin (%):

Operating profit/loss \* 100

Revenue

### Return on equity (%):

Profit/loss for the year \* 100

Average equity

### Equity ratio (%):

**Equity \* 100** 

Total assets

<sup>\*</sup> It has not been practically possible to correct comparative figures.

### **Primary activities**

Conaxess Trade Denmark A/S is a sales and marketing company whose principal activity is sales of branded convenience goods to the Danish market, with main emphasis on food, confectionery and personal hygiene.

Other activities include sales and distribution of confectionery in travel markets, primarily in the Nordic region.

### **Development in activities and finances**

In 2019, the Company's revenue amounts to DKK 579,905 thousand against DKK 628,114 thousand last year. The income statement for 2019 shows a profit of DKK 6,076 thousand against a loss of DKK 7,564 thousand last year, and the balance sheet at 31 December 2019 shows an equity of DKK 118,182 thousand.

Results from ordinary activities are considered satisfactory and a result of a strong focus on the turnaround of the Company. EBIT has increased by DKK 16,961 thousand compared with last year.

Due to further structural portfolio changes, revenue was lower compared to last year's level. The profit for the year was positively affected by income from subsidiary totaling DKK 4,340 thousand and income from associate totaling DKK 2,353 thousand.

A profit of DKK 6,076 thousand (2018: DKK -7,564 thousand) was in line with Management's expectations.

### Uncertainty relating to recognition and measurement

There have been no uncertainties as to recognition or measurement in 2019.

### Unusual circumstances affecting recognition and measurement

None.

### Outlook

Results for 2020 were expected to be higher than for 2019 but due to COVID19 pandemic, the results for 2020 is now expected to be significantly lower than in 2019. Revenue, earnings and capital resources were expected to develop favorably in the years ahead, although 2020 would still be with focus on increasing earnings, adding principals and optimizing capital resources. The level of investments was also expected to increase relative to 2019. But with expected COVID19 pandemic impact on 2020, we expect revenue, earnings and capital resources as well as investments to decrease in 2020 compared to 2019. Earnings are expected to be significantly negatively impacted due to the crisis with more than DKK 7,5 million compared to 2019. To the extent possible, the Company is using the help and relief packages from the Government to lower cost and improve cash flows.

### **Particular risks**

### Operating risks:

The constant competition from other providers are always present, but the Company has a wide customer base, and there is no risk that termination of the individual major customers or trading partners may threaten the Company's existence.

### Financial risks:

The Company's net interest bearing debt was DKK 0 thousand (2018: DKK 0 thousand) at year-end since the interest bearing receivables exceed the interest bearing debt.

### Exchange rate risks:

The Company's operation is not affected significantly by currency fluctuations, due to income as well as expenses

relating to the Company's activity mainly are settled in Danish kroner.

### Interest rate risks:

The Company's cash and bank loans yield interest at current floating interest rates and the Company is, therefore, exposed to fluctuations in interest rates.

The Company monitors the interest rate risk, and assess the need to apply hedging instruments on a regular basis.

### Credit risks:

The Company's credit risks relate primarily to the trade receivables. The maximum credit risk associated with financial assets corresponds to the values recognized on the balance sheet.

The Company is not exposed to any significent risks relating to individual customers or trading partners. All customers are credit rated initially and on a test basis in connection with the ongoing evaluation of credit limits.

### **Intellectual capital resources**

It is essential for the Company's continued growth to maintain and develop as well as attract skilled and dedicated staff with industry knowledge. Key employees participate in a bonus scheme, which is considered significant in relation to the retention of employees as well as for the sake of continued optimisation of the Company's business concepts, etc.

The average number of employees was 133 in 2019 (2018: 153). The average number of employees in 2020 is expected to be lower, due to restructuring.

### **Environmental performance**

The Company makes active and forward-looking commitments to the environment and works actively with environmental management.

### **Research and development activities**

None.

### Statutory report on corporate social responsibility

### **Business model**

The sale and distribution of branded convenience goods to the Danish market take place considering the Company's Code of Conduct from 2017 and work is being done actively on this.

The Company is acting on a desire to:

- Minimise the use of resources and their negative impact on our environment.
- Ensure equality, dialogue, respect, health and safety regarding social conditions and employee relations.
- Respect human rights, including labor rights.
- Fighting corruption and bribery.

### Environmental policy, including to reduce climate impact

Every time the Company uses resources, if there are more options, the activity that uses the least resources must be selected.

In 2019, minimum orders were introduced to reduce logistics costs and thus reduce the environmental impact.

### Policy for social conditions and employee relations

All employees must treat each other with respect and consideration. We do not accept harassment, discrimination or bullying and a safe working environment is a must.

In connection with ensuring that the Company complies with the EU General Data Protection Regulation (GDPR) and the Company's policy on anti-money laundering and anti-terrorist financing, a whistleblower scheme has been established.

No incidents have been registered in 2019.

### **Human rights policy**

The Company joins the UN Universal Declaration of Human Rights, which states, among other things, that all people are born free and equal in dignity and rights.

The established whistleblower scheme can also be used if human rights are violated.

No incidents have been registered in 2019.

### Anti-corruption and bribery policy

The Company only offers, provides and accepts gifts, remuneration, invitations and services that are within the framework of regular hospitality.

At the same time as the establishment of the policy for money laundering and terrorist financing in 2018, a whistleblower scheme has been established.

There are no registered offers or requests that go beyond this, which can be assumed to affect business-related transactions in 2019.

### Statutory report on the underrepresented gender

Management's goal is still to include one woman on the Board at the latest in 2020. The Board currently consists of 3 men and 0 women.

As part of the Company's personnel policy, it is sought to promote equal career opportunities. The personnel policy supports the gender composition by individual career plans.

Furthermore, the Company seeks at least one representative of each gender among the final three candidates for a position in the Company's Management.

In 2018, the proportion of women in top management was 44 %. Mid-level group consists of 35 % women. In 2019, the proportion of women in top management is kept at 44 % and on mid-level at 35 % which is considered satisfactory with a target for both groups at 30 % or above.

### **Events after the balance sheet date**

As a result of the COVID19 pandemic, the Company is experiencing both sales decrease and sales growth in 2020.

The Company plays an important role to supply Danish consumers with grocery products.

The Company's strong brands will maintain its supply throughout this crisis period, and thereby the Company are able to maintain sales.

Our main customers' stores will be held open in these challenging times, as will our position with the trade. However, other sales channels (like foodservice and travel retail) might continue to be at least partially in lockdown for some time with the result of lost sales and negative earnings.

## **Income statement for 2019**

		2019	
	Notes	DKK'000	DKK '000
Revenue	1	579,905	628,114
Other operating income		20,563	17,267
Cost of sales		(491,420)	(509,923)
Other external expenses	2	(30,469)	(56,978)
Gross profit/loss		78,579	78,480
Staff costs	3	(74,676)	(91,525)
Depreciation, amortisation and impairment losses		(1,486)	(1,499)
Operating profit/loss		2,417	(14,544)
Income from investments in group enterprises		4,340	2,860
Income from investments in associates		2,353	2,609
Other financial income	4	5,741	7,041
Other financial expenses	5	(8,729)	(9,087)
Profit/loss before tax		6,122	(11,121)
Tax on profit/loss for the year	6	(46)	3,557
Profit/loss for the year	7	6,076	(7,564)

## **Balance sheet at 31.12.2019**

### **Assets**

	Notes	2019 DKK'000	2018 DKK'000
Acquired intangible assets	140163	563	726
Intangible assets	8	<b>563</b>	726
	0	303	720
Other fixtures and fittings, tools and equipment		1,835	1,173
Leasehold improvements		2,994	533
Property, plant and equipment	9	4,829	1,706
Investments in group enterprises		14,200	9,860
Investments in associates		37,893	36,959
Deferred tax	11	11,795	12,062
Other financial assets	10	<b>63,888</b>	58,881
Other illiancial assets	10	03,888	30,001
Fixed assets		69,280	61,313
Manufactured goods and goods for resale		54,462	68,336
Inventories		54,462	68,336
Trade receivables	12	43,476	63,001
Receivables from group enterprises		188,453	166,237
Other receivables		13,017	13,864
Income tax receivable		0	192
Receivables		244,946	243,294
Cash		800	659
Current assets		300,208	312,289
Assets		369,488	373,602

### **Equity and liabilities**

		2019	2018
	Notes	DKK'000	DKK'000
Contributed capital		43,000	43,000
Reserve for net revaluation according to the equity method		46,434	41,160
Retained earnings		28,748	27,946
Equity		118,182	112,106
Other payables		2,490	0
Non-current liabilities other than provisions		2,490	0
Danklassa		60.063	CE E22
Bank loans		60,863	65,522
Trade payables		61,264	95,237
Payables to group enterprises		89,930	46,556
Other payables		36,759	54,181
Current liabilities other than provisions		248,816	261,496
Liabilities other than provisions		251,306	261,496
Equity and liabilities		369,488	373,602
Unrecognised rental and lease commitments	13		
Contingent liabilities	14		
Assets charged and collateral	15		
Related parties with controlling interest	16		
Group relations	17		

# Statement of changes in equity for 2019

	Reserve for net revaluation according to			
	Contributed	the equity	Retained	
	capital	method	earnings	Total
	DKK'000	DKK'000	DKK'000	DKK'000
Equity beginning of year	43,000	41,160	27,946	112,106
Profit/loss for the year	0	5,274	802	6,076
Equity end of year	43,000	46,434	28,748	118,182

## **Notes**

### 1 Revenue

Information of revenue split into activities and geographical markets has been omitted with reference to the Danish Financial Statements Act § 96, because the information is assessed to do significant harm to the Company.

### 2 Fees to the auditor appointed by the Annual General Meeting

	2019	2018
	DKK'000	DKK'000
Statutory audit services	299	294
Other assurance engagements	629	291
Other services	26	25
	954	610

### 3 Staff costs

	2019	2018
	DKK'000	DKK'000
Wages and salaries	62,701	80,124
Pension costs	5,405	5,904
Other social security costs	876	870
Other staff costs	5,694	4,627
	74,676	91,525
Average number of full-time employees	133	153

	Remuneration
	of
	management
	2019
	DKK'000
Executive Board	1,960
	1,960

With reference to the Danish Financial Statements Act § 98b, 3, information of remuneration for Management has been omitted for the fiscal year 2018, due to the fact that Executive Management only consisted of one person in 2018.

The Board of Directors has not received remuneration in 2019 and 2018.

### 4 Other financial income

	2019	2018
	DKK'000	DKK'000
Financial income from group enterprises	5,514	6,786
Other interest income	227	255
	5,741	7,041
5 Other financial expenses		
	2019	2018
	DKK'000	DKK'000
Financial expenses from group enterprises	2,081	1,906
Other financial expenses	6,648	7,181
	8,729	9,087
6 Tax on profit/loss for the year		
	2019	2018
	DKK'000	DKK'000
Change in deferred tax	267	(2,914)
Adjustment concerning previous years	(221)	(643)
	46	(3,557)
7 Proposed distribution of profit and loss		
	2019	2018
	DKK'000	DKK'000
Retained earnings	6,076	(7,564)
	6,076	(7,564)
8 Intangible assets		
		Acquired
		intangible
		assets
		DKK'000
Cost beginning of year		106,910
Additions		176
Disposals		(105,701)
Cost end of year		1,385
Amortisation and impairment losses beginning of year		(106,184)
Amortisation for the year		(339)
Reversal regarding disposals		105,701
Amortisation and impairment losses end of year		(822)
Carrying amount end of year		563

### 9 Property, plant and equipment

	Other fixtures and fittings, tools and equipment DKK'000	Leasehold improvements DKK'000
Cost beginning of year	17,217	2,541
Additions	1,371	2,900
Disposals	(11,332)	0
Cost end of year	7,256	5,441
Depreciation and impairment losses beginning of year	(16,044)	(2,008)
Depreciation for the year	(709)	(439)
Reversal regarding disposals	11,332	0
Depreciation and impairment losses end of year	(5,421)	(2,447)
Carrying amount end of year	1,835	2,994

### **10 Financial assets**

	Investments in		
	group	Investments in	
	enterprises	associates	
	DKK'000	DKK'000	
Cost beginning of year	4,239	1,420	
Cost end of year	4,239	1,420	
Revaluations beginning of year	5,621	35,539	
Share of profit/loss for the year	4,340	2,283	
Dividend	0	(1,349)	
Revaluations end of year	9,961	36,473	
Carrying amount end of year	14,200	37,893	

Investments in subsidiaries			Equity	
		Corporate form	interest %	
	Registered in			
Conaxess Trade Denmark Beverages A/S	Hvidovre	Aktieselskab	75.0	

Investments in associates			Equity	
		Corporate form	interest %	
	Registered in			
Borup Kemi A/S	Borup	Aktieselskab	44.95	

### 11 Deferred tax

	2019	2018
	DKK'000	DKK'000
Intangible assets	72	37
Property, plant and equipment	1,006	990
Inventories	99	89
Tax losses carried forward	10,618	10,946
Deferred tax	11,795	12,062

	2019
Changes during the year	DKK'000
Beginning of year	12,062
Change in deferred tax	(267)
End of year	11,795

In the calculation of deferred tax, a tax rate of 22.0% was applied (2018: 22.0%).

### 12 Trade receivables

Out of the total trade receivables amounting to DKK 43,476 thousand, DKK 12,537 thousand comprises factored trade receivables. The factored trade receivables as well as the liability to the factoring bank, are derecognized when the factoring bank receives payment from the debtor.

### 13 Unrecognised rental and lease commitments

	2019	2018
	DKK'000	DKK'000
Liabilities under rental or lease agreements until maturity in total	24,031	24,410

### **14 Contingent liabilities**

The Entity serves as the administration company in a Danish joint taxation arrangement. According to the joint taxation provisions of the Danish Corporation Tax Act, the Entity is therefore liable for income taxes etc for the jointly taxed entities, and for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for these entities.

### 15 Assets charged and collateral

As collateral for bank loans that amount to DKK 60,863 thousand, floating charge amounting to DKK 75,000 thousand has been granted in the Company's inventory as collateral with a book value of DKK 54,462 thousand.

The Company has restricted cash of DKK 22,370 thousand on behalf of a related entity, which has been included in receivables from group enterprises.

### **16 Related parties with controlling interest**

Conaxess Trade Holding AB, Löfströms allé 5, 172 66 Sundbyberg, Sweden owns 100% of the shares of the entity.

Conaxess Trade Holding AB, Löfströms allé 5, 172 66 Sundbyberg, Sweden is owned 100% by:

Aurelius Gamma Invest GmbH, Ludwig-Ganghof-Straβe 6, 82031 Grünwald, Germany

which is owned 100% by:

Aurelius Equity Opportunities SE & Co. KgaA, Ludwig-Ganghof-Straße 6, 82031 Grünwald, Germany

Thus the above mentioned entities have control over the Conaxess Trade Denmark A/S.

### **17 Group relations**

Name and registered office of the Parent preparing consolidated financial statements for the largest group: Aurelius Equity Opportunities SE & Co. KgaA, Ludwig-Ganghof-Straβe 6, 82031 Grünwald, Germany

Name and registered office of the Parent preparing consolidated financial statements for the smallest group: Conaxess Trade Holding AB, Löfströms allé 5, 172 66 Sundbyberg, Sweden

## **Accounting policies**

### **Reporting class**

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class C enterprises (large).

The accounting policies applied to these financial statements are consistent with those applied last year.

### **Consolidated financial statements**

Referring to section 112(2) of the Danish Financial Statements Act, no consolidated financial statements have been prepared.

### **Changes in accounting policies**

The Company has changed the presentation of factoring receivables and related factoring liabilities. Previously factoring receivables and liabilities with both recourse and non-recourse terms were presented on the balance sheet until payment from the debtor was received. With effect from 2019, factoring receivables on non-recourse terms are considered settled and thereby derecognized upon transfer to factoring bank. Figures for 2019 and 2018 have been corrected as follows:

- Trade receivables have decreased by DKK 49,515 thousand (2018: DKK 39,195 thousand)
- Bank loans have decreased by DKK 49,515 thousand (2018: DKK 39,195 thousand)

The change has not had impact on the profit/loss for the year.

### **Recognition and measurement**

Assets are recognised in the balance sheet when it is probable as a result of a prior event that future economic benefits will flow to the Entity, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably.

On initial recognition, assets and liabilities are measured at cost. Measurement subsequent to initial recognition is effected as described below for each financial statement item.

Anticipated risks and losses that arise before the time of presentation of the annual report and that confirm or invalidate affairs and conditions existing at the balance sheet date are considered at recognition and measurement.

Income is recognised in the income statement when earned, whereas costs are recognised by the amounts attributable to this financial year.

### **Income statement**

### Revenue

Revenue from the sale of goods is recognised in the income statement when delivery is made and risk has passed to the buyer. Revenue is recognised net of VAT, and duties and is measured at fair value of the consideration fixed.

### Other operating income

Other operating income comprises income of a secondary nature as viewed in relation to the Entity's primary activities.

### Cost of sales

Cost of sales comprises goods consumed in the financial year measured at cost, adjusted for ordinary inventory writedowns.

### Other external expenses

Other external expenses include expenses relating to the Entity's ordinary activities, including expenses for premises, stationery and office supplies, marketing costs, etc. This item also includes writedowns of receivables recognised in current assets.

### **Staff costs**

Staff costs comprise salaries and wages, and social security contributions, pension contributions, etc for entity staff.

### Depreciation, amortisation and impairment losses

Depreciation, amortisation and impairment losses relating to property, plant and equipment and intangible assets comprise depreciation, amortisation and impairment losses for the financial year, calculated on the basis of the residual values and useful lives of the individual assets and impairment testing as well as gains and losses from the sale of intangible assets as well as property, plant and equipment.

### Income from investments in group enterprises

Income from investments in group enterprises comprises the pro rata share of the individual enterprises' profit/loss after full elimination of intra-group profits or losses.

### Income from investments in associates

Income from investments in associates comprises the pro rata share of the individual associates' profit/loss after pro rata elimination of intra-group profits or losses.

### Other financial income

Other financial income comprises interest income, including interest income on receivables from group enterprises and currency gains.

### Other financial expenses

Other financial expenses comprise interest expenses, including interest expenses on payables and currency losses.

### Tax on profit/loss for the year

Tax for the year, which consists of current tax for the year and changes in deferred tax, is recognised in the income statement by the portion attributable to the profit for the year and recognised directly in equity by the portion attributable to entries directly in equity.

The Entity is jointly taxed with all Danish group enterprises. The current Danish income tax is allocated among the jointly taxed entities proportionally to their taxable income (full allocation with a refund concerning tax losses).

### **Balance sheet**

### Intellectual property rights etc

Intellectual property rights etc comprise acquired intellectual property rights.

Intellectual property rights acquired are measured at cost less accumulated amortisation. Licences are amortised over the term of the agreement.

Intellectual property rights etc are written down to the lower of recoverable amount and carrying amount.

### Property, plant and equipment

Other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses.

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.

The basis of depreciation is cost less estimated residual value after the end of useful life. Straight-line depreciation is made on the basis of the following estimated useful lives of the assets:

Other fixtures and fittings, tools and equipment
Leasehold improvements

5-8 years

Leasenoid improvements

5-8 years

Estimated useful lives and residual values are reassessed annually.

Items of property, plant and equipment are written down to the lower of recoverable amount and carrying amount.

### Investments in group enterprises

Investments in group enterprises are recognised and measured according to the equity method. This means that investments are measured at the pro rata share of the enterprises' equity value.

Group enterprises with negative equity value are measured at DKK 0. Any receivables from these enterprises are written down to net realisable value based on a specific assessment. If the Parent has a legal or constructive obligation to cover the liabilities of the relevant enterprise, and it is probable that such obligation is imminent, a provision is recognised that is measured at present value of the costs deemed necessary to incur to settle the obligation.

Upon distribution of profit or loss, net revaluation of investments in group enterprises is transferred to Reserve for net revaluation according to the equity method under equity.

Investments in group enterprises are written down to the lower of recoverable amount and carrying amount.

### Investments in associates

Investments in associates are recognised and measured according to the equity method. This means that investments are measured at the pro rata share of the associates' equity value.

Associates with negative equity value are measured at DKK 0. Any receivables from these enterprises are written down to net realisable value based on a specific assessment. If the Parent has a legal or constructive obligation to cover the liabilities of the relevant associate, and it is probable that such obligation is imminent, a provision is recognised that is measured at present value of the costs deemed necessary to incur to settle the obligation.

Upon distribution of profit or loss, net revaluation of investments in associates is transferred to Reserve for net revaluation according to the equity method under equity.

Investments in associates are written down to the lower of recoverable amount and carrying amount.

### **Deferred** tax

Deferred tax is recognised on all temporary differences between the carrying amount and tax-based value of assets and liabilities, for which the tax-based value of the assets is calculated based on the planned use of each asset.

Deferred tax assets, including the tax base of tax loss carryforwards, are recognised in the balance sheet at their estimated realisable value, either as a set-off against deferred tax liabilities or as net tax assets.

### **Inventories**

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

Cost consists of purchase price plus delivery costs.

The net realisable value of inventories is calculated as the estimated selling price less completion costs and costs incurred to execute sale.

### Receivables

Receivables are measured at amortised cost, usually equalling nominal value less writedowns for bad and doubtful debts.

### Income tax payable or receivable

Current tax payable or receivable is recognised in the balance sheet, stated as tax computed on this year's taxable income, adjusted for prepaid tax.

### Cash

Cash comprises cash in hand and bank deposits.

### Other financial liabilities

Other financial liabilities are measured at amortised cost, which usually corresponds to nominal value.

Bank loans comprise a bank loan and factoring credit. Factoring credit is recognized as the share to which the factoring bank has recourse right, and is derecognized when the factoring bank receives payment from the debtor.

### **Cash flow statement**

Cash flow statement has not been prepared for the Company as the cash flow is included in the cash flow statement of the consolidated financial statements of the ultimate parent company cf. the Danish Financial Statements Act § 86 (4).