# **Johnson Controls Denmark ApS**

CVR-nr. 19 05 61 71 Christian X's Vej 201 DK-8270 Højbjerg

Annual Report 2019/20

The Annual Report was presented and adopted at the Annual General Meeting of the Company on \$\infty\$ 1\sum\_2 2021.

Chairman

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# Management's Statement

The Executive Board and the Board of Directors have today considered and adopted the Annual Report of Johnson Controls Denmark ApS for the financial year 1 October 2019 - 30 September 2020.

The Annual Report is prepared in accordance with the Danish Financial Statements Act.

In our opinion the Financial Statements give a true and fair view of the financial position at 30 September 2020 of the Company and of the results of the Company's operations for the financial year 1 October 2019 – 30 September 2020.

We recommend that the Annual Report be adopted at the Annual General Meeting.

Højbjerg 5 March 2021

Executive Board

Lene Overgaard Andersen

Managing Director

Board of Directors

Benthe Klokkerholm

Chairman

Bent Knudsen

Urgen Kemner

urgen Kemper

Michael Køpnen

# **Independent Auditors' Report**

To the Shareholder of Johnson Controls Denmark ApS

#### **Opinion**

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 30 September 2020, and of the results of the Company's operations for the financial year 1 October 2019 - 30 September 2020 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of Johnson Controls Denmark ApS for the financial year 1 October 2019 - 30 September 2020, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies ("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.

### **Emphasis of Matter**

Without qualifying our opinion, we point to note 16 in the Annual Report in which Management describes a material uncertainty relating to claim made by the Danish Tax Authorities and uncertainty related to the recognition of current tax derived from the Company's exit from the US "Check The Box" rules in 2010/11.

### 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.

# Managements Responibilities 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.

# **Independent Auditors' Report**

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.

# **Independent Auditors' Report**

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.

Aarhus, 5 March 2021

**PricewaterhouseCoopers** 

Statsautoriseret Revisionspartnerselskab

CVR-nr. 33 77 12 31

Michael Nielsson

State Authorised Public Accountant

(mne15151)

Henrik Trangeled Kristensen
State Authorised Public Accountant

(mne23333)

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**Company Information** 

The Company Johnson Controls Denmark ApS

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Website <u>www.jci.com</u>

CVR No 19 05 61 71

Financial period 1 October - 30 September

Established 1 January 1996

Municipality of reg. Office Aarhus

Executive Board Lene Overgaard Andersen, Managing Director

Board of Directors Benthe Klokkerholm, Chairman

Jürgen Kemper Peter Høgh Arve Bent Knudsen Michael Køppen

Auditors PwC Statsautoriseret Revisionspartnerselskab

Nobelparken Jens Chr. Skous Vej 1 DK-8000 Aarhus C.

Annual General Meeting The Annual General Meeting is held 5th of March

2021 at the Company's address.

# Management's Review

# Financial Highlights

The following financial highlights are describing the development of the Company over the last 5 years.

DKK '000	2019/20	2018/19	2017/18	2016/17	2015/16
Key figures Revenue	1,781,891	1,507,896	1,349,344	1,293,896	1,298,094
Profit/(loss) before financial income and expenses	183,341	219,397	79,752	23,204	98,762
Financial income and expenses	-13,952	-6,957	-7,751	-6,330	5,665
Exceptional items	-43,652	-9,728	-23,646	723	-12,904
Net profit/(loss) for the year	91,345	157,213	32,657	17,571	73,782
Total assets	2,136,838	1,920,928	1,729,883	1,519,672	1,554,327
Investments in property, plant and equipment	17,168	31,697	15,475	26,148	18,789
Equity	1,420,708	1,329,363	1,172,150	1,139,493	1,121,922
Ratios Profit margin	10.3	14.5	5.9	1.8	7.6
Return on investment	10.2	13.9	5.9	1.9	7.9
Gross margin	23.1	24.8	27.4	21.6	20.9
Current ratio	271.7	253.5	245.9	296.8	269.8
Equity ratio	66.5	69.2	67.8	75.0	72.2
Return on equity	6.6	12.6	2.8	1.6	6.8
Average number of employees	703	659	616	626	631

For definitions of the financial ratios, see the accounting policies.

# **Management's Review**

# **Operating Review**

### Principal activities

Johnson Controls Denmark ApS is the Parent Company in the Johnson Controls Denmark group.

The Johnson Controls Denmark group provides industrial and marine refrigeration systems, control systems, equipment, spare parts and services primarily for the food and process industries and for the commercial marine market. The Johnson Controls Denmark group delivers to customers all over the world.

Johnson Controls Denmark ApS is a part of Johnson Controls, International plc, which has its headquarters in Cork, Ireland. Johnson Controls International plc is a global market leader in batteries and building efficiency. The Johnson Controls Denmark group belongs to the building efficiency business.

#### **Equity and Ownership**

The entire share capital of the Company is held by Johnson Controls Luxembourg European Finance S.a.r.l. which again is owned by Johnson Controls International plc. Johnson Controls International plc is listed on the New York Stock Exchange. The consolidated financial statements are prepared according to US GAAP and include Johnson Controls Denmark ApS as a subsidiary.

Under reference to Section 112 of the Danish Financial Statements Act, it has been decided not to prepare separate consolidated statements for Johnson Controls Denmark ApS.

### Development in activities and financial position

### Covid-19

In the short-term the company has not seen a significant impact on the pandemic as actions were taken early in 2020. These included restrictions on travel and a directive to our employees to work from home as much as possible. This has had a positive effect on the health of our employees.

The Marine segment recorded a loss on a customer project due to the customer's inability to finance the continuation of one project.

In the medium- to long-term the financials may be impacted by the pandemic through the reduction in the order intake noted for the year.

#### **Profit and Loss**

The financial statements for 2019/20 shows a profit before tax of 129.0 million DKK compared to a profit before tax of 202.7 million DKK in 2018/19.

The revenue increased compared to last year but the gross margin remained in line with the previous year. The main reason for the revenue increase is the deliveries from the order backlog. The gross margin has been impacted by higher than expected rectification costs within the Gas segment in Marine. Increased efficiency in the production of components was able to off-set this.

The Refrigeration business has seen a positive development in revenue as a result of government subsidies and changes done to the environmental taxes.

Affecting the result negatively are write downs of the investments in subsidiaries losses on a major customer project. The loss on the customer project includes the need for an additional accrual for ongoing warranty commitments.

Tax on profit/ (loss) for the year was an expense of 37.7 million DKK compared to an expense of 45.5 million DKK in 2018/19 given the increased profit before tax.

#### Uncertainties regarding recognition and measurement

The Danish Tax Authorities have in the financial year 2011/12 made a claim that the taxable income for the assessment year 2006 should be increased. The Johnson Controls Group strongly disagrees with the claim that the Danish Tax Authorities have made. Consequently, the claim has been appealed to the Danish National Income Tax Tribunal. Please refer to note 16 Contingent liabilities for more details.

### **Market Conditions**

Sales to the European, market including Denmark, have increased by 24%, mainly driven by an increase in domestic sales and services. Sales to the rest of the world have decreased by 10%, driven by a decrease in sales to the African market.

The increase in the European sales is largely attributed to the Marine and Refrigeration business segments due to reasons already mentioned.

#### Production and processes

The market continues to move towards more complex solutions thus our focus continues to be to keep the balance between complex solutions and standard products.

#### New Products and product improvements

To reduce the global warming we continue developing equipment with natural refrigerants. We maintain our existing product programs with natural refrigerants for our core business segment. Another focus area is to continue developing our heat pumps offerings to support the growing European demand for heat pumps with natural refrigerant such as ammonia and water.

### **Environmental Policy**

Johnson Controls Denmark has developed an environment policy supporting the development of new sustainable products and taking the environment into consideration in our production plant.

# Zero Waste to Landfill

As part of Johnson Controls' continued commitment to reduce the impact on the environment and thus contribute to protect the world for future generations, Johnson Controls Denmark was in August 2018 recognized as attaining zero waste to landfill.

Before being certified as landfill free facility, the company participated in an independent review and demonstrated that 100 percent of the waste being produced are either recycled, reused or converted to energy.

### **Investments**

All investments in the Company aim at supporting the future manufacturing, market and product strategies which pursue increased sustainability and environment awareness.

#### Capital resources

The capital resources of Johnson Controls Denmark ApS consist of e.g. unused credit facilities in Denmark as well as abroad.

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The capital resources are unchanged compared to previous year and estimated to be fully sufficient to ensure the continued operations of the Company.

#### Outlook

The uncertainties relating to how long the pandemic will have on our society makes it difficult to evaluate the future impact on our company. One effect already seen is a reduction in the order intake during the current fiscal year which, if nothing changes, will have a negative impact on the future revenue.

#### **Risk factors**

#### General risks

The general risks relate to the global world economy, as the Johnson Controls Denmark group deliver to customers worldwide.

#### Financial risks

Due to its equity ratio, the Company's exposure to financial risk of interest rate fluctuations is limited.

#### **Currency risks**

As a considerable part of the revenue is achieved through export sales, and as a not insignificant part of the purchase is made in foreign currencies (primarily EUR and USD), the Company is exposed to exchange risks.

To minimize the effects of the foreign currency exposure the legal entity works continuously with the Corporate Treasury office, in Belgium, who is responsible for the consolidation of all foreign exchange transactions for Johnson Controls. The legal entities are not allowed to hedge with external financial institutions, but if this is needed Corporate Treasury will do this on behalf of the legal entity.

#### Credit risks

It is the policy of the Company that payments from external customers must always be hedged either by bank guarantees, letters of credit or by current credit rating of the customer.

### Intellectual capital

Ensuring the correct composition of the staff's competences and training is obviously essential to the Company. Therefore, the performance of the employees compared to the specified objectives is subject to current evaluation.

Report on Corporate Social Responsibility, Cf. Section 99 a of the Danish Financial Statements Act

Johnson Controls Denmark ApS does not have its own local policy on Corporate Social Responsibility, but refer to the Johnson Controls global policy, which can be found on www.johnsoncontrols.com.

Report on Gender Composition in Management, Cf. Section 99 b of the Danish Financial Statements Act

# Composition of the Board of Directors

The Board of Directors consists of 4 members, and the composition is 25% females. This means that the Board of Directors have achieved an equal gender distribution.

The Board of Directors believes that the appropriate competencies and qualifications must be ensured when appointing new members of the Board. The competences include e.g.: International and industry insight; legal insight; and financial insight.

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When recommending new candidates for the Board of Directors, we seek to safeguard the principles of diversity and representation of all important qualifications so that the Board can continue to carry out its work in the best possible way. The members of the BoD is elected by our owners, Johnson Controls International plc.

### Management Training and Recruitment of Leaders

#### Our policy

We have a policy for equality, and the purpose is to have a more even share of male and female leaders. This includes leaders within operations as well as functional support teams. We want to be an attractive place to work for both genders.

#### Our initiatives

We have talent reviews on a yearly basis, to identify and develop for our organisation overall. We review succession and pipeline for future leaders coming up from performance reviews held with all employees.

When open manager positions are advertised, we urge all candidates to apply irrespective of gender, age etc. If a male and a female candidate are equally qualified, the female candidate will be given preferential treatment.

We participate in career fairs, and by joining these events, we get a unique opportunity to present our company directly to students who are about to complete their studies as well as with graduates ready to enter the job market. On top of that, we are also part of a network with "Naturvidenskabernes hus" (house of natural sciences), where we are working with students at public schools aiming at given the students an understanding of all the different kind of jobs within a company like ours.

Through these co-operations, we are aiming at a more versatile knowledge of future career opportunities for females, as there is still a large share of males within the natural sciences educations.

Selected female leaders have participated in a thesis at the University of Aarhus with the aim to highlight the difference between female leaders in a male-dominated versus a female-dominated organization. Moreover to clarify how perception inflicts on their self-image as leaders. Furthermore, focus have been on leadership styles to clarify the qualities that women bring to the board room, according to themselves.

### Our outcome and expectations

In the last year, we have seen an increasing interest for management amongst our female employees. We therefore expect the share of female leaders to increase in the coming years.

# **Accounting Policies**

### Basis of preparation

The Annual Report of Johnson Controls Denmark ApS for 2019/20 has been prepared in accordance with the provisions applying to large enterprises of reporting class C under the Danish Financial Statements Act.

As the Company's ultimate parent company Johnson Controls International plc., Cork, Ireland, I.R.S. Employer Identification No.: 39-0380010, is listed in the USA and prepares consolidated financial statements according to US GAAP, in which Johnson Controls Denmark ApS is included as a subsidiary, it has been decided, under reference to Section 112 of the Danish Financial Statements Act, not to prepare separate consolidated financial statements for Johnson Controls Denmark ApS.

Under reference to Section 86 Paragraph 4 of the Danish Financial Statements Act, it has been decided not to prepare a separate cash flow statement for Johnson Controls Denmark ApS.

The Annual Report for 2019/20 is presented in DKK thousands.

# Recognition and measurement

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.

**Accounting Policies** 

Certain financial assets and liabilities are measured at amortised cost, which involves the recognition of a constant effective interest rate over the maturity period. Amortised cost is calculated as original cost less any repayments and with addition/deduction of the cumulative amortisation of any difference between cost and the nominal amount. In this way, capital losses and gains are allocated over the maturity period.

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

### Translation policies

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

#### Hedge accounting

Changes in the fair value of derivative financial instruments designated as and qualifying for recognition as a hedge of the fair value of a recognised asset or liability are recognised in the income statement together with changes in the value of the hedged asset or liability.

Changes in the fair value of derivative financial instruments designated as and qualifying for recognition as a hedge of future assets or liabilities are recognised directly in equity. Income and expenses relating to such hedging transactions are transferred from equity on realisation of the hedged item and recognised in the same item of account as the hedged item.

#### Segment reporting

The report includes information on sales distributed on activities and geographical markets.

# **Accounting Policies**

**Income Statement** 

#### Revenue

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

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

Revenue is recognised exclusive of VAT, taxes and net of discounts relating to sales.

For applicable contract work in progress, the percentage-of-completion method is used. Accordingly, the value of the performed part of the orders is recognised as revenue at the estimated value of the work performed.

#### **Production costs**

Production costs include depreciation and salaries incurred for the purpose of generating the revenues for the year. Production costs also comprise research and development costs that do not qualify for capitalisation and amortisation of capitalised development costs.

## Distribution costs

Distribution costs comprise costs of sales staff, advertising and exhibition expenses, including depreciation.

#### Administrative costs

Administrative costs comprise costs regarding administrative staff, management, office premises and office expenses etc. including depreciation.

# **Accounting Policies**

### Results from investments in subsidiaries and associates

Dividend from investments in subsidiaries and associated companies are recognised in the income statement in the financial year in which the dividend is declared. To the extent that dividend exceeds accumulated earnings after the date of acquisition, the dividend is however recognised as write-down of the cost of the investment. Profit and loss resulting from divestment of subsidiaries and associated companies are recognised in the divestment year.

### Financial income and expenses

Financial income and expenses comprise interest income and expenses, realised and unrealised exchange rate gains and losses regarding receivables and payables denominated in foreign currencies.

### Tax on profit/(loss) for the year

Johnson Controls Denmark ApS is jointly taxed with its wholly-owned Danish subsidiaries. The Company acts as the administration company for the joint taxation and consequently settles all payments of corporation tax with the tax authorities.

Tax for the year comprises current tax and changes in deferred tax for the year. The tax expense relating to the profit/(loss) for the year is recognised in the income statement, and the tax expense relating to changes directly recognised in equity is recognised directly in equity.

### **Balance Sheet**

#### Intangible assets

Goodwill is recognised at cost less accumulated amortisation and less any accumulated impairment losses. Amortisation is provided on a straight-line basis over the expected useful lives of the assets, which are 5 years. In the case of large-scale strategic acquisitions with long-term earnings profiles, goodwill is amortised over a maximum of 20 years.

The estimated useful life has been determined by taking into consideration the business platform acquired, including a strong brand and reputation as well as very loyal customers.

Development projects and software that are clearly defined and identifiable and in respect of which technical feasibility, sufficient resources and a potential future market or development opportunity in the enterprise can be demonstrated, and where it is the intention to manufacture, market or use the project, are recognised as intangible assets. This applies if sufficient certainty exists that the value in use of future earnings can cover cost of sales, distribution and administrative expenses involved as well as the development costs.

Costs of development projects and software comprise salaries, amortisation and other expenses directly or indirectly attributable to the Company's development activities and software. Borrowing costs are not recognised.

# **Accounting Policies**

Development projects and software that do not meet the criteria for recognition in the balance sheet are recognised as expenses in the income statement as incurred.

Capitalised development costs and software are measured at cost less accumulated amortisation and impairment losses or at a lower recoverable amount.

As of the date of completion, capitalised development costs and software are amortised on a straight-line basis over the period of the expected economic benefit from the development work, but not exceeding 5 years.

# Property, plant and equipment

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. In the case of assets of own construction, cost comprises direct and indirect expenses for labour, materials, components and sub-suppliers. Borrowing costs are not recognised.

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 in years:

Buildings	15-40
Plant and machinery	3-12
Fixtures and fittings, tools and equipment	3-12

Land is not depreciated.

#### Fixed asset investments

Subsidiaries are enterprises that are controlled by the Parent Company. The Parent Company is considered to be in control when the Company directly or indirectly holds more than 50% of the votes or otherwise is able to exercise or actually exercise control.

Enterprises that are not subsidiaries, but in which Johnson Controls Denmark ApS directly or indirectly holds 20% or more of the voting rights or exercises a significant influence are considered associates.

# **Accounting Policies**

Investments in subsidiaries and associated companies are measured at cost. If the cost exceeds the recoverable amount, the investment is written down to its lower recoverable amount. The cost is reduced to the extent that dividend received exceeds accumulated earnings after the date of acquisition.

Other investments are valued at cost less any write-downs.

## Impairment of fixed assets

The carrying amounts of intangible assets, property, plant and equipment and fixed asset investments 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. This impairment test is performed on an annual basis for development projects in progress irrespective of any indication of impairment.

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

Goodwill, head office buildings and other assets for which a separate value in use cannot be determined as the asset does not on an individual basis generate future cash flows are reviewed for impairment together with the group of assets to which they are attributable.

### Leases

Payments in connection with operating leases and other lease agreements are recognised in the income statement over the lease period. The Company's total liabilities regarding operating leases are disclosed under contractual obligations.

# Inventories

Raw materials and consumables are valued at cost.

Finished goods and work in progress are measured at cost, comprising the cost of raw materials, consumables, direct wages and salaries and indirect production overheads. Indirect production overheads comprise indirect materials and wages and salaries as well as maintenance and depreciation of production machinery, buildings and equipment as well as factory administration and management. Borrowing costs are not recognised.

Write-down to net realisable value is made for goods where the expected sales price less any completion costs and costs necessary to make the sale (net realisable value) is lower than cost.

Cost is computed on the basis of the FIFO method.

# **Accounting Policies**

#### Receivables

Receivables are measured in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts. Provisions for bad debts are determined on the basis of an individual assessment of each receivable.

### Contract work in progress

Revenue is recognized over time using the input method (percentage-of-completion) of revenue recognition during the manufacturing process if all of the following criteria are met:

- The performance creates a highly customized asset that cannot be transferred to another customer or used by the company. Assets with a sales price of 1.5 million DKK or more per unit are considered highly specialized/customized. Other equipment with an intercompany sales price between the manufacturing entity and the branch of 3.0 million DKK or more per unit is considered to be highly specialized/customized.
- If the contract includes multiple units to be produced, the thresholds above will be applied to each and every unit in the arrangement separately.
- The Company has right to payment to the performance to date at any point during the contract.

Percentage-of-completion designation must be made at the inception of the contract and changing revenue recognition methodologies in the middle of a contract is not acceptable. Recognizing revenue as material is being produced, manufactured or assembled at a third party vendor location is not allowed.

Payments received on account from customers are set off against contract work in progress to the extent that these payments on account correspond to the value of work in progress.

#### **Prepayments**

Prepayments recognised as assets comprise costs incurred concerning subsequent financial years.

# Equity - Proposed dividend

Proposed dividends are recognised as a liability at the date when they are adopted at the Annual General Meeting (declaration date). The expected dividend payment for the year is disclosed as a separate item under equity.

# **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.

Warranty provisions comprise obligations in respect of repair work within the warranty period. The general provisions for warranties are recognised and measured based on past experience.

#### 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. However, deferred tax is not recognised in respect of temporary differences concerning goodwill not deductible for tax purposes and other items - apart from business acquisitions - where temporary differences have arisen at the time of acquisition without affecting the profit/(loss) for the year or the taxable income.

# **Accounting Policies**

Deferred tax is measured on the basis of the tax rules and at tax rates applicable in the respective countries 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.

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

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.

Deferred tax assets and liabilities are set off within the same legal tax entity.

## Current tax receivables and liabilities

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

### Liabilities

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

# **Accounting Policies**

# Explanation of financial ratios

Profit margin	=	Profit/(loss) before financials * 100 Revenue
Return on investment	=	Profit/(loss) before financials * 100  Average operating assets
Gross margin	=	<u>Gross profit/(loss) * 100</u> Revenue
Current ratio	=	<u>Current asset * 100</u> Short-term liabilities
Equity ratio	=	<u>Equity * 100</u> Total equity and liabilities
Return on equity	=	<u>Net profit/(loss) for the year * 100</u> Average equity

# Income Statement 1 October - 30 September

DKK '000	Note	2019/20	2018/19
Revenue	1	1,781,891	1,507,896
Production cost		-1,370,561	-1,133,898
Gross profit/(loss)		411,330	373,998
Distribution costs		-58,707	-42,974
Administrative costs		-169.282	-111,627
Profit/(loss) before financial income and expenses		183,341	219,397
Results from investments in subsidiaries	2,5	-40,362	-9,728
Financial income and expenses	3,5	-13,952	-6,957
Profit/(loss) before tax		129,027	202,712
Tax on profit/(loss) for the year	4	-37,682	-45,499
Net profit/(loss) for the year		91,345	157.213

# Balance Sheet at 30 September

DKK '000	Note	2020	2019
ASSETS			
Goodwill		0	0
IT-software		0	0
IT-software in progress		1,492	0
Intangible assets	6	1,492	0
Land and buildings		73,012	77,617
Plant and machinery		23,912	20,909
Fixtures and fittings, tools and equipment		12,414	17,693
Property, plant and equipment in progress	S	21,490	14,263
Property, plant and equipment	7	130,828	130,482
Investments in subsidiaries	8	202,793	243,231
Investments in associates	9	0	0
Other investments	10	0	5,698
Receivables from group companies		63,068	63,068
Fixed assets investments		265,861	311,997
Fixed assets		398,181	442,479
Raw materials and consumables		23,040	27,763
Work in progress		90,187	155,812
Finished goods and goods for resale		94,738	94,615
Inventories		207,965	278,190
Trade receivables		137,049	169,964
Contract work in progress	11	120,714	98,966
Receivables from group companies		132,064	76,244
Corporate tax receivable		0	27,250
Other receivables		8,365	10,780
Deferred tax assets	12	8,611	9,053
Prepayments		2,508	3,381
Receivables		409,311	395,638
Cash at bank and in hand		1,121,381	804,621
Current assets		1,738,657	1,478,449
ASSETS		2,136,838	1,920,928

# Balance sheet at 30 September

DKK '000	Note	2020	2019
Equity and Liabilities			
Share capital		302,680	302,680
Retained earnings		1,118,028	1,026,683
Equity	13	1,420,708	1,329,363
Warranty provisions		33,245	8,263
Provisions		33,245	8,263
Long-term payable	14	43,081	0
Long-term liabilities		43,081	0
Credit institutions		29,953	7,155
Prepayments received from customers	11	70,038	70,748
Trade payables		219,861	223,686
Payables to group companies		211,165	195,569
Tax payables		28,170	0
Other payables		80,617	86,144
Short-term liabilities		639,804	583,302
Liabilities		682,885	583,302
Equity and liabilities		2,136,838	1,920,928
Contractual obligations	15		
Contingent liabilities	16		
Staff	17		
Fee to auditors appointed by the General			
Meeting	18		
Related parties and ownership	19		
Proposed distribution of income	20		

# Notes to the Annual Report

### 1 Revenue

DKK '000	2019/2020	2018/2019
Denmark	716,528	436,409
Europe excl Denmark	840,818	823,460
Asia	169,458	176,926
Africa	10,363	5,981
North and South America	39,734	44,294
Other countries	4,990	20,826
A STATE OF THE STA	1,781,891	1,507,896
Production and sale of refrigeration components	323,037	321,158
Sale of refrigeration equipment	1,390,318	1,131,375
Others	68,536	55,363
	1,781,891	1,507,896
2 Results from investments in subsidiaries		
DKK '000	2019/2020	2018/2019
Impairment of investments in subsidiaries	-40,439	-9,728
Dividend of investments in subsidiaries	77	0
	-40,362	-9,728
3 Financial income and expenses	2019/2020	2018/2010
DKK '000	2019/2020	
DKK '000 Interest received from group companies	0	1,899
DKK '000		1,899 135
DKK '000 Interest received from group companies Other financial income	0 0	1,899 135 <b>2,034</b>
DKK '000 Interest received from group companies Other financial income Interest paid to group companies	0 0 <b>0</b> -198	1,899 135 <b>2,034</b>
DKK '000 Interest received from group companies Other financial income Interest paid to group companies Other financial expenses	0 0 <b>0</b> -198 -10,464	1,899 135 <b>2,034</b> 0 -8,991
DKK '000  Interest received from group companies Other financial income  Interest paid to group companies Other financial expenses	0 0 <b>0</b> -198	1,899 135 <b>2,034</b> 0 -8,991 0
DKK '000 Interest received from group companies Other financial income Interest paid to group companies Other financial expenses	0 0 0 -198 -10,464 -3,290	1,899 135 <b>2,034</b> 0 -8,991 0
DKK '000 Interest received from group companies Other financial income Interest paid to group companies	0 0 0 -198 -10,464 -3,290 -13,952	1,899 135 <b>2,034</b> 0 -8,991 0
DKK '000 Interest received from group companies Other financial income  Interest paid to group companies Other financial expenses Loss on sale of shares	0 0 0 -198 -10,464 -3,290 -13,952	1,899 135 2,034 0 -8,991 0 -8,997
DKK '000 Interest received from group companies Other financial income  Interest paid to group companies Other financial expenses Loss on sale of shares  4 Tax on profit/(loss) for the year DKK '000	0 0 -198 -10,464 -3,290 -13,952	1,899 135 2,034 0 -8,991 0 -8,997 -6,957
Interest received from group companies Other financial income  Interest paid to group companies Other financial expenses Loss on sale of shares  4 Tax on profit/(loss) for the year  DKK '000 Current tax for the year	0 0 0 -198 -10,464 -3,290 -13,952 -13,952	1,899 135 2,034 0 -8,991 0 -8,997 -6,957 2018/2019 -30,696
DKK '000 Interest received from group companies Other financial income  Interest paid to group companies Other financial expenses Loss on sale of shares  4 Tax on profit/(loss) for the year  DKK '000 Current tax for the year Deferred tax for the year	0 0 -198 -10,464 -3,290 -13,952 -13,952 -2019/2020 -36,459	1,899 135 2,034  0 -8,991 0 -8,991 -6,957  2018/2019 -30,696 -15,427
DKK '000 Interest received from group companies Other financial income  Interest paid to group companies Other financial expenses Loss on sale of shares  4 Tax on profit/(loss) for the year	0 0 0 -198 -10,464 -3,290 -13,952 -13,952 -13,952	2018/2019 1,899 135 2,034  0 -8,991 -6,957  2018/2019 -30,696 -15,427 624 0

# 5 Exceptional items

DKK '000			2019/2020		2018/2019
Impairment of investment in Johnson		Denmark ApS	-29,693		-9,728
Impairment of investment York Chile S.A			-10,746		0
Dividend of investments in subsidiari	es		77		0
Loss on sale of shares in JC India			-3,290		0
			-43,652		-9,728
Exceptional items are recognized in the	he income stateme	nt as follows:			
Results from investments in subsidiar	ies		-40,362		-9,728
Financial income and expenses			-3,290		0 700
			-43,652		-9,728
6 Intangible assets					
o intangible assets		Completed			
		development		IT Software	
DKK '000	Goodwill	projects	IT Software	in progress	Total
DIKE UUU	Goodwin	projects	11 Boltware	in progress	Total
Cost at 1 October	376,222	7,003	13,149	0	396,374
Additions	0	0	0	1,492	1,492
Cost at 30 September	376,222	7,003	13,149	1,492	397,866
A	276 000	7.002	10.140	0	006 074
Amortization and impairment at 1	376,222	7,003	13,149	0	396,374
October	0	0	0		^
Amortization and impairment for	0	0	0	0	0
the year Amortization and impairment at 30					
September	376,222	7,003	13,149	0	396,374
Carrying amount at 30	370,222	7,003	13,147	v	370,374
September	0	0	0	1,492	1,492
				2,	-,
Amortized over	5-20 years	5 years	3-5 years		
7 Property, plant and equipment					
			Fixtures,	Property,	
			fittings,	plant and	
	Land and	Plant and	tools and	equipment	
DKK '000	buildings	machinery	equipment	in progress	Total
Cost at 1 October	272,750	168,014	85,793	14,263	540,820
Additions	3,019	6,027	482	7,640	17,168
Disposals	-414	-1,843	-130	0	-2,387
Transfers	220	193	0	-413	0
Cost at 30 September	275,575	172,391	86,145	21,490	555,601
Depreciation and impairment at 1					
October	195,133	147,105	68,100	0	410,338
Depreciation for the year	7,884	4,896	3,974	0	16,754
Depreciation on disposals for the					
year	-414	-1,775	-130	0	-2,319
Depreciation and impairment at 30					
September	202,603	150,226	71,944	0	424,773
Carrying amount at 30					
September	72,972	22,165	14,201	21,490	130,828
Depreciated over	15-40 years	3-12 years	3-12 years		
	*				

# 8 Investments in subsidiaries

DKK '000	2019/2020	2018/2019
Cost at 1 October	467,068	472,766
Additions	0	0
Transfer to Other investments	0	-5,698
Cost at 30 September	467,068	467,068
Value adjustments at 1 October	-223,837	-214,109
Write down	-40,438	-9,728
Value adjustments at 30 September	-264,275	-223,837
Carrying amount at 30 September	202,793	243,231

Name	Place of registered office	Ownership	Equity 1)	Result for the year
Johnson Controls Holding Denmark ApS	Højbjerg, Denmark	100%	69,825	-29,684
Sp/f Johnson Controls Faroe Islands	Torshavn, Faroe Islands	100%	2,314	590
Johnson Controls Norway AS	Vöyenenga, Norway	100%	78,018	4,515
York Refrigeration Marine (China) Ltd.	Wanchai, Hong Kong	100%	82,630	1,182
York Refrigeration Peru S.A. 2)	Lima, Peru	100%		
York Chile S.A. 2)	Santiago, Chile	100%		

- 1) Equity and result for the year according to the latest published Annual Report.
- 2) Equity and result for the year has not been stated since the company is not obliged to publish an Annual Report.

### 9 Investments in associates

DKK '000	2019/2020	2018/2019
Cost at 1 October	60,687	60,687
Cost at 30 September	60,687	60,687
Value adjustments at 1 October	-60,687	-60,687
Value adjustments at 30 September	-60,687	-60,687
Carrying amount at 30 September	0	0
Overview of associates		

Name	Place of registered			Result for	
	office	Ownership	Equity 1)	the year	
York International Ltd.	Basildon, UK	24%	-170,285	-1,363	

<sup>1)</sup> Equity and result for the year according to the latest published Annual Report.

### 10 Other investments

DKK '000	2019/2020	2018/2019
Cost at 1 October	5,698	0
Transfer from Investments in subsidiaries	0	5,698
Divestiture	-5,698	0
Cost at 30 September	0	5,698
Value adjustments at 1 October	0	0
Value adjustments at 30 September	0	0
Carrying amount at 30 September	. 0	5,698

The shares in Johnson Controls (India) Private Ltd were divested during the year.

## 11 Contract work in progress

DKK '000	2019/20	2018/19
Market value of work completed	649,745	508,862
Payments received on account	-599,069	-480,644
Recognized in the balance sheet as follows:	50,676	28,218
Contract work in progress recognized as assets	120,714	98,966
Prepayments received from customers recognized as liabilities	-70,038	-70,748
	50,676	28,218
Attributable profit included in work in progress	86,025	49,270

### 12 Deferred tax assets

DKK '000	2019/20	2018/19
Intangible assets	-10,253	-7,989
Property, plant and equipment	18,864	17,042
	8,611	9.053

The deferred tax asset is recognized at the amount which the asset is expected to be realized, either by elimination in tax on future income or by set-off against deferred tax liabilities within a 5-year period. The deferred tax asset is measured based on the tax rules and at tax rates applicable at the balance sheet date when the deferred tax asset is expected to be utilized.

# 13 Equity

DKK '000	Share	Retained		
	capital	earnings	Total	
Equity at 1 October	302,680	1,026,683	1,329,363	
Net profit/(loss) for the year	0	91,345	91,345	
Equity at 30 September	302,680	1,118,028	1,420,708	

The share capital is not divided into classes and there are no restrictions on equity.

DKK '000	2019/2020	2018/2019	2017/2018	2016/2017	2015/2016
Share capital at 1 October	302,680	302,680	302,680	302,680	302,680
Share capital at 30 September	302,680	302,680	302,680	302,680	302,680

#### 14 Long-term liabilites

Payments due within one year are classified as short-term liabilities. Other liabilities are classified as long-term liabilities. The liabilities fall due for payment as specified below:

DKK '000	2019/2020	2018/2019
Between 1 and 5 years	43,081	0
After 5 years	0	0
	43,081	0

### 15 Contractual obligations

Rent and leasing obligations

DKK '000	2019/2020	2018/2019
Within 1 year	8,781	10,842
Between 1 and 5 years	10,183	16,286
After 5 years	0	0
	18,964	27,128

#### 16 Contingent liabilities

The Danish Tax Authorities have in the financial year 2011/12 made a claim that the taxable income for the assessment year 2006 should be increased equaling an additional tax payment of 1.1 billion DKK before interest. The Johnson Controls Group strongly disagree with the claim that the Danish Tax Authorities have made and consequently, the claim was appealed to the Danish Income Tax Tribunal. The Danish Income Tax Tribunal found primarily in favour of the company on 11 January 2019 and reduced the taxable income assessment to 422 million DKK. Both the Johnson Controls Group and the Danish Tax authorities still disagree with the claim held by the Danish Income Tax Tribunal and consequently both the Johnson Controls Group and Danish Tax authorities have appealed to the District Court on 11 April 2019. The District Court decided on 8 October 2020 that the case should be settled in Western High Court. If the Danish Tax Authorities, contrary to what management expects, should win the case, it is management's assessment that the final payment will be significantly lower than the initial claim made by the Danish Tax Authorities.

Due to the nature of the situation it is not immediately possible to assess the monetary implication or the development over time and therefore no amount relating to this claim has been recognized in the balance sheet as at 30 September 2020.

If the matter is closed in accordance with the allegations presented by the Danish Tax Authorities, this will materially affect the Company's financial position. In case the Danish Tax Authorities' claim will have to be paid in full, which is not the expectation of management, it will be necessary for the Company to obtain significant liquid funds to be able to continue as a going concern. In this case Management expects that the amount will be funded by the ultimate parent company Johnson Controls, Inc.

As mentioned in the Annual Report for 2010/11 the Company's ultimate parent company, Johnson Controls, Inc. has at 29 September 2011 terminated the American "Check The Box" rules for Johnson Controls Denmark ApS. Uncertainties still exist regarding the estimated market value of the net assets in Johnson Controls Denmark ApS in relation to the termination of "Check The Box" rules and therefore the calculated current tax for 2010/11.

The Danish tax authorities has disputed the valuations used in connection with the termination of "Check the box" and increased the taxable income for the assessment year 2011, which has resulted in an additional tax payment including interest of DKK 45 mill. Management has disputed it and appealed the claim to the Danish Income Tax Tribunal. Johnson Controls ApS has made an agreement with the tax authorities to postpone the tax payment until the dispute is resolved. However, the tax authorities have deducted the deferred tax payment in other tax and vat receivables that Johnson Controls were supposed to receive from the tax authorities. Consequently, DKK 45 mill. is recognized in the balance sheet as a receivable from the tax authorities. Based on this there is uncertainty regarding the valuation of the amount.

The Company is under a claim from KN Products Polska in relation to termination of cooperation. KN Products Polska has claimed an amount of 8.6 million DKK incl interest. The Danish court has ruled in favor Johnson Controls Denmark and the management has therefore decided that an accrual is no longer needed in the annual accounts to partly cover the claim.

The Danish group companies are jointly and severally liable for tax on the Group's jointly taxed income.

#### 17 Staff

DKK '000	2019/2020	2018/2019
Fee to the Board of Directors	100	121
Remuneration to the Executive Board	1,516	2,666
Wages and salary	426,748	379,704
Pensions	30,203	28,108
Other social security expenses	2,684	2,622
	461,251	413,221
Average number of employees	703	659

The Executive Board and other key management personnel have been awarded Stock Appreciation Rights in the parent Company, Johnson Controls International plc. When certain conditions are fulfilled this gives the participants the possibility to exercise their Stock Appreciation Rights at a fixed price used in the program. The value of these rights depends on the market value of the shares of Johnson Controls International plc., that are traded at NYSE. The current market value of outstanding Stock Appreciation Rights issued to the Danish Executive Board and other Danish key management personnel is 2.6 million DKK at 30 September 2020 (2.5 million DKK at September 30 2019).

### 18 Fee to auditors appointed by the General Meeting

DKK '000	2019/2020	2018/2019
Statutory audit fee	1,183	1,183
	1,183	1,183

### 19 Related parties and ownership

The company's related parties comprise:

# **Controlling interest**

The company's related parties with controlling interest:

Johnson Controls International plc. One Albert Quay Cork Ireland

Johnson Controls International plc. owns through Johnson Controls Luxembourg European Finance S.a.r.l. the company's share capital. There are no other related parties with controlling interest.

Johnson Controls Denmark ApS is recognised as a subsidiary in the consolidated financial statements for the ultimate parent company Johnson Controls International plc, Cork, Ireland. The consolidated financial statements for the foreign parent company can be requested on the above-mentioned address.

Johnson Controls Denmark ApS Annual Report 2019/20 CVR-nr. 19 05 61 71

### Other related parties

Other related parties comprise the company's subsidiaries, associates, other group companies, Board of Directors and Executive Boards and executive employees. Further, related parties comprise companies in which the above persons have substantial interests.

# Related party transactions

All transactions with related parties are carried through on normal market terms.

# 20 Proposed distribution of income

DKK '000	2019/2020	2018/2019
Transferred to/from retained earnings	91,345	157,213
The contraction of the state of	91,345	157,213