

# Sonova Retail Denmark ApS

Dyrehavevej 3, 2930 Klampenborg

Annual Report 1 April 2017 – 31 March 2018

Company reg.no. 16 75 31 81

The annual report was presented and approved at the  
Company's annual general meeting

on 18 Juni 2018

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chairman of the annual general meeting – Tina Gath

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## Management's report

The executive board has today presented the annual report of Sonova Retail Denmark ApS for the financial year 1 April 2017 to 31 March 2018.

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

We consider the accounting policies used appropriate, and in our opinion the annual accounts provide a true and fair view of the company's assets and liabilities and its financial position as on 31 March 2017 and of the company's results of its activities in the financial year 1 April 2017 to 31 March 2018.

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

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

Klampenborg, 18 June 2018

Executive Board:

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Peter Brøgger Andreasen

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Maria Patricia Bremild

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Tina Gath

# Independent auditor's report

## To the shareholders of Sonova Retail Denmark ApS

### Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 March 2018, and of the results of the Company's operations for the financial year 1 April 2017- 31 March 2018 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of Sonova Retail Denmark ApS for the financial year 1 April 2017 - 31 March 2018, which comprise accounting policies, income statement, balance sheet and notes ("financial statements").

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Statement on Management's Review

Management is responsible for Management's Review.

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

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

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

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

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

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

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

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

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

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and contents of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

Hellerup, 18 June 2018

**PricewaterhouseCoopers**

State Authorised Public Accountants  
CVR no. 33 77 12 31

Rasmus Friis Jørgensen  
State Authorised Public Accountant  
mne28705

Steffen Kaj Pedersen  
State Authorised Public Accountant  
mne34357

**Sonova Retail Denmark ApS**

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## Company details

Sonova Retail Denmark ApS

Dyrehavevej 3, 2930 Klampenborg

Website: [www.audionova.dk](http://www.audionova.dk)

CVR no.	16 75 31 81
Established:	1 January 1993
Registered office:	Klampenborg
Financial year:	1 April – 31 March

## Executive Board

Peter Brøgger Andreassen

Maria Patricia Bremild

Tina Gath

## Auditor

PricewaterhouseCoopers

State Authorised Public Accountants

Strandvejen 44

2900 Hellerup

## Parent company

Sonova Retail Holding A.G.

Lubisrütistrasse 28

8712 Stäfa

Schweiz

## Financial highlights

DKK'000	2017/18	2016/17	2015	2014	2013
	(15 months)				
Net turnover	163.998	191.256	131.879	113.371	101.762
Gross profit	61.633	61.932	56.801	38.283	37.055
Result from operating activities	-26.304	-32.776	-9.040	-20.730	-22.831
Net financials	-423	-3.567	-3.982	-2.895	-2.156
Result for the year	-19.161	-36.463	-12.971	-21.010	-21.702
Balance sheet sum	83.221	58.557	84.176	82.760	98.123
Investments in tangible fixed assets represent	6.312	6.159	5.019	4.638	1.310
Equity	3.268	-17.498	-11.003	11.174	32.184
Gross margin	37,6%	32,4%	43,1%	33,8%	36,4%
Profit margin	-16,0%	-17,1%	-6,9%	-18,3%	-22,4%
Acid test ratio	57,3%	73,4%	168,1%	148,5%	111,3%
Solvency ratio	3,9%	-29,9%	-13,1%	13,5%	32,8%
Return on equity	134,7%	255,9%	-15.171%	-96,9%	-50,4%
Average number of full-time employees	143	125	110	107	110

The calculation of key figures and ratios does in all material respects follow the Danish Association of Finance Analysts' recommendations and does only in a few respects deviate from the recommendations.

The key figures appearing from the survey have been calculated as follows:

Gross margin	$\frac{\text{Gross profit} \times 100}{\text{Net turnover}}$
Profit margin (EBIT margin)	$\frac{\text{Result from primary activities (EBIT)} \times 100}{\text{Net turnover}}$
Acid test ratio	$\frac{\text{Current assets} \times 100}{\text{Short-term liabilities}}$
Solvency ratio	$\frac{\text{Equity, closing balance} \times 100}{\text{Assets in total, closing balance}}$
Return on equity	$\frac{\text{Results for the year} \times 100}{\text{Average equity}}$



## Management's review

### The principal activities of the company

The Company's main activity is sales of hearing aid and related services.

### Development in activities and financial matters

The net turnover for the year is DKK 163.998k against DKK 191.256k last year (15 months). The results from ordinary activities after tax are DKK -19.161k against DKK -36.463k last year (15 months). Although not fully in line with initial expectations, the overall performance and results of our activities are considered to be satisfying. Successfully we have continued our value positioning focus and we have strengthened our internal balance in the dimensions of Employee engagement, Customer centricity and Business results further.

Increased competition from local ENTs has led to a decrease in the total private market. Furthermore main competitors are showing strong indications and actions to grow. Despite challenges in the market the Company has managed to protect and gain shares in the private market.

The acquisition of the assets of Audium Denmark A/S and launch of new Audionova logo are considered to be successful, however has had operational impact and furthermore one-off impacts on the financials for integration and rebranding to fit new identity.

The Company expect a continuing positive development in the coming years.

On January 29, 2017 a conversion of debt and cash capital increase were made. The Parent Company converted debt and paid in cash of total DKK 40,000k into equity with 1 share of DKK 20,000 with a premium of DKK 39,980k.

The parent company will provide sufficient financial support for the Company to pay debt as they fall due.

## Strategy

Sonova Retail Denmark offers a complete range of digital hearing instruments, wireless FM systems and personal hearing protection.

The development and manufacture of hearing instruments take place primarily in Stäfa, (Switzerland) where the Sonova Group has its headquarters and in Kitchener (Ontario, Canada), whereas wireless communication systems are manufactured in Murten (Switzerland).

Product innovation, customer focus and cost management are the three pillars in the strategy.

## Special risks

### Operating risks:

The effects of fluctuations in the economy (expansion or recession) are expected to be limited for the Company, due to the fact that the dependency on the economic cycle is not very high. The Company acts in a healthcare market, where the dependency on the reimbursement system is *large*. Changes in legislation can lead to significant impact on the result of the Company.

### Financial risks:

The Company holds sufficient liquidity to ensure the fulfillment of all planned payment obligations. The amount of the liquidity reserve is regularly reviewed and adjusted as necessary according to circumstances.

The parent company will provide sufficient financial support for the Company to pay debt as they fall due.

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**Exchange rate risks:**

The Company is not significantly exposed to currency rate risks, since purchases take place in EUR and DKK while sales only take place in DKK. The Company does not hold any reserves in other currencies.

**Credit risks:**

The Company is not exposed to significant credit risks. The larger portion of the outstandings are Regions and/or municipalities.

**External environment**

Sonova Retail Denmark ApS complies with existing rules on sorting and disposal of waste.

**Research and development activities**

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

**The expected development**

In 2018/19 the Company will continue to expand its shop network and will further develop its new, flexible operating model. As a result of this, Management expects to service more customers and increase efficiency in the shops further.

For 2018/19 and subsequent years, Management expects that hearing aid prices in Denmark will remain under pressure. This will require a continued focus on costs and efficiencies and competitive products and services. Having implemented a new and more flexible operating model, Management feels confident that the Company is well positioned to maintain the market leader position in the Danish market.

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

## Accounting policies used

Financial Statements of Sonova Retail Denmark ApS for 2017/18 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to medium-sized enterprises of reporting class C.

The accounting policies are consistent with those of last year.

Financial Statements for 2017/18 are presented in Danish kroner.

With reference to section 86(4) of the Danish Financial Statements Act and to the cash flow statement included in the Consolidated financial statements of Sonova A.G., the Company has not prepared a cash flow statement.

## Recognition and measurement in general

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

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

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

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

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

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

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

## Translation of foreign currency

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

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

## **The profit and loss account**

### **Net turnover**

Revenue from the sale of goods for resale and finished goods is recognised in the income statement when the delivery and transfer of risk has been made before year end. Sales of Service contracts, such as long-term contracts and extended warranties are separated from the sale of goods and recognized on a straight-line basis over the term of the contract.

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

### **Cost of goods sold and consumables**

Cost of goods sold and consumables comprise the raw materials and consumables consumed to achieve revenue for the year.

### **Other external costs**

Other external costs include costs of distribution, sales, advertising, administration, rent, bad debts, etc.

### **Staff costs**

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

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

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

### **Net financials**

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

### **Tax on profit/loss for the year**

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

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

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

The company is subject to the Danish legislation concerning compulsory joint taxation with the Danish group enterprises.

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

## The balance sheet

### Intangible fixed assets

#### Completed development projects, incl patents

Development projects and patents are measured at cost with deduction of accrued amortisation. Patents are amortised on a straight-line basis over the remaining patent period, however, for a maximum of 10 years.

#### Goodwill

Acquired goodwill is measured at cost with deduction of accumulated amortisation. As it is not possible to determine a reliable estimate of the useful life, the amortisation period is set at 10 years.

### Tangible fixed assets

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

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

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

Buildings	50 years
Other fixtures and fittings, tools and equipment	5-10 years
Leasehold improvements	5-10 years

### Impairment of fixed assets

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

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

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

### Inventories

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

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

The cost of inventories equals landed cost.

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### **Receivables**

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

### **Prepayments**

Prepayments comprise prepaid expenses concerning rent, insurance premiums, subscriptions and interest.

### **Available funds**

Available funds comprise cash at bank and in hand.

### **Equity Dividend**

Dividend expected to be distributed for the year is recognised as a separate item under the equity. Proposed dividend is recognised as a liability at the time of approval by the general meeting (the time of declaration).

An error in calculated values is recognized directly on the equity. Equity is adjusted to previous year with DKK 73k.

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

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

According to the rules of joint taxation, Sonova Retail Denmark ApS is unlimited, jointly and severally liable towards the Danish tax authorities for the total corporation tax, including withholding tax on interest, royalties and dividends, arising within the jointly taxed group of companies.

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

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

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

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

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### Other provisions

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

Other provisions include warranty obligations in respect of repair work within the warranty period of 2 years. Provisions are measured and recognised based on experience with guarantee work. Provisions with an expected maturity exceeding 1 year from the balance sheet date are discounted at the average band yield.

### Financial debts

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

### Deferred income

Received payments concerning income during the following years are recognised under accrued expenses and deferred income.

### Key figures

The calculation of key figures and ratios does in all material respects follow the Danish Association of Finance Analysts' recommendations and does only in a few respects deviate from the recommendations.

The key figures appearing from the survey have been calculated as follows:

Gross margin	$\frac{\text{Gross profit} \times 100}{\text{Net turnover}}$
Profit margin (EBIT margin)	$\frac{\text{Result from primary activities (EBIT)} \times 100}{\text{Net turnover}}$
Acid test ratio	$\frac{\text{Current assets} \times 100}{\text{Short-term liabilities}}$
Solvency ratio	$\frac{\text{Equity, closing balance} \times 100}{\text{Assets in total, closing balance}}$
Return on equity	$\frac{\text{Results for the year} \times 100}{\text{Average equity}}$

## Profit and loss account 1 April – 31 March

### Income statement

DKK'000	Note	2017/18	2016/17
			(15 mth)
<b>Net turnover</b>		163.998	191.256
Raw materials and consumables used		-37.083	-47.903
Other external costs		-65.281	-81.422
<b>Gross profit</b>		61.633	61.931
Staff costs	1	-69.448	-77.026
Depreciation, amortisation and writedown relation to tangible and intangible fixed assets		-18.489	-17.682
<b>Operating profit (EBIT)</b>		-26.304	-32.777
Financial income	2	905	161
Financial costs	3	-1.328	-3.727
<b>Results before tax</b>		-26.727	-36.343
Tax on ordinary results	4	7.566	-120
<b>Profit/loss for the year</b>	5	-19.161	-36.463



## Balance sheet 1 April – 31 March

### Assets

DKK'000	Note	2017/18	2016/17
<b>ASSETS</b>			
<b>Fixed assets</b>			
<b>Intangible assets</b>	6		
Completed development projects, incl. patents and similar rights arising from developments projects		107	0
Goodwill		32.717	14.415
		<u>32.824</u>	<u>14.415</u>
<b>Property, plant and equipment</b>	7		
Land and property		2.766	2.843
Other plants, operating assets, and fixtures and furniture		6.954	5.552
Decoration rented premises		7.211	4.703
Property, plant and equipment under construction		179	1.869
		<u>17.110</u>	<u>14.967</u>
<b>Financial fixed assets</b>			
Other debtors	8	3.875	3.127
Deferred tax assets	9	6.290	0
Amounts owed by group enterprises		0	148
		<u>10.165</u>	<u>3.275</u>
<b>Total fixed assets</b>		<u>60.099</u>	<u>32.657</u>
<b>Current assets</b>			
<b>Inventories</b>			
Manufactured goods and trade goods		9.643	8.893
		<u>9.643</u>	<u>8.893</u>
<b>Receivables</b>			
Trade debtors		7.636	8.603
Amounts owed by group enterprises		1.642	0
Other debtors		500	642
Prepaid expenses	10	1.815	776
		<u>11.593</u>	<u>10.021</u>
<b>Available funds</b>		<u>1.886</u>	<u>6.986</u>
<b>Total current assets</b>		<u>23.122</u>	<u>25.900</u>
<b>TOTAL ASSETS</b>		<u>83.221</u>	<u>58.557</u>

## Balance sheet 1 April – 31 March

### Equity and liabilities

DKK'000	Note	2017/18	2016/17
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital	11	360	340
Results brought forward	12	2.908	-17.838
<b>Total equity</b>		<b>3.268</b>	<b>-17.498</b>
<b>Provisions</b>			
Other provisions	13	703	10.039
<b>Total provisions</b>		<b>703</b>	<b>10.039</b>
<b>Liabilities other than provisions</b>			
<b>Non-current liabilities other than provisions</b>			
Debt to group enterprises	14	28.778	30.545
Deferred revenue		10.140	0
		<b>38.918</b>	<b>30.545</b>
<b>Current liabilities other than provisions</b>			
Trade creditor		6.824	9.292
Deferred revenue		7.109	13.029
Debt to group enterprises		3.894	482
Corporate income tax		1.381	0
Other debts		21.124	12.668
		<b>40.332</b>	<b>35.471</b>
<b>Total liabilities other than provisions</b>		<b>79.250</b>	<b>66.016</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>83.221</b>	<b>58.557</b>
Contingencies	15		
Related parties	16		

## Balance sheet 1 April – 31 March

### Statement of changes in equity

DKK'000	Share capital	Results brought forward	In total
<b>Equity at 1 April 2017</b>	340	-17.838	-17.498
Adjustment to previous year	0	-73	-73
<b>Adjusted equity at 1 April 2017</b>	340	-17.911	-17.571
Cash capital increase	20	39.980	40.000
Profit or loss for the year brought forward	0	-19.161	-19.161
<b>Equity at 31 March 2018</b>	360	2.908	3.268

## Notes 1 April – 31 March

DKK'000	2017/18	2016/17 (15 mth)
<b>1 Staff costs</b>		
Salaries and wages	61.759	68.439
Pension costs	3.298	2.838
Other costs for social security	163	359
Other staff costs	4.229	5.390
	<u>69.448</u>	<u>77.026</u>
Average number of full-time employees	143	125
<b>2 Financial income</b>		
Interest on Tax	905	161
	<u>905</u>	<u>161</u>
<b>3 Financial expenses</b>		
Financial costs, group enterprises	-936	-3.491
Other financial costs	-392	-236
	<u>-1.328</u>	<u>-3.727</u>
<b>4 Tax on ordinary results</b>		
Adjustment for the year of deferred tax	6.290	700
Adjustment of tax for previous years	2.657	-580
Adjustment of tax for current year	-1.381	0
	<u>7.566</u>	<u>120</u>
<b>5 Proposed distribution of the results</b>		
Allocated from results brought forward	-19.161	-36.463
	<u>-19.161</u>	<u>-36.463</u>

## Notes 1 April – 31 March

### Notes

#### 6 Intangible assets

DKK'000	Completed development projects, incl patents	Goodwill	Intangible assets in total
Cost at 1 April 2017	530	113.087	113.617
Additions	316	32.620	32.936
Cost at 31 March 2018	846	145.707	146.553
Amortisation and impairment losses at 1 April 2017	-530	-98.671	-99.201
Amortisation	-209	-14.319	-14.528
Amortisation and impairment losses at 31 March 2018	-739	-112.990	-113.729
<b>Carrying amount at 31 March 2018</b>	<b>107</b>	<b>32.717</b>	<b>32.824</b>
Carrying amount at 31 March 2017	0	14.415	14.415

## Notes 1 April – 31 March

### Notes

#### 7 Property, plant and equipment

DKK'000	Land and property	Other plants, fixtures and furniture	Lease- hold	Property, plant and equip- ment under construc- tion	Property plant and equip- ment in total
Cost at 1 April 2017	3.854	15.967	34.183	1.869	55.873
Additions	0	1.893	4.241	178	6.312
Transferred	0	1.542	167	-1.709	0
Disposals	0	-452	-296	-159	-907
Cost at 31 March 2018	3.854	18.950	38.295	179	61.278
Depreciation and impairment losses at 1 April 2017	-1.011	-10.197	-29.698	0	-40.906
Depreciation	-77	-2.044	-1.638	0	-3.759
Depreciation on disposals	0	245	252	0	497
Depreciation and impairment losses at 31 March 2018	-1.088	-11.996	-31.084	0	-44.168
<b>Carrying amount at 31 March 2018</b>	<b>2.766</b>	<b>6.954</b>	<b>7.211</b>	<b>179</b>	<b>17.110</b>
Carrying amount at 31 March 2017	2.843	5.552	4.703	1.869	14.967

## Notes 1 April – 31 March

### Notes

	2017/18	2016/17
DKK'000		
<b>8 Other debtors</b>		
Cost at 1 April 2017	3.127	3.079
Additions during the year	748	48
<b>Other debtors at 31 March 2018</b>	<u>3.875</u>	<u>3.127</u>
<b>9 Deferred tax assets</b>		
Deferred tax assets at 1 April 2017	o	700
Deferred tax of the results for the year	6.290	-700
	<u>6.290</u>	<u>0</u>
The following items are subject to deferred tax:		
Intangible fixed assets	-1.043	34
Tangible fixed assets	-587	-282
Trade debtors	518	257
Inventories	3.453	0
Deferred revenue	3.794	0
Accruals	0	2.208
Warranty	155	156
Losses brought forward from previous years	0	2.629
Write-down to assessed value	0	-5.002
	<u>6.290</u>	<u>0</u>
<b>10 Prepaid expenses</b>		
Rent	1.515	700
Other expenses	300	76
	<u>1.815</u>	<u>776</u>

## Notes 1 April – 31 March

### Notes

DKK'000	<u>2017/18</u>	<u>2016/17</u>
<b>11 Contributed capital</b>		
Contributed capital at 1 April 2017	340	320
Cash capital increase	<u>20</u>	<u>20</u>
	<u>360</u>	<u>340</u>

The share capital consists of 17 shares, each with a nominal value of DKK. 20.000. The past five years of changes in share capital specification.

	<u>2017/18</u>	<u>2016/17</u>	<u>31. dec 2015</u>	<u>31. dec 2014</u>	<u>31. dec 2013</u>
Contributed capital at 1 April 2018	340	320	320	320	320
Cash capital increase	<u>20</u>	<u>20</u>	<u>0</u>	<u>0</u>	<u>0</u>
	<u>360</u>	<u>340</u>	<u>320</u>	<u>320</u>	<u>320</u>

DKK'000	<u>2017/18</u>	<u>2016/17 (15 mth)</u>
<b>12 Results brought forward</b>		
Results brought forward at 1 April 2017	-17.838	-11.323
Cash capital increase	39.980	29.980
Profit or loss for the year brought forward	-19.161	-36.463
Adjust to previous year	0	-73
Exchange rate difference debt conversion	<u>0</u>	<u>-32</u>
<b>Results brought forward at 31 March 2018</b>	<u>2.908</u>	<u>-17.911</u>



## Notes 1 April – 31 March

### Notes

DKK'000	2017/18	2016/17
<b>13 Other provisions</b>		
Other provisions at 1 April 2017	10.039	907
Change of the year in other provisions	-9.336	9.132
<b>Other provisions at 31 March 2018</b>	<b>703</b>	<b>10.039</b>
<b>14 Debt to group enterprises</b>		
Debt to group enterprises in total	28.778	30.545
<b>Debt to group enterprises at 31 March 2018</b>	<b>28.778</b>	<b>30.545</b>
Share of liabilities due after 5 years	0	0
	0	0

### 15 Contingencies

#### Contingent liabilities

##### Leasing liabilities

In addition to financial leasing contracts, the company has entered into operational leasing contracts with an average annual leasing payment of DKK 13.623k. The leasing contracts have 1-54 months left to run, and the total outstanding leasing payment is DKK 7.737k, of which DKK 6.560k is due within year and DKK 1.177k is due between 1-5 years.

##### Restorations obligation

The company has a restoration obligation, when a lease for a location is terminated. The Company does not expect to terminate any location within foreseeable future. The obligation is not possible to measure reliable.

##### Joint taxation

Sonova Denmark A/S, company reg. no 10317487 being the administration company, the company is subject to the Danish scheme of joint taxation and unlimited jointly and severally liable with the other jointly taxed companies for the total corporation tax.

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

The jointly taxed enterprises' total, known net liability to the Danish tax authorities appears from the annual accounts of the administration company.

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

## Notes 1 April – 31 March

### Notes

#### 16 Related party disclosures

##### Transactions between related parties

Transactions between related parties in the fiscal year consists of purchase of raw material and consumables used, DKK 28,4 m, and shared services (IT, Finance etc), DKK 3,9 m. All transactions are carried out on market terms.

##### Ownership

According to the Company's list of shareholders, the following shareholders own 100% of the share capital of Sonova Retail Denmark ApS.

Sonova Retail Holding AG, Turmstrasse 26, Ch-6300 Zug, Switzerland.

##### Consolidated annual accounts

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

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

Sonova Holding AG  
Laubisrütisstrasse 28  
8712 Stäfa  
Switzerland