



Deloitte  
Statsautoriseret  
Revisionspartnerselskab  
CVR-nr. 33963556  
Weidekampsgade 6  
Postboks 1600  
0900 København C

Phone 36 10 20 30  
Fax 36 10 20 40  
www.deloitte.dk


## **PLM Group Danmark A/S**

Langebjergvænget 4  
4000 Roskilde  
Business Registration No  
19241580

### **Annual report 2017**

The Annual General Meeting adopted the annual report on 18.05.2018

**Chairman of the General Meeting**



---

Name: Jess Glad Frandsen

Member of Deloitte Touche Tohmatsu Limited

## Contents

	<b><u>Page</u></b>
Entity details	1
Statement by Management on the annual report	2
Independent auditor's report	3
Management commentary	6
Income statement for 2017	7
Balance sheet at 31.12.2017	8
Statement of changes in equity for 2017	10
Notes	11
Accounting policies	14

## Entity details

### Entity

PLM Group Danmark A/S  
Langebjergvænget 4  
4000 Roskilde

Central Business Registration No (CVR): 19241580

Founded: 10.04.1996

Registered in: Roskilde

Financial year: 01.01.2017 - 31.12.2017

### Board of Directors

Jess Glad Frandsen, Chairman

Morten Strømsted

Allan Thorvaldsen

### Executive Board

Jan Olov Lundström, Chief Executive Officer

### Auditors

Deloitte Statsautoriseret Revisionspartnerselskab

Weidekampsgade 6

Postboks 1600

0900 København 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 PLM Group Danmark A/S for the financial year 01.01.2017 - 31.12.2017.

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

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2017 and of the results of its operations for the financial year 01.01.2017 - 31.12.2017.

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.

Roskilde, 18.05.2018

### Executive Board



Jan Olov Lundström  
Chief Executive Officer

### Board of Directors



Jess Glad Frandsen  
Chairman



Morten Strømsted



Allan Thorvaldsen

## Independent auditor's report

### To the shareholder of PLM Group Danmark A/S

#### Opinion

We have audited the financial statements of PLM-Group Danmark A/S for the financial year 01.01.2017 - 31.12.2017, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2017 and of the results of its operations for the financial year 01.01.2017 - 31.12.2017 in accordance with the Danish Financial Statements Act.

#### Basis for opinion

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

#### Management's responsibilities for the financial statements

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

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

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

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

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

## Independent auditor's report

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

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

### **Statement on the management commentary**

Management is responsible for the management commentary.

Our opinion on the financial statements does not cover the management commentary, and we do not express any form of assurance conclusion thereon.

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

Moreover, it is our responsibility to consider whether the management commentary provides the information required under the Danish Financial Statements Act.

## Independent auditor's report

Based on the work we have performed, we conclude that the management commentary is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement of the management commentary.

Copenhagen, 18.05.2018

### Deloitte

Statsautoriseret Revisionspartnerselskab

Central Business Registration No (CVR) 33963556



Henrik Hjørt Kjelgaard

State Authorised Public Accountant

Identification No (MNE) mne29484

## Management commentary

### Primary activities

PLM Group is the largest Dassault Systemes / SolidWorks value added reseller in Northern Europe serving approx. 5,000 customers from a wide range of industries.

PLM Group makes customers more competitive by implementing solutions based on PLM application software into their entire value chain. The intuitive and high torques solutions generate 3D capabilities to sell, design, manufacture, deliver and service better products, faster and more cost-effectively.

### Development in activities and finances

The result for the year is a profit of DKK 2,798k which the Management find satisfactory.

The company expects to grow in license sales during 2018. In addition the sale of training and consulting is also expected to grow.

### 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.



## Income statement for 2017

	<u>Notes</u>	<u>2017 DKK</u>	<u>2016 DKK'000</u>
<b>Gross profit</b>		<b>17.274.795</b>	<b>13.631</b>
Staff costs	1	(13.835.586)	(15.532)
Depreciation, amortisation and impairment losses	2	<u>(47.875)</u>	<u>(113)</u>
<b>Operating profit/loss</b>		<b>3.391.334</b>	<b>(2.014)</b>
Other financial income	3	277.123	324
Other financial expenses	4	<u>(225.737)</u>	<u>(267)</u>
<b>Profit/loss before tax</b>		<b>3.442.720</b>	<b>(1.957)</b>
Tax on profit/loss for the year	5	<u>(644.321)</u>	<u>237</u>
<b>Profit/loss for the year</b>		<b><u>2.798.399</u></b>	<b><u>(1.720)</u></b>
<b>Proposed distribution of profit/loss</b>			
Retained earnings		<u>2.798.399</u>	<u>(1.720)</u>
		<b><u>2.798.399</u></b>	<b><u>(1.720)</u></b>

## Balance sheet at 31.12.2017

	<u>Notes</u>	<u>2017 DKK</u>	<u>2016 DKK'000</u>
Development projects in progress		496.438	496
<b>Intangible assets</b>	6	<b>496.438</b>	<b>496</b>
Other fixtures and fittings, tools and equipment		53.736	109
<b>Property, plant and equipment</b>	7	<b>53.736</b>	<b>109</b>
Deposits		450.459	426
<b>Fixed asset investments</b>	8	<b>450.459</b>	<b>426</b>
<b>Fixed assets</b>		<b>1.000.633</b>	<b>1.031</b>
Trade receivables		9.022.704	7.456
Receivables from group enterprises		13.742.218	18.834
Other receivables		267	4
Income tax receivable		0	280
Prepayments		824.088	334
<b>Receivables</b>		<b>23.589.277</b>	<b>26.908</b>
<b>Cash</b>		<b>625.955</b>	<b>16</b>
<b>Current assets</b>		<b>24.215.232</b>	<b>26.924</b>
<b>Assets</b>		<b>25.215.865</b>	<b>27.955</b>

## Balance sheet at 31.12.2017

	<u>Notes</u>	<u>2017 DKK</u>	<u>2016 DKK'000</u>
Contributed capital		500.000	500
Reserve for development expenditure		69.043	69
Retained earnings		2.319.175	(479)
<b>Equity</b>		<b><u>2.888.218</u></b>	<b><u>90</u></b>
Deferred tax	9	<u>102.760</u>	<u>102</u>
<b>Provisions</b>		<b><u>102.760</u></b>	<b><u>102</u></b>
Debt to other credit institutions		0	3.854
Payables to group enterprises	10	<u>10.409.699</u>	<u>9.834</u>
<b>Non-current liabilities other than provisions</b>		<b><u>10.409.699</u></b>	<b><u>13.688</u></b>
Trade payables		4.205.069	5.736
Payables to group enterprises		365.326	28
Income tax payable		763.169	0
Other payables		3.591.253	5.431
Deferred income		<u>2.890.371</u>	<u>2.880</u>
<b>Current liabilities other than provisions</b>		<b><u>11.815.188</u></b>	<b><u>14.075</u></b>
<b>Liabilities other than provisions</b>		<b><u>22.224.887</u></b>	<b><u>27.763</u></b>
<b>Equity and liabilities</b>		<b><u>25.215.865</u></b>	<b><u>27.955</u></b>
Unrecognised rental and lease commitments	11		
Contingent liabilities	12		
Group relations	13		

## Statement of changes in equity for 2017

	<b>Contributed capital DKK</b>	<b>Reserve for development expenditure DKK</b>	<b>Retained earnings DKK</b>	<b>Total DKK</b>
Equity beginning of year	500.000	69.043	(479.224)	89.819
Profit/loss for the year	0	0	2.798.399	2.798.399
<b>Equity end of year</b>	<b>500.000</b>	<b>69.043</b>	<b>2.319.175</b>	<b>2.888.218</b>

## Notes

	<b>2017</b>	<b>2016</b>
	<b>DKK</b>	<b>DKK'000</b>
<b>1. Staff costs</b>		
Wages and salaries	12.173.271	13.408
Pension costs	1.065.959	1.271
Other social security costs	215.525	222
Other staff costs	380.831	631
	<b>13.835.586</b>	<b>15.532</b>
Average number of employees	<b>34</b>	<b>38</b>
	<b>2017</b>	<b>2016</b>
	<b>DKK</b>	<b>DKK'000</b>
<b>2. Depreciation, amortisation and impairment losses</b>		
Amortisation of intangible assets	0	45
Depreciation of property, plant and equipment	55.875	68
Profit/loss from sale of intangible assets and property, plant and equipment	(8.000)	0
	<b>47.875</b>	<b>113</b>
	<b>2017</b>	<b>2016</b>
	<b>DKK</b>	<b>DKK'000</b>
<b>3. Other financial income</b>		
Financial income arising from group enterprises	274.062	316
Other interest income	3.061	8
	<b>277.123</b>	<b>324</b>
	<b>2017</b>	<b>2016</b>
	<b>DKK</b>	<b>DKK'000</b>
<b>4. Other financial expenses</b>		
Financial expenses from group enterprises	205.986	135
Other interest expenses	11.150	111
Exchange rate adjustments	8.601	21
	<b>225.737</b>	<b>267</b>

## Notes

	<b>2017</b>	<b>2016</b>
	<b>DKK</b>	<b>DKK'000</b>
<b>5. Tax on profit/loss for the year</b>		
Current tax	763.169	(280)
Change in deferred tax	698	89
Adjustment concerning previous years	<u>(119.546)</u>	<u>(46)</u>
	<b><u>644.321</u></b>	<b><u>(237)</u></b>

	<b>Develop- ment projects in progress DKK</b>
<b>6. Intangible assets</b>	
Cost beginning of year	<u>496.438</u>
<b>Cost end of year</b>	<b><u>496.438</u></b>
<b>Carrying amount end of year</b>	<b><u>496.438</u></b>

### Development projects

Development projects in progress relates to development of the Company's homepage. The development projects in progress is completed in the beginning of 2018 and will be depreciated going forward.

	<b>Other fixtures and fittings, tools and equipment DKK</b>
<b>7. Property, plant and equipment</b>	
Cost beginning of year	1.465.148
Disposals	<u>(410.372)</u>
<b>Cost end of year</b>	<b><u>1.054.776</u></b>
Depreciation and impairment losses beginning of year	(1.355.537)
Depreciation for the year	(55.875)
Reversal regarding disposals	<u>410.372</u>
<b>Depreciation and impairment losses end of year</b>	<b><u>(1.001.040)</u></b>
<b>Carrying amount end of year</b>	<b><u>53.736</u></b>

## Notes

	<b>Deposits</b>
	<b>DKK</b>
<b>8. Fixed asset investments</b>	
Cost beginning of year	425.604
Additions	25.800
Disposals	(945)
<b>Cost end of year</b>	<b>450.459</b>
<b>Carrying amount end of year</b>	<b>450.459</b>

### 9. Deferred tax

	<b>2017</b>
	<b>DKK</b>
Regulation of deferred tax	
Deferred tax beginning of the year	(102.062)
Regulation of deferred tax current year	(698)
<b>Deferred tax at the end of the year</b>	<b>(102.760)</b>

### 10. Long-term debt to group enterprises

There is no long-termed debt due for payment later than 5 years after balance sheet date.

	<b>2017</b>	<b>2016</b>
	<b>DKK</b>	<b>DKK'000</b>
<b>11. Unrecognised rental and lease commitments</b>		
Liabilities under rental or lease agreements until maturity in total	<b>8.101.352</b>	<b>8.344</b>

### 12. Contingent liabilities

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

The company has given suretyship to PLM Group ApS for which reason PLM Group Danmark A/S and PLM Group ApS will be equally liable to the company's bankers.

### 13. Group relations

Name and registered office of the Parent preparing consolidated financial statements for the smallest group:

PLM Holding ApS, Roskilde.

## Accounting policies

### Reporting class

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class B enterprises with addition of certain provisions for reporting class C.

The accounting policies applied for these 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.

### 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 one 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.

### Income statement

#### Gross profit or loss

With reference to section 32 in the Danish Financial Statements Act, the gross profit/loss contains revenue, cost of sales and external expenses.

#### Revenue

Revenue from sales of licenses and thereto related upgrades and support is recognised in the income statement when delivery is made and the 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.



## Accounting policies

### Cost of sales

Cost of sales comprises costs of sales for the financial year measured at cost, adjusted for ordinary inventory write-downs and consists of the purchase of licenses from SolidWorks.

### Other external expenses

Other external expenses include expenses relating to the Entity's ordinary activities, including distribution, sales advertising, administration, premises, bad debt, operational leasing contracts etc.

### 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

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

### Other financial income

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

### Other financial expenses

Other financial expenses comprise interest expenses, including interest expenses on payables to group enterprises and transactions in foreign currencies.

### 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.

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

### Balance sheet

#### Intellectual property rights etc

Intellectual property rights etc comprise development projects completed and in progress with related intellectual property rights, acquired intellectual property rights and prepayments for intangible assets.

Development projects on clearly defined and identifiable products and processes, for which the technical rate of utilisation, adequate resources and a potential future market or development opportunity in the enterprise can be established, and where the intention is to manufacture, market or apply the product or process in question, are recognised as intangible assets. Other development costs are recognised as costs in the income statement as incurred.

## Accounting policies

The costs of development projects comprises costs such as salaries and amortisation that are directly and indirectly attributable to the development projects.

Completed development projects are amortised on a straight-line basis using the estimated useful lives of the assets. The amortisation period is five years. For development projects protected by intellectual property rights, the maximum amortisation period is the remaining duration of the relevant rights. Development projects are written down to the lower of recoverable amount and carrying amount.

### Property, plant and equipment

Machinery as well as other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses.

Cost comprises the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation.

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

Other fixtures and fittings, tools and equipment	5-10 years
--	------------

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

### Receivables

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

### Prepayments

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

### Cash

Cash comprises cash in hand and bank deposits.

### Deferred tax

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

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

## Accounting policies

### 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 used in the group companies.

### Deferred income

Deferred income comprises received income related to support agreements for recognition in subsequent financial years. Deferred income is measured at cost.