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Inter Sales A/S

Omega 5 A
8382 Hinnerup
Central Business Registration
No 18831678

Annual report 01.04.2018 - 31.03.2019

The Annual General Meeting adopted the annual report on 23.05.2019

Chairman of the General Meeting

_____

Name: Jesper Ørskov Nielsen

Contents

Entity details

Entity
Inter Sales A/S
Omega 5 A
8382 Hinnerup

Central Business Registration No (CVR): 18831678
Founded: 13.09.1995
Registered in: Favrskov
Financial year: 01.04.2018 - 31.03.2019

Phone: 86226100
Fax: 86228100
Website: www.intersales.dk

Board of Directors
Jesper Ørskov Nielsen, chairman
Henrik Kristensen
Torben Ulrich
Camilla Ulrich
Jette Dahl Trans Kristensen

Executive Board
Alfred Blank

Auditors
Deloitte Statsautoriseret Revisionspartnerselskab
City Tower, Værkmestergade 2
8000 Aarhus C

Statement by Management on the annual report

The Board of Directors and the Executive Board have today considered and approved the annual report of Inter Sales A/S for the financial year 01.04.2018 - 31.03.2019.

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 31.03.2019 and of the results of its operations and cash flows for the financial year 01.04.2018 - 31.03.2019.

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.

Aarhus, 23.05.2019

Executive Board

Alfred Blank

Board of Directors

Jesper Ørskov Nielsen chairman	Henrik Kristensen	Torben Ulrich
Camilla Ulrich	Jette Dahl Trans Kristensen	

Independent auditor's report

To the shareholders of Inter Sales A/S

Opinion

We have audited the consolidated financial statements and the parent financial statements of Inter Sales A/S for the financial year 01.04.2018 - 31.03.2019, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies, for the Group as well as the Parent, and the consolidated cash flow statement. The consolidated financial statements and the parent financial statements are prepared in accordance with the Danish Financial Statements 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 31.03.2019, and of the results of their operations and the consolidated cash flows for the financial year 01.04.2018 - 31.03.2019 in accordance with the Danish Financial Statements Act.

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 consolidated financial statements and the parent financial statements section of this auditor's report. We are independent of the Group 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.

Other matterManagement's responsibilities for the consolidated financial statements and the parent financial statements

Management is responsible for the preparation of consolidated financial statements and parent 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 consolidated financial statements and parent financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements and the parent financial statements, Management is responsible for assessing the Group's and 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 consolidated financial statements and the parent financial statements unless Management either intends to liquidate the Group or the Entity or to cease operations, or has no realistic alternative but to do so.

Auditor's responsibilities for the audit of the

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements and the parent 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

Independent auditor's report

reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements and parent 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 consolidated financial statements and the parent 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 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 consolidated financial statements and the parent 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 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 consolidated financial statements and the parent 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 Entity to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the consolidated financial statements and the parent financial statements, including the disclosures in the notes, and whether the consolidated financial statements and the parent 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.

Independent auditor's report

Statement on the management commentary
Management is responsible for the management commentary.

Our opinion on the consolidated financial statements and the parent 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 consolidated financial statements and the parent financial statements, our responsibility is to read the management commentary and, in doing so, consider whether the management commentary is materially inconsistent with the consolidated financial statements and the parent 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 consolidated financial statements and the parent 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.

Aarhus, 23.05.2019

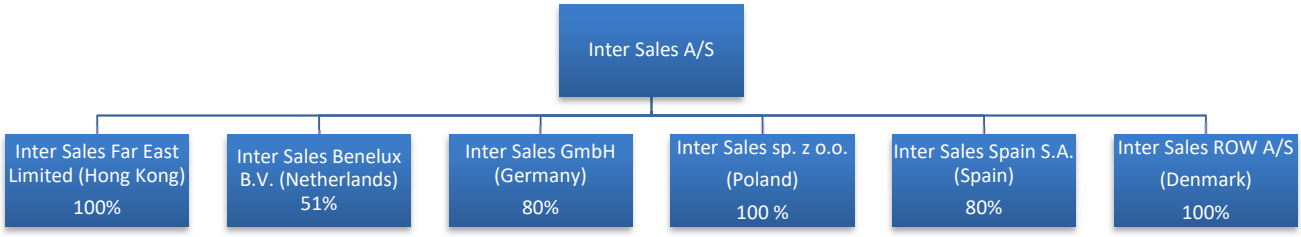
Deloitte
Statsautoriseret Revisionspartnerselskab
Central Business Registration No (CVR) 33963556

Michael Bach
State Authorised Public Accountant
Identification No (MNE) mne19691

Management commentary

	2018/19 DKK'000	2017/18 DKK'000	2016/17 DKK'000	2015/16 DKK'000	2014/15 DKK'000
Financial highlights					
Key figures					
Revenue	374.981	409.049	464.642	304.351	266.280
Gross profit/loss	47.552	65.325	73.574	57.125	28.130
Operating profit/loss	15.106	31.568	43.027	32.268	8.148
Net financials	(1.936)	(1.630)	(1.296)	(887)	(733)
Profit/loss for the year	9.641	22.308	31.560	23.772	5.597
Profit/loss for the year excl minority interests	7.551	16.474	24.024	20.727	5.331
Total assets	187.533	186.090	185.264	163.611	127.237
Investments in property, plant and equipment	111	225	328	1.295	0
Equity	51.715	69.935	69.337	63.094	45.083
Equity excl minority interests	47.484	62.345	60.044	58.258	44.151
Cash flows from (used in) operating activities	4.149	4.026	25.776	18.260	13.666
Cash flows from (used in) investing activities	31	(82)	(3.019)	(2.339)	(19)
Cash flows from (used in) financing activities	(28.900)	(22.274)	(25.562)	(2.990)	(7.800)
Average numbers of employees	56	57	55	44	34
Ratios					
Return on equity (%)	13,8	26,9	40,6	40,5	12,0
Equity ratio (%)	25,3	33,5	32,4	35,6	34,7

Group Structure



Management commentary

Financial highlights are defined and calculated in accordance with the Danish Society of Financial Analysts current version of "Recommendations & Ratios".

Ratios	Calculation formula	Calculation formula reflects
Return on equity (%)	Profit/loss for the year excl minority interests x 100 / Average equity excl minority interests	The entity's return on capital invested in the entity by the owners.
Equity ratio (%)	Equity excl minority interests x 100 / Total assets	The financial strength of the entity.

Management commentary

Primary activities
INTER SALES manufactures and sells mass-market consumer electronics under its own brand Denver Electronics. The Company has over the years evolved into a manufacturer of dependable, affordable and varied consumer electronics with a broad sales and support network across Europe.

Development in activities and finances
The income statement for the financial year FY19 (01.04.2018 – 31.03.2019) showed a profit before tax of DKK 13.170k. against DKK 29.938k. for the prior financial year FY18 (period 01.04.2017 – 31.03.2018. The balance sheet for FY19 showed an equity of DKK 51.715k.

All strategic planning and actions in the company is anchored around having a strong market adoption business model, that continuously adjust to the dynamics in the market, and the competitive landscape.

INTER SALES has implemented a strategic framework, and management tool in order to streamline its operation and generating a superior financial performance.

Outlook
INTER SALES will continue to strengthen operations and growth. The company will also in the coming years have strong focus on creating a platform for sustainable growth and generating a superior ROI.

For the financial year FY20 (01.04.2019 – 31.03.2020), the activity level is planned to be higher than the level seen in the last financial year.

Particular risks

Market risk
The Company's product range is renewed on an ongoing basis in respect of design as well as technical product qualities and the general development in product technology and digitalization with in consumer electronics. And in general, the dynamics of price and consumer needs and demands. It is an important success criterion for the Company to adapt its range of products to current trends and demands in the highly dynamic retail markedet, and to hedge against market risks.

Currency risk
Activities abroad imply that the profit, cash flows, and the equity are influenced by the developments in exchange and interest rates regarding several currencies. The Company's policy is to hedge against commercial currency risks. Primarily, hedging is done by forward exchange transactions for hedging anticipated sales and purchases within the next 12 months. No speculative currency positions are entered.

Interest risk
Due to a favorable interest rate development, it has been possible to finance the increased growth at a likewise favorable financial cost. An increase in the present interest rate will entail increased financial costs.

Management commentary

Environmental performance
We are aware that production of our products could entail a risk in relation to the environment, e.g. if suppliers has an excessive use of materials and energy consumption, this could negatively impact the environment as well as our reputation, if we do not manage responsibly.

We regard environmentally responsible behavior as one of the prerequisites for future business success. We have constantly focus on having updated requirements and standards towards our suppliers and their manufacturing processes, so that we minimize the impact on the environment. Being BSCI member and having a quality management policy towards our suppliers, secure that our products are compliant to legalization and CSR standard with in the market we operate. We continue have focus on actions to minimize the impact of the environment. In 2018, we have not become aware of any breaches concerning Environment and Climate in Inter Sales.

Statutory report on corporate social responsibility

Business model
INTER SALES manufactures and sells Denver Electronics, a mass-market consumer electronics brand with over 400 products. We work directly with retail buyers and purchasing departments, main market place is Europe. Our focus is on producing affordable electronics with the right design and performance at the right price. We can even provide customized and private-label consumer electronics for your retail brand. From smartphones, to televisions, to home security, photo and video equipment, E-mobility, and much more - we have years of experience with consumer electronics, and our product portfolio is continuously expanding.

Our products come with a two-year warranty and a local after-sales support concept that can be tailored to meet any retail need. All our products are CE certified and live up to EU standards for quality, safety and responsible for selling consumer electronics with in Europe.

We refer to the company's website for more information on the business model.

Human rights and anti-corruption
Operating with a global supply chain, there can be a risk that suppliers may use business practices that will be considered as corruption or bribery in Denmark. Furthermore, we are aware that discrimination of human rights may be a risk in a global supply chain. Ultimately, these risks could negatively impact our reputation, if we do not handle them responsibly.

We have focus on responsible supplier management and anti-corruption and business ethics in 2019 and the coming years.

Efforts in 2019 are aimed at improved reporting on ESG - Environment (E), Social (S) & Governance (G).

Inter Sales wants to promote good business conduct. We respect and support human rights, and have zero tolerance to corruption, bribery, and other inappropriate business conduct. Employees and business partners can at any time report concerns about this to senior management. We also demand that our suppliers comply

Management commentary

with the UN's international standards for human and labor rights. We declare that our products are compliant to the current legislation in the market the products are sold. Such as that our products have CE marking as a legal requirement throughout EEA region.

We do not accept corruption and bribery. However, we acknowledge that limited and reasonable gifts can be used to maintain a business relationship, but we are very aware that small recognitions must never be able to influence decision making.

We support and respect the protection of internationally declared human rights as formulated in the UN Declaration of Human Rights.

Inter Sales are member of BSCI, Business Social Compliance Initiative. As a BSCI member, we are responsible for ensuring that our suppliers meet the requirements for a sustainable and ethical business process throughout the value chain. The purpose of BSCI is that all members take responsibility and transfer responsibility to their own suppliers. Auditing of our suppliers is a standard quality control process in our policy. Before approval of any of our productions we use accredited test and approval laboratories and inspection firms to test and make inspections that every production is compliant to any legalization in the market we sell our products. Among these firms we can mention SGS, Bureau Veritas and TÜV.

All our suppliers are measured om certain performance areas, where they must meet all the requirements of the BSCI organization. Such as Social Management System and Cascade Effect 2. No Discrimination 5. Fair Remuneration 6. Decent Work Time 7. Work Environment and Work Environment 8. No Child Work 9. Special Protection for Young Workers 10. No Unemployed Employment 11. No Workforce 12. Environmental protection 13. Ethical business conduct.

We believe that there is minimal risk of corruption, and that our suppliers not are following our strict quality control rules, and legalization. We don’t see any other significant risks in our business that already are mentioned here.

We will continue our work with responsible supplier management.

We have not become aware of any breaches concerning corruption and human rights in Inter Sales in 2018.

Employee conditions

We are aware that there could be a risk regarding employee conditions. We believe that the primary risk is if employees are not motivated or if we are not perceived to offer good working conditions. This may impact our reputation and our ability to retain and attract employees. We believe that results are created through people. We strive to be a responsible employer, ensuring proper employment conditions, healthy and safe working conditions and a motivating working environment for our employees. Our philosophy is that employees are the company's most important resource.

Management commentary

Employee Satisfaction Survey are held on a yearly basis, and the company works actively to maintain and expand a positive reputation, which helps to attract and retain employees with the right competencies. Likewise, employee development is a natural part of our everyday business. The lasted Survey has been held in April 2019 and has shown an improvement in the job satisfaction and motivation, and general employee climate in Inter Sales.

The company supports the initiatives that come from the company's security committee. The company has an active safety committee. We are updating on a yearly basis our Employee Handbook, and the safety committee are also updating our Safety Handbook on a regular basis.

There are held 4-6 yearly meetings with in the safety committee where all topics regarding employee safety and development are handled and decided. The safety committee contains of 2 members elected by the management and 2 members elected by the employee and representing all working areas with the company.

The company experiences that the activities in 2018 have contributed to maintaining a good working environment, and that the job satisfaction and motivation is very high amount the employee.

Statutory report on the underrepresented gender

The company fulfills the requirements for underrepresented gender in the board of Directors, as there is a 60/40 distribution between men and women in the board of Directors. There are currently 3 men and 2 women in the board of directors.

We focus on creating a culture with diversity and we work consciously with our recruitment process, so that it supports that all applicants, regardless of gender, age and ethnicity, have equal opportunities.
By end of March 2018, women accounted for 44% of the company employees.

At the present stage we have in the middle management no women represented. But it is our personal policy to have both gender, woman and man represented in the middle management team. Our company is characterized with a low turnover of employees and high seniority among our employees and managers. It means to have a better balance in the gender for our middle management can take some time. But we have implemented concrete actions to secure that we again will have women represented in the middle management. If we are seeking new middle managers, we always required to have women represented in the final hiring process and will in the current situation with underrepresented women in the middle management select a woman instead of a man if both persons are fulfilling the defined qualification criteria.
No events have occurred after the balance sheet date to this date, which would influence the evaluation of this annual report.

Management commentary

Events after the balance sheet date

No events have occurred after the balance sheet date to this date, which would influence the evaluation of this annual report.

Consolidated income statement for 2018/19

	Notes	2018/19 DKK'000	2017/18 DKK'000
Revenue	1	374.981	409.049
Cost of sales		(313.520)	(330.025)
Other external expenses	2	(13.909)	(13.699)
Gross profit/loss		**47.552**	**65.325**
Staff costs	3	(31.022)	(32.411)
Depreciation, amortisation and impairment losses		(1.272)	(1.346)
Other operating expenses		(152)	0
Operating profit/loss		**15.106**	**31.568**
Other financial income		536	677
Other financial expenses		(2.472)	(2.307)
Profit/loss before tax		**13.170**	**29.938**
Tax on profit/loss for the year	4	(3.529)	(7.630)
Profit/loss for the year	5	**9.641**	**22.308**

Consolidated balance sheet at 31.03.2019

	Notes	2018/19 DKK'000	2017/18 DKK'000
Acquired licences		150	550
Intangible assets	6	**150**	**550**
Other fixtures and fittings, tools and equipment		525	846
Leasehold improvements		1.254	1.755
Property, plant and equipment	7	**1.779**	**2.601**
Deposits		83	83
Fixed asset investments	8	**83**	**83**
Fixed assets		**2.012**	**3.234**
Manufactured goods and goods for resale		106.212	107.150
Prepayments for goods		1.514	393
Inventories		**107.726**	**107.543**
Trade receivables		61.445	65.375
Deferred tax	9	899	0
Other receivables		1.865	1.929
Income tax receivable		1.388	3.336
Prepayments		541	525
Receivables		**66.138**	**71.165**
Cash		**11.657**	**4.148**
Current assets		**185.521**	**182.856**
Assets		**187.533**	**186.090**

Consolidated balance sheet at 31.03.2019

	Notes	2018/19 DKK'000	2017/18 DKK'000
Contributed capital		10.000	10.000
Retained earnings		31.037	28.945
Proposed dividend		6.447	23.400
Equity attributable to the Parent's owners		**47.484**	**62.345**
Share of equity attributable to minority interests		**4.231**	**7.590**
Equity		**51.715**	**69.935**
Deferred tax	9	0	75
Other provisions	10	8.461	9.806
Provisions		**8.461**	**9.881**
Finance lease liabilities		144	199
Non-current liabilities other than provisions		**144**	**199**
Bank loans		90.774	58.815
Finance lease liabilities		55	51
Trade payables		20.634	23.706
Income tax payable		1.834	7.035
Other payables		13.842	16.407
Deferred income		74	61
Current liabilities other than provisions		**127.213**	**106.075**
Liabilities other than provisions		**127.357**	**106.274**
Equity and liabilities		**187.533**	**186.090**
Unrecognised rental and lease commitments	12		
Contingent liabilities	13		
Assets charged and collateral	14		
Transactions with related parties	15		
Subsidiaries	16		

Consolidated statement of changes in equity for 2018/19

	Contributed capital DKK'000	Retained earnings DKK'000	Proposed dividend DKK'000	Share of equity attributable to minority interests DKK'000
Equity beginning of year	10.000	28.945	23.400	7.590
Ordinary dividend paid	0	0	(23.400)	(5.449)
Fair value adjustments of hedging instruments	0	1.266	0	0
Tax of entries on equity	0	(278)	0	0
Profit/loss for the year	0	1.104	6.447	2.090
Equity end of year	**10.000**	**31.037**	**6.447**	**4.231**

	Total DKK'000
Equity beginning of year	69.935
Ordinary dividend paid	(28.849)
Fair value adjustments of hedging instruments	1.266
Tax of entries on equity	(278)
Profit/loss for the year	9.641
Equity end of year	**51.715**

Consolidated cash flow statement for 2018/19

	Notes	2018/19 DKK'000	2017/18 DKK'000
Operating profit/loss		15.106	31.568
Amortisation, depreciation and impairment losses		1.272	1.346
Other provisions		(1.345)	(11.537)
Working capital changes	11	(1.195)	(10.170)
Cash flow from ordinary operating activities		**13.838**	**11.207**
Financial income received		536	677
Financial expenses paid		(2.469)	(2.307)
Income taxes refunded/(paid)		(7.756)	(5.551)
Cash flows from operating activities		**4.149**	**4.026**
Acquisition etc of property, plant and equipment		(111)	(225)
Sale of property, plant and equipment		142	223
Acquisition of fixed asset investments		0	(80)
Cash flows from investing activities		**31**	**(82)**
Repayments of loans etc		(51)	(237)
Dividend paid		(28.849)	(22.037)
Cash flows from financing activities		**(28.900)**	**(22.274)**
Increase/decrease in cash and cash equivalents		**(24.720)**	**(18.330)**
Cash and cash equivalents beginning of year		(54.667)	(36.337)
Currency translation adjustments of cash and cash equivalents		270	0
Cash and cash equivalents end of year		**(79.117)**	**(54.667)**
Cash and cash equivalents at year-end are composed of:			
Cash		11.657	4.148
Short-term debt to banks		(90.774)	(58.815)
Cash and cash equivalents end of year		**(79.117)**	**(54.667)**

Notes to consolidated financial statements

	2018/19 DKK'000	2017/18 DKK'000
1. Revenue		
Denmark	17.824	21.530
Other EU-countries	335.440	376.488
Other European countries	21.717	11.031
	374.981	**409.049**

	2018/19 DKK'000	2017/18 DKK'000
2. Fees to the auditor appointed by the Annual General Meeting		
Statutory audit services	215	222
	215	**222**

	2018/19 DKK'000	2017/18 DKK'000
3. Staff costs		
Wages and salaries	27.629	28.744
Pension costs	2.280	2.244
Other social security costs	724	717
Other staff costs	389	706
	31.022	**32.411**
Average number of employees	**56**	**57**

	Remuneration of management 2018/19 DKK'000	Remuneration of management 2017/18 DKK'000
Total amount for management categories	3.645	4.226
	3.645	**4.226**

	2018/19 DKK'000	2017/18 DKK'000
4. Tax on profit/loss for the year		
Current tax	4.598	7.721
Change in deferred tax	(974)	(91)
Adjustment concerning previous years	(95)	0
	3.529	**7.630**

Notes to consolidated financial statements

	2018/19 DKK'000	2017/18 DKK'000
5. Proposed distribution of profit/loss		
Ordinary dividend for the financial year	6.447	23.400
Extraordinary dividend distributed in the financial year	0	14.500
Retained earnings	1.104	(21.426)
Minority interests' share of profit/loss	2.090	5.834
	9.641	**22.308**

	Acquired licences DKK'000
6. Intangible assets	
Cost beginning of year	2.213
Cost end of year	**2.213**
Amortisation and impairment losses beginning of year	(1.663)
Amortisation for the year	(400)
Amortisation and impairment losses end of year	**(2.063)**
Carrying amount end of year	**150**

	Other fixtures and fittings, tools and equipment DKK'000	Leasehold improve-ments DKK'000
7. Property, plant and equipment		
Cost beginning of year	3.941	2.505
Additions	111	0
Disposals	(239)	0
Cost end of year	**3.813**	**2.505**
Depreciation and impairment losses beginning of year	(3.095)	(750)
Depreciation for the year	(293)	(501)
Reversal regarding disposals	100	0
Depreciation and impairment losses end of year	**(3.288)**	**(1.251)**
Carrying amount end of year	**525**	**1.254**

Notes to consolidated financial statements

	Deposits DKK'000
8. Fixed asset investments	
Cost beginning of year	83
Cost end of year	**83**
Carrying amount end of year	**83**

	2018/19 DKK'000
9. Deferred tax	
Changes during the year	
Beginning of year	(75)
Recognised in the income statement	974
End of year	**899**

Defered tax is incumbent tax losses carried forward.

10. Other provisions

Other provisions comprise anticipated costs of warranty obligation. Warranty obligations comprise commetments to remedy defects within the warranty period.

	2018/19 DKK'000	2017/18 DKK'000
11. Change in working capital		
Increase/decrease in inventories	(183)	(483)
Increase/decrease in receivables	4.928	(1.957)
Increase/decrease in trade payables etc	(5.940)	(7.730)
	(1.195)	**(10.170)**

	2018/19 DKK'000	2017/18 DKK'000
12. Unrecognised rental and lease commitments		
Liabilities under rental or lease agreements until maturity in total	**8.861**	**10.239**

13. Contingent liabilities

The Company has entered into a cooperations agreement regarding rent of storage and warehouse operation with a variable payment. The agreement is interminable until 31 March 2020.

14. Assets charged and collateral

Guarantee obligations issued by financial insititutions consitute DKK 70.615k.

The group has provided a guarantee regarding rent obligation for Jyske Bank, which amounts to DKK 1.006k.

Notes to consolidated financial statements

The group has provided a guarantee towards Danske Bank, which amounts to DKK 512k.

15. Transactions with related parties

All transactions with related parties have been made on arm's length terms.

	Registered in	Corporate form	Equity interest %
16. Subsidiaries			
Inter Sales Far East Limited	Hong Kong	Limited	100,0
Inter Sales GmbH	Germany	GmbH	80,0
Inter Sales Benelux B.V.	The Netherlands	B.V.	51,0
Inter Sales Spain, S.A.	Spain	S.A.	80,0
Inter Sales sp. z o.o.	Poland	sp. z o.o.	100,0
Inter Sales ROW A/S	Denmark	A/S	100,0

Parent income statement for 2018/19

	Notes	2018/19 DKK'000	2017/18 DKK'000
Revenue	1	333.056	361.133
Cost of sales		(295.093)	(320.303)
Other external expenses		(8.497)	(8.586)
Gross profit/loss		**29.466**	**32.244**
Staff costs	2	(21.139)	(22.012)
Depreciation, amortisation and impairment losses		(1.039)	(1.144)
Other operating expenses		(152)	0
Operating profit/loss		**7.136**	**9.088**
Income from investments in group enterprises		5.254	10.632
Other financial income		39	621
Other financial expenses		(2.198)	(2.082)
Profit/loss before tax		**10.231**	**18.259**
Tax on profit/loss for the year	3	(1.024)	(1.785)
Profit/loss for the year	4	**9.207**	**16.474**

Parent balance sheet at 31.03.2019

	Notes	2018/19 DKK'000	2017/18 DKK'000
Acquired licences		150	549
Intangible assets	5	**150**	**549**
Other fixtures and fittings, tools and equipment		41	179
Leasehold improvements		1.254	1.755
Property, plant and equipment	6	**1.295**	**1.934**
Investments in group enterprises		11.302	14.708
Fixed asset investments	7	**11.302**	**14.708**
Fixed assets		**12.747**	**17.191**
Manufactured goods and goods for resale		100.220	101.050
Prepayments for goods		1.514	393
Inventories		**101.734**	**101.443**
Trade receivables		18.962	12.955
Receivables from group enterprises		20.287	14.976
Other receivables		1.836	1.918
Income tax receivable		1.370	3.336
Prepayments	8	541	525
Receivables		**42.996**	**33.710**
Cash		**9.478**	**1.212**
Current assets		**154.208**	**136.365**
Assets		**166.955**	**153.556**

Parent balance sheet at 31.03.2019

	Notes	2018/19 DKK'000	2017/18 DKK'000
Contributed capital	9	10.000	10.000
Reserve for net revaluation according to the equity method		8.172	12.789
Retained earnings		24.521	16.156
Proposed dividend		6.447	23.400
Equity		**49.140**	**62.345**
Deferred tax	10	0	75
Other provisions	11	2.965	4.459
Provisions		**2.965**	**4.534**
Bank loans		90.145	58.815
Trade payables		13.558	17.531
Payables to group enterprises		8.450	6.762
Joint taxation contribution payable		2	0
Other payables		2.695	3.569
Current liabilities other than provisions		**114.850**	**86.677**
Liabilities other than provisions		**114.850**	**86.677**
Equity and liabilities		**166.955**	**153.556**
Unrecognised rental and lease commitments	12		
Contingent liabilities	13		
Assets charged and collateral	14		
Transactions with related parties	15		

Parent statement of changes in equity for 2018/19

	Contributed capital DKK'000	Reserve for net revaluation according to the equity method DKK'000	Retained earnings DKK'000	Proposed dividend DKK'000
Equity beginning of year	10.000	12.789	16.156	23.400
Ordinary dividend paid	0	0	0	(23.400)
Fair value adjustments of hedging instruments	0	0	1.266	0
Tax of entries on equity	0	0	(278)	0
Profit/loss for the year	0	(4.617)	7.377	6.447
Equity end of year	**10.000**	**8.172**	**24.521**	**6.447**

	Total DKK'000
Equity beginning of year	62.345
Ordinary dividend paid	(23.400)
Fair value adjustments of hedging instruments	1.266
Tax of entries on equity	(278)
Profit/loss for the year	9.207
Equity end of year	**49.140**

Notes to parent financial statements

	2018/19 DKK'000	2017/18 DKK'000
1. Revenue		
Denmark	18.274	21.530
Other EU-countries	292.149	328.572
Other European countries	22.633	11.031
	333.056	**361.133**

	2018/19 DKK'000	2017/18 DKK'000
2. Staff costs		
Wages and salaries	18.660	19.265
Pension costs	1.848	1.771
Other social security costs	284	270
Other staff costs	347	706
	21.139	**22.012**
Average number of employees	**36**	**37**

	Remuneration of management 2018/19 DKK'000	Remuneration of management 2017/18 DKK'000
Total amount for management categories	3.645	4.226
	3.645	**4.226**

	2018/19 DKK'000	2017/18 DKK'000
3. Tax on profit/loss for the year		
Current tax	1.194	1.876
Change in deferred tax	(75)	(91)
Adjustment concerning previous years	(95)	0
	1.024	**1.785**

Notes to parent financial statements

	2018/19 DKK'000	2017/18 DKK'000
4. Proposed distribution of profit/loss		
Ordinary dividend for the financial year	6.447	23.400
Extraordinary dividend distributed in the financial year	0	14.500
Retained earnings	2.760	(21.426)
	9.207	**16.474**

	Acquired licences DKK'000
5. Intangible assets	
Cost beginning of year	2.213
Cost end of year	**2.213**
Amortisation and impairment losses beginning of year	(1.663)
Amortisation for the year	(400)
Amortisation and impairment losses end of year	**(2.063)**
Carrying amount end of year	**150**

	Other fixtures and fittings, tools and equipment DKK'000	Leasehold improve-ments DKK'000
6. Property, plant and equipment		
Cost beginning of year	2.854	2.505
Cost end of year	**2.854**	**2.505**
Depreciation and impairment losses beginning of year	(2.675)	(750)
Depreciation for the year	(138)	(501)
Depreciation and impairment losses end of year	**(2.813)**	**(1.251)**
Carrying amount end of year	**41**	**1.254**

Notes to parent financial statements

	Investments in group enterprises DKK'000
7. Fixed asset investments	
Cost beginning of year	1.920
Additions	1.210
Cost end of year	**3.130**
Revaluations beginning of year	12.788
Share of profit/loss for the year	5.254
Dividend	(9.868)
Other adjustments	(2)
Revaluations end of year	**8.172**
Carrying amount end of year	**11.302**

A specification of investments in subsidiaries is evident from the notes to the consolidated financial statements.

8. Prepayments

Prepayments recognised under assets comprise costs incurred relating to subsequent financial years.

	Number	Par value DKK'000	Nominal value DKK'000
9. Contributed capital			
Private share class A	10.000	1	10.000
	10.000		**10.000**

10. Deferred tax

Deferred tax was incumbent on intangible assets and equipment.

11. Other provisions

Other provisions comprise of anticipated costs of warranty obligations. Warranty obligations comprise commitments to remedy defects within the warranty period.

	2018/19 DKK'000	2017/18 DKK'000
12. Unrecognised rental and lease commitments		
Liabilities under rental or lease agreements until maturity in total	**7.373**	**8.186**

Notes to parent financial statements

13. Contingent liabilities

The Company has entered into a cooperations agreement regarding rent of storage and warehouse operation with a variable payment. The agreement is interminable until 31 March 2020.

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 entitites, and for obligations, if any, relating to the withholding of the tax on interes, royalties and dividend for these entities.

14. Assets charged and collateral

Guarantee obligations issued by financial insititutions consitute DKK 70.615k.

The Entity has provided a guarantee regarding rent obligation for Jyske Bank, which amounts to DKK 1.006k.

The Entity has provided a guarantee towards Danske Bank, which amounts to DKK 512k.

Collateral provided for group enterprises

The Entity has guaranteed group enterprises' debt to Handelsbanken. Bank loans of group enterprises amount to DKK 629k.

15. Transactions with related parties

All transactions with related parties have been made on arm's length terms.

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 consolidated financial statements and parent financial statements are consistent with those applied last 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.

Consolidated financial statements
The consolidated financial statements comprise the Parent and the group enterprises (subsidiaries) that are controlled by the Parent. Control is achieved by the Parent, either directly or indirectly, holding more than 50% of the voting rights or in any other way possibly or actually exercising controlling influence. Enterprises in which the Group, directly or indirectly, holds between 20% and 50% of the voting rights and exercises significant, but not controlling influence are regarded as associates.

Basis of consolidation
The consolidated financial statements are prepared on the basis of the financial statements of the Parent and its subsidiaries. The consolidated financial statements are prepared by combining uniform items. On consolidation, intra-group income and expenses, intra-group accounts and dividends as well as profits and losses on transactions between the consolidated enterprises are eliminated. The financial statements used for consolidation have been prepared applying the Group's accounting policies.

Subsidiaries' financial statement items are recognised in full in the consolidated financial statements. Minority interests' proportionate share of profit or loss is presented as a separate item in Management's proposal for distribution of profit or loss, and their share of subsidiaries' net assets is presented as a separate item in group equity.

Accounting policies

Investments in subsidiaries are offset at the pro rata share of such subsidiaries' net assets at the acquisition date, with net assets having been calculated at fair value.

Business combinations

Newly acquired or newly established enterprises are recognised in the consolidated financial statements from the time of acquiring or establishing such enterprises. Divested or wound-up enterprises are recognised in the consolidated income statement up to the time of their divestment or winding-up.

The purchase method is applied at the acquisition of new enterprises, under which identifiable assets and liabilities of these enterprises are measured at fair value at the acquisition date. Provisions for costs of restructuring of the enterprise acquired are only made in so far as such restructuring was decided by the enterprise acquired prior to acquisition. Allowance is made for the tax effect of restatements.

Positive differences in amount (goodwill) between cost of the acquired share and fair value of the assets and liabilities taken over are recognised under intangible assets, and they are amortised systematically over the income statement based on an individual assessment of their useful life. If the useful life cannot be estimated reliably, it is fixed at 10 years. Useful life is reassessed annually.

Profits or losses from divestment of equity investments

Profits or losses from divestment or winding-up of subsidiaries are calculated as the difference between selling price or settlement price and the carrying amount of the net assets at the time of divestment or winding-up, inclusive of non-amortised goodwill and estimated divestment or winding-up expenses.

Foreign currency translation

On initial recognition, foreign currency transactions are translated applying the exchange rate at the transaction date. Receivables, payables and other monetary items denominated in foreign currencies that have not been settled at the balance sheet date are translated using the exchange rate at the balance sheet date. Exchange differences that arise between the rate at the transaction date and the rate in effect at the payment date, or the rate at the balance sheet date are recognised in the income statement as financial income or financial expenses. Property, plant and equipment, intangible assets, inventories and other non-monetary assets that have been purchased in foreign currencies are translated using historical rates.

When recognising foreign subsidiaries and associates that are independent entities, the income statements are translated at average exchange rates for the months that do not significantly deviate from the rates at the transaction date. Balance sheet items are translated using the exchange rates at the balance sheet date.

Exchange adjustments of outstanding accounts with independent foreign subsidiaries which are considered part of the total investment in the subsidiary in question are classified directly as equity.

When recognising foreign subsidiaries that are integral entities, monetary assets and liabilities are translated using the exchange rates at the balance sheet date. Non-monetary assets and liabilities are translated at the exchange rate of the time of acquisition or the time of any subsequent revaluation or writedown. The items of the income statement are translated at the average rates of the months; however, items deriving from

Accounting policies

non-monetary assets and liabilities are translated using the historical rates applicable to the relevant non-monetary items.

Income statement

Revenue

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

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 as well as social security contributions, pension contributions, etc for entity staff.

Depreciation, amortisation and impairment losses

Depreciation, amortisation and impairment losses relating to intangible assets and equipment 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 equipment.

Other operating expenses

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

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 internal profits or losses.

Other financial income from group enterprises

Other financial income from group enterprises comprises interest income etc on receivables from group enterprises.

Other financial income

Other financial income comprises dividends etc received on other investments, interest income, including interest income on receivables from group enterprises, net capital or exchange gains on securities, payables

Accounting policies

and transactions in foreign currencies, amortisation of financial assets as well as tax relief under the Danish Tax Prepayment Scheme etc.

Financial expenses from group enterprises
Financial expenses from group enterprises comprise interest expenses etc from payables to group enterprises.

Other financial expenses
Other financial expenses comprise interest expenses, including interest expenses on payables to group enterprises, net capital or exchange losses on securities, payables and transactions in foreign currencies, amortisation of financial liabilities as well as tax surcharge under the Danish Tax Prepayment Scheme etc.

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.

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.

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 life of the assets:

Acquired licenses	4 years

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

Property, plant and equipment
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 held under finance leases, cost is the lower of the asset's fair value and present value of future lease payments.

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	4 years
Leasehold improvements	5 years

For leasehold improvements and assets subject to finance leases, the depreciation period cannot exceed the contract period.

Accounting policies

Estimated useful lives and residual values are reassessed annually.

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

Investments in group enterprises
In the parent financial statements, 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 plus unamortised goodwill and plus or minus unrealised intra-group profits and losses.

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

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. Cost of manufactured goods consists of costs of raw materials.

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.

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

Deferred tax assets, including the tax base of tax loss carry forwards, 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.

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

Cash
Cash comprises cash in hand and bank deposits.

Dividend
Dividend is recognised as a liability at the time of adoption at the general meeting. Proposed dividend for the financial year is disclosed as a separate item in equity. Extraordinary dividend adopted in the financial year is recognised directly in equity when distributed and disclosed as a separate item in Management’s proposal for distribution of profit/loss.

Accounting policies

Minority interests
Minority interests consist of non-controlling interests' share of equity in subsidiaries not 100% owned by the Parent.

Other provisions
Other provisions comprise anticipated costs of non-recourse guarantee commitments, returns, loss on contract work in progress, decided and published restructuring, etc.

Other provisions are recognised and measured as the best estimate of the expenses required to settle the liabilities at the balance sheet date. Provisions that are estimated to mature more than one year after the balance sheet date are measured at their discounted value.

Non-recourse guarantee commitments comprise commitments to remedy defects and deficiencies within the guarantee period.

On acquisition of enterprises and investments in group enterprises, provisions are made for costs relating to restructuring in the acquired enterprise that were decided and published at the acquisition date at the latest.

Finance lease liabilities
Lease commitments relating to assets held under finance leases are recognised in the balance sheet as liabilities other than provisions, and, at the time of inception of the lease, measured at the present value of future lease payments. Subsequent to initial recognition, lease commitments are measured at amortised cost. The difference between present value and nominal amount of the lease payments is recognised in the income statement as a financial expense over the term of the leases.

Operating leases
Lease payments on operating leases are recognised on a straight-line basis in the income statement over the term of the lease.

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

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

Deferred income
Deferred income comprises income received for recognition in subsequent financial years. Deferred income is measured at cost.

Cash flow statement
The cash flow statement shows cash flows from operating, investing and financing activities as well as cash and cash equivalents at the beginning and the end of the financial year.

Accounting policies

Cash flows from operating activities are presented using the indirect method and calculated as the operating profit/loss adjusted for non-cash operating items, working capital changes and income taxes paid.

Cash flows from investing activities comprise payments in connection with acquisition and divestment of enterprises, activities and fixed asset investments as well as purchase, development, improvement and sale, etc of intangible assets and property, plant and equipment, including acquisition of assets held under finance leases.

Cash flows from financing activities comprise changes in the size or composition of the contributed capital and related costs as well as the raising of loans, inception of finance leases, instalments on interest-bearing debt, purchase of treasury shares and payment of dividend.

Cash and cash equivalents comprise cash less short-term bank loans.