# DSHwood A/S

Glarmestervej 7, DK-7000 Fredericia

# Annual Report for 1 January - 31 December 2020

CVR No 25 67 23 05

The Annual Report was presented and adopted at the Annual General Meeting of the Company on 8 /4 2021

Rasmus Grønborg Bak Chairman of the General Meeting



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## **Management's Statement**

The Executive Board and Board of Directors have today considered and adopted the Annual Report of DSHwood A/S for the financial year 1 January - 31 December 2020.

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

In our opinion the Financial Statements and the Consolidated Financial Statements give a true and fair view of the financial position at 31 December 2020 of the Company and the Group and of the results of the Company and Group operations and of consolidated cash flows for 2020.

In our opinion, Management's Review includes a true and fair account of the matters addressed in the Review.

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

Fredericia, 8 April 2021

#### **Executive Board**

Rasmus Grønborg Bak CEO

#### **Board of Directors**

Mogens Aaby Chairman Henning Kruse Lorentzen

Kristian Østerling Eriknauer

Frank Hjortekjær-Jensen



## **Independent Auditor's Report**

To the Shareholder of DSHwood A/S

#### **Opinion**

In our opinion, the Consolidated Financial Statements and the Parent Company Financial Statements give a true and fair view of the financial position of the Group and the Parent Company at 31 December 2020 and of the results of the Group's and the Parent Company's operations and of consolidated cash flows for the financial year 1 January - 31 December 2020 in accordance with the Danish Financial Statements Act.

We have audited the Consolidated Financial Statements and the Parent Company Financial Statements of DSHwood A/S for the financial year 1 January - 31 December 2020, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies, for both the Group and the Parent Company, as well as consolidated statement of cash flows ("the 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 Group in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Statement on Management's Review

Management is responsible for Management's Review.

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

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

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

Based on the work we have performed, in our view, Management's Review is in accordance with the Consolidated Financial Statements and the Parent Company 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.



## **Independent Auditor's Report**

#### Management's responsibilities for the Financial Statements

Management is responsible for the preparation of consolidated financial statements and parent company 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 Group's and 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 Group or 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 judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Financial Statements, whether due to
  fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a
  material misstatement resulting from fraud is higher than for one resulting from error as fraud may
  involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures
  that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's and the Group'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 Group's and 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



## **Independent Auditor's Report**

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 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.
- 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.

Trekantområdet, 8 April 2021 **PricewaterhouseCoopers** Statsautoriseret Revisionspartnerselskab *CVR No 33 77 12 31* 

Henrik Aslund Pedersen statsautoriseret revisor mne17120 Lars Almskou Ohmeyer statsautoriseret revisor mne24817



# **Company Information**

**The Company** DSHwood A/S

Glarmestervej 7 DK-7000 Fredericia

Telephone: + 45 74 55 25 36 Website: www.dshwood.dk

CVR No: 25 67 23 05

Financial period: 1 January - 31 December Municipality of reg. office: Fredericia

**Board of Directors** Mogens Aaby, Chairman

Henning Kruse Lorentzen Kristian Østerling Eriknauer Frank Hjortekjær-Jensen

**Executive Board** Rasmus Grønborg Bak

**Auditors** PricewaterhouseCoopers

Statsautoriseret Revisionspartnerselskab

Herredsvej 32 DK-7100 Vejle



# **Group Chart**

Moderselskab
Parent Company

DSHwood A/S, Fredericia, Danmark (*Denmark*) Nom. DKK 6.000.000

Konsoliderede dattervirksomheder Consolidated subsidiaries

| 100% | DSHwood GmbH,                   |
|------|---------------------------------|
|      | Wietze, Tyskland (Germany)      |
|      | Nom. EUR 700.000                |
|      |                                 |
|      |                                 |
| 100% | DSHwood UK Ltd.,                |
|      | Inverness, Skotland (Scotland)  |
|      | Nom. GBP 50.000                 |
|      |                                 |
|      |                                 |
| 100% | DSHwood France SAS,             |
|      | Villefranche, Frankrig (France) |
|      | Nom. EUR 50.000                 |
|      |                                 |
| 100% | DSHwood Impex Private           |
|      | Limited,                        |
|      | Mumbai, Indien (India)          |
|      | Nom. INR 1.600.000              |



# **Financial Highlights**

Seen over a five-year period, the development of the Group is described by the following financial highlights:

|   | Group   |         |         |         |        |
|---|---------|---------|---------|---------|--------|
| •   | 2020    | 2019    | 2018    | 2017    | 2016   |
|   | TDKK    | TDKK    | TDKK    | TDKK    | TDKK   |
| Key figures                                 |         |         |         |         |        |
| Profit/loss                                 |         |         |         |         |        |
| Gross profit/loss                           | 41.531  | 34.393  | 34.511  | 21.222  | 26.150 |
| Profit/loss before financial income and     |         |         |         |         |        |
| expenses                                    | 22.548  | 12.232  | 11.129  | 54      | 2.659  |
| Net financials                              | -2.074  | -2.651  | -3.047  | -2.369  | -1.703 |
| Net profit/loss for the year                | 13.261  | 4.977   | 6.137   | -3.835  | 578    |
| Balance sheet                               |         |         |         |         |        |
| Balance sheet total                         | 147.217 | 80.058  | 100.434 | 102.088 | 97.218 |
| Equity                                      | 35.181  | 22.519  | 17.192  | 11.224  | 15.364 |
| Cash flows                                  |         |         |         |         |        |
| Cash flows from:                            |         |         |         |         |        |
| - operating activities                      | -5.136  | 6.924   | -1.783  | 3.777   | 6.080  |
| - investing activities                      | -100    | 12.443  | 152     | -103    | -1.169 |
| including investment in property, plant and |         |         |         |         |        |
| equipment                                   | -213    | -657    | -169    | -301    | -1.084 |
| - financing activities                      | 8.118   | -21.313 | 2.602   | -315    | -306   |
| Change in cash and cash equivalents for the |         |         |         |         |        |
| year  | 2.882   | -1.946  | 971     | 3.359   | 4.605  |
| Number of employees                         | 41      | 45      | 43      | 46      | 46     |
| Ratios                                      |         |         |         |         |        |
| Return on assets                            | 15,3%   | 15,3%   | 11,1%   | 0,1%    | 2,7%   |
| Solvency ratio                              | 23,9%   | 28,1%   | 17,1%   | 11,0%   | 15,8%  |
| Return on equity                            | 46,0%   | 25,1%   | 43,2%   | -28,8%  | 3,7%   |

For definitions of ratios, see under accounting policies.



# **Financial Highlights**

Seen over a five-year period, the development of the Parent Company is described by the following financial highlights:

|   | Parent Company |        |        |        |        |  |
|---|----------------|--------|--------|--------|--------|--|
|   | 2020           | 2019   | 2018   | 2017   | 2016   |  |
|   | TDKK           | TDKK   | TDKK   | TDKK   | TDKK   |  |
| Key figures                             |                |        |        |        |        |  |
| Profit/loss                             |                |        |        |        |        |  |
| Gross profit/loss                       | 11.602         | 8.553  | 7.093  | 9.589  | 13.653 |  |
| Profit/loss before financial income and |                |        |        |        |        |  |
| expenses                                | -1.384         | -3.156 | -4.017 | -940   | 967    |  |
| Net financials                          | 14.645         | 8.133  | 10.154 | -1.456 | -399   |  |
| Net profit/loss for the year            | 13.261         | 4.977  | 6.137  | -3.835 | 578    |  |
| Balance sheet                           |                |        |        |        |        |  |
| Balance sheet total                     | 94.159         | 62.309 | 76.688 | 69.855 | 67.567 |  |
| Equity                                  | 35.181         | 22.519 | 17.192 | 11.224 | 15.364 |  |
| Number of employees                     | 16             | 19     | 19     | 19     | 21     |  |
| Ratios                                  |                |        |        |        |        |  |
| Return on assets                        | -1,5%          | -5,1%  | -5,2%  | -1,3%  | 1,4%   |  |
| Solvency ratio                          | 37,4%          | 36,1%  | 22,4%  | 16,1%  | 22,7%  |  |
| Return on equity                        | 46,0%          | 25,1%  | 43,2%  | -28,8% | 3,7%   |  |

For definitions of ratios, see under accounting policies.



## **Management's Review**

#### **Primary activity**

The primary activity of The Group is international trade of raw wood. The primary areas of sourcing for The Group are Denmark, Germany, Scotland, and France, while the primary markets for the Group's products are China, Vietnam, India, France, Germany, UK and Denmark.

#### Development in the year

The income statement of the Group for 2020 shows a profit of TDKK 13,261, and at 31 December 2020 the balance sheet of the Group shows equity of TDKK 35,181.

The result is considered satisfying, especially since the year have been with challenging conditions on overseas markets from the Covid-19 pandemic and derivative impacts on especially freight markets.

The financial key figures for the Group are significantly improved on all parameters during 2020. This is believed to strengthen our credit rating further against our partners.

#### Market risks

The demand for European raw wood is influenced by the general economic development throughout the world, including the development in global freight rates. The Groups result is therefore sensitive to global financial trends and a recession will have a negative impact on The Groups activity. These risks are mitigated to some extend through the presence on various markets and through diversification of tree species in The Groups assortment.

#### Foreign exchange risks

Selling in multiple overseas markets and sourcing of freight is made in currencies that are not linked to EUR. In those cases, currency hedging is made. However, most of the activity of The Group is in EUR, why the currency risk is seen as low.

#### Climate risks

The physical delivery of raw wood from The Groups suppliers is frequently impacted by unfavourable weather conditions, which challenges the access to the forests. As the Group is sourcing on several different geographical markets, this risk is mitigated to some extent.

Storm fall can impact the Group's activities from displacement of delivery plans as well as unusual changes in prices.

#### Country risks

The Group's primary activities are spread on several countries. None of The Group's primary activities are in countries considered high risk countries.



## **Management's Review**

#### Financial risks

The Group is a trading group with normal business risks on debtors and creditors.

#### Outlook for 2021

For 2021 the Group expects a continued stable operation and thereby a positive operational result.

The demand for the Group's products is still high and the Group expects this to continue in the 2. half of 2021.

#### **Environmental issues**

DSHwood is chain-of-custody certified according to the demands and rules of PEFC and FSC regarding sustainable forestry. DSHwood is further certified according to the demands and rules of Controlled Wood. The Biomass department of DSHwood A/S is certified according to the demands and rules of SBP (Sustainable Biomass Production).

#### Uncertainty relating to recognition and measurement

Recognition and measurement in the Annual Report have not been subject to any uncertainty.

#### **Unusual events**

The financial position at 31 December 2020 of the Group and the results of the activities and cash flows of the Group for the financial year for 2020 have not been affected by any unusual events.

#### Foreign subsidiaries

The Group is structured with a parent company in Denmark and subsidiaries in Germany, England, India, and France. Further, the parent company is represented with its own sales organisation in China and Vietnam.



# **Income Statement 1 January - 31 December**

|   |      | Group   |         | Group Par |         |  | npany |
|---|------|---------|---------|-----------|---------|--|-------|
|   | Note | 2020    | 2019    | 2020      | 2019    |  |       |
|   |      | TDKK    | TDKK    | TDKK      | TDKK    |  |       |
| Gross profit/loss   |      | 41.531  | 34.393  | 11.602    | 8.553   |  |       |
| Staff expenses Depreciation, amortisation and impairment of intangible assets and | 1    | -18.622 | -21.344 | -12.787   | -11.183 |  |       |
| property, plant and equipment   | -    | -361    | -817    | -199      | -526    |  |       |
| Profit/loss before financial income   | •    |         |         |           |         |  |       |
| and expenses  |      | 22.548  | 12.232  | -1.384    | -3.156  |  |       |
| Income from investments in  |      |         |         |           |         |  |       |
| subsidiaries  |      | 0       | 0       | 15.431    | 9.859   |  |       |
| Financial income  | 2    | 170     | 682     | 30        | 382     |  |       |
| Financial expenses  | 3    | -2.244  | -3.333  | -816      | -2.108  |  |       |
| Profit/loss before tax  |      | 20.474  | 9.581   | 13.261    | 4.977   |  |       |
| Tax on profit/loss for the year   | 4    | -7.213  | -4.604  | 0         | 0       |  |       |
| Net profit/loss for the year  |      | 13.261  | 4.977   | 13.261    | 4.977   |  |       |

# Distribution of profit

|                                       | Group  |       | Parent cor | npany  |
|---------------------------------------|--------|-------|------------|--------|
|                                       | 2020   | 2019  | 2020       | 2019   |
|                                       | TDKK   | TDKK  | TDKK       | TDKK   |
| Proposed distribution of profit       |        |       |            |        |
| Proposed dividend for the year        | 5.000  | 0     | 5.000      | 0      |
| Reserve for net revaluation under the |        |       |            |        |
| equity method                         | 0      | 0     | 15.431     | 7.960  |
| Retained earnings                     | 8.261  | 4.977 | -7.170     | -2.983 |
|                                       | 13.261 | 4.977 | 13.261     | 4.977  |



# **Balance Sheet 31 December**

## **Assets**

|  |      | Group   | p      | Parent cor | npany  |
|--|------|---------|--------|------------|--------|
|  | Note | 2020    | 2019   | 2020       | 2019   |
|  |      | TDKK    | TDKK   | TDKK       | TDKK   |
| Software                               | _    | 0       | 0      | 0          | 0      |
| Intangible assets                      | 5    |         | 0 _    |            | 0      |
| Other fixtures and fittings, tools and |      |         |        |            |        |
| equipment                              |      | 709     | 739    | 139        | 305    |
| Leasehold improvements                 | -    | 115     | 0      | 115        | 0      |
| Property, plant and equipment          | 6    | 824     | 739    | 254        | 305    |
| Investments in subsidiaries            | 7    | 0       | 0      | 49.247     | 34.415 |
| Fixed asset investments                | _    | 0       | 0      | 49.247     | 34.415 |
| Fixed assets                           | -    | 824     | 739    | 49.501     | 34.720 |
| Goods for resale                       | _    | 62.701  | 19.926 | 12.342     | 5.879  |
| Inventories                            | -    | 62.701  | 19.926 | 12.342     | 5.879  |
| Trade receivables                      |      | 68.179  | 48.598 | 28.411     | 17.934 |
| Receivables from group enterprises     |      | 0       | 0      | 1.914      | 2.137  |
| Other receivables                      |      | 6.830   | 4.849  | 1.980      | 1.467  |
| Deferred tax asset                     | 9    | 0       | 139    | 0          | 0      |
| Corporation tax                        |      | 232     | 0      | 0          | 0      |
| Prepayments                            | 8    | 115     | 353    | 0          | 143    |
| Receivables                            | -    | 75.356  | 53.939 | 32.305     | 21.681 |
| Cash at bank and in hand               | -    | 8.336   | 5.454  | 11         | 29     |
| Currents assets                        | -    | 146.393 | 79.319 | 44.658     | 27.589 |
| Assets                                 | -    | 147.217 | 80.058 | 94.159     | 62.309 |



# **Balance Sheet 31 December**

## Liabilities and equity

|                                       |      | Group   |        | Parent company |        |  |
|---------------------------------------|------|---------|--------|----------------|--------|--|
|                                       | Note | 2020    | 2019   | 2020           | 2019   |  |
|                                       |      | TDKK    | TDKK   | TDKK           | TDKK   |  |
| Share capital                         |      | 6.000   | 6.000  | 6.000          | 6.000  |  |
| Reserve for net revaluation under the | )    |         |        |                |        |  |
| equity method                         |      | 0       | 0      | 24.176         | 25.167 |  |
| Retained earnings                     |      | 24.181  | 16.519 | 5              | -8.648 |  |
| Proposed dividend for the year        | _    | 5.000   | 0      | 5.000          | 0      |  |
| Equity                                | _    | 35.181  | 22.519 | 35.181         | 22.519 |  |
| Provision for deferred tax            | 9    | 21      | 0      | 0              | 0      |  |
| Provisions                            | _    | 21      | 0      | 0              | 0      |  |
| Credit institutions                   |      | 3.094   | 0      | 3.094          | 0      |  |
| Lease obligations                     |      | 167     | 0      | 0              | 0      |  |
| Other payables                        | _    | 750     | 0      | 750            | 0      |  |
| Long-term debt                        | 10   | 4.011   | 0      | 3.844          | 0      |  |
| Credit institutions                   | 10   | 18.374  | 13.350 | 18.318         | 12.186 |  |
| Lease obligations                     | 10   | 75      | 0      | 0              | 0      |  |
| Prepayments received from             |      |         |        |                |        |  |
| customers                             |      | 1.423   | 1.237  | 187            | 136    |  |
| Trade payables                        |      | 68.889  | 33.623 | 30.816         | 13.381 |  |
| Payables to group enterprises         |      | 0       | 0      | 1.067          | 11.841 |  |
| Corporation tax                       |      | 11.542  | 4.202  | 0              | 0      |  |
| Other payables                        | 10   | 7.701   | 4.991  | 4.746          | 2.246  |  |
| Deferred income                       | _    | 0       | 136    | 0              | 0      |  |
| Short-term debt                       | -    | 108.004 | 57.539 | 55.134         | 39.790 |  |
| Debt                                  | _    | 112.015 | 57.539 | 58.978         | 39.790 |  |
| Liabilities and equity                | _    | 147.217 | 80.058 | 94.159         | 62.309 |  |

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# **Statement of Changes in Equity**

| G | ro | u | n |
|---|----|---|---|
|   |    |   |   |

| Equity at 1 January  Exchange adjustments relating to foreign entities  Net profit/loss for the year | Share capital TDKK 6.000 0 | Reserve for net revaluation under the equity method TDKK  0 0 0 | Retained<br>earnings<br>TDKK<br>16.519<br>-599<br>8.261 | Proposed dividend for the year TDKK 0 0 5.000 | Total<br>TDKK<br>22.519<br>-599<br>13.261 |
|--|----------------------------|---|---|---|---|
| Equity at 31 December  | 6.000                      | 0   | 24.181  | 5.000   | 35.181                                    |
| Parent company   |                            |   |   |   |   |
| Equity at 1 January  | 6.000                      | 25.167  | -8.648  | 0   | 22.519                                    |
| Exchange adjustments relating to foreign entities  | 0                          | -599  | 0   | 0   | -599                                      |
| Dividend from group enterprises  | 0                          | -15.823   | 15.823  | 0   | 0   |
| Net profit/loss for the year   | 0                          | 15.431  | -7.170  | 5.000   | 13.261                                    |
| Equity at 31 December  | 6.000                      | 24.176  | 5   | 5.000   | 35.181                                    |



# Cash Flow Statement 1 January - 31 December

|  |      | Group   | р       |  |
|--|------|---------|---------|--|
|  | Note | 2020    | 2019    |  |
|  |      | TDKK    | TDKK    |  |
| Net profit/loss for the year                                     |      | 13.261  | 4.977   |  |
| Adjustments  | 11   | 8.883   | 9.516   |  |
| Change in working capital  | 12   | -25.112 | -1.933  |  |
| Cash flows from operating activities before financial income and |      |         |         |  |
| expenses   |      | -2.968  | 12.560  |  |
|  |      |         |         |  |
| Financial income   |      | 88      | 70      |  |
| Financial expenses   | _    | -2.129  | -3.264  |  |
| Cash flows from ordinary activities                              |      | -5.009  | 9.366   |  |
| Corporation tax paid   | _    | -127    | -2.442  |  |
| Cash flows from operating activities                             | _    | -5.136  | 6.924   |  |
| Purchase of property, plant and equipment                        |      | -213    | -657    |  |
| Sale of property, plant and equipment                            | _    | 113     | 13.100  |  |
| Cash flows from investing activities                             | _    | -100    | 12.443  |  |
| Repayment of mortgage loans                                      |      | -4.408  | -3.578  |  |
| Repayment of loans from credit institutions                      |      | 0       | -14.596 |  |
| Repayment of payables to Group enterprices                       |      | 0       | -3.139  |  |
| Raising of mortgage loans  |      | 3.094   | 0       |  |
| Raising of loans from credit institutions                        | -    | 9.432   | 0       |  |
| Cash flows from financing activities                             | _    | 8.118   | -21.313 |  |
| Change in cash and cash equivalents                              |      | 2.882   | -1.946  |  |
| Cash and cash equivalents at 1 January                           | _    | 5.454   | 7.400   |  |
| Cash and cash equivalents at 31 December                         | _    | 8.336   | 5.454   |  |
| Cash and cash equivalents are specified as follows:              |      |         |         |  |
| Cash at bank and in hand   | _    | 8.336   | 5.454   |  |
| Cash and cash equivalents at 31 December                         | _    | 8.336   | 5.454   |  |



|   |   | Group  |        | Parent company |        |
|---|---|--------|--------|----------------|--------|
|   |   | 2020   | 2019   | 2020           | 2019   |
| 1 | Staff expenses                                    | TDKK   | TDKK   | TDKK           | TDKK   |
|   | Wages and salaries                                | 12.454 | 16.631 | 11.634         | 9.938  |
|   | Pensions  | 1.056  | 1.114  | 1.037          | 1.114  |
|   | Other social security expenses                    | 1.595  | 1.602  | 116            | 131    |
|   | Other staff expenses                              | 3.517  | 1.997  | 0              | 0      |
|   |   | 18.622 | 21.344 | 12.787         | 11.183 |
|   | Including remuneration to the Executive Board of: |        |        |                |        |
|   | Executive Board and Supervisory  Board            | 3.416  | 2.624  | 2.731          | 2.624  |
|   |   | 3.416  | 2.624  | 2.731          | 2.624  |
|   |   |        |        |                |        |
|   | Average number of employees                       | 41 _   | 45     | 16             | 19     |
| 2 | Financial income                                  |        |        |                |        |
|   | Interest received from group                      |        |        |                |        |
|   | enterprises                                       | 0      | 0      | 0              | 87     |
|   | Other financial income                            | 88     | 70     | 30             | 17     |
|   | Exchange adjustments, income                      | 82     | 612    | 0              | 278    |
|   |   | 170    | 682    | 30             | 382    |
| 3 | Financial expenses                                |        |        |                |        |
|   | Interest expenses, group enterprises              | 0      | 131    | 165            | 190    |
|   | Other financial expenses                          | 2.129  | 3.133  | 651            | 1.910  |
|   | Exchange loss                                     | 115    | 69     | 0              | 8      |
|   |   | 2.244  | 3.333  | 816            | 2.108  |



|   |                                       | Group |       | Parent company |      |
|---|---------------------------------------|-------|-------|----------------|------|
|   |                                       | 2020  | 2019  | 2020           | 2019 |
| 4 | Tax on profit/loss for the year       | TDKK  | TDKK  | TDKK           | TDKK |
|   | Current tax for the year              | 7.400 | 2.243 | 0              | 0    |
|   | Deferred tax for the year             | 45    | 2.361 | 0              | 0    |
|   | Adjustment of tax concerning previous |       |       |                |      |
|   | years                                 | -232  | 0     | 0              | 0    |
|   |                                       | 7.213 | 4.604 | 0              | 0    |

## 5 Intangible assets

| Group  |          |
|--|----------|
|  | Software |
|  | TDKK     |
| Cost at 1 January                                  | 189      |
| Disposals for the year                             |          |
| Cost at 31 December                                | 141      |
| Impairment losses and amortisation at 1 January    | 189      |
| Reversal of amortisation of disposals for the year |          |
| Impairment losses and amortisation at 31 December  | 141      |
| Carrying amount at 31 December                     | 0        |



## 6 Property, plant and equipment

| Group  |  | Other fixtures and fittings, tools and equipment | Leasehold<br>improvements<br>TDKK |
|--|--|--|-----------------------------------|
| Cost at 1 January  |  | 7.453  | 0                                 |
| Exchange adjustment  |  | -105   | 0                                 |
| Additions for the year   |  | 334  | 121                               |
| Disposals for the year   |  | -454   | 0                                 |
| Cost at 31 December  |  | 7.228  | 121                               |
| Impairment losses and depreciation at 1 January                            |  | 6.714  | 0                                 |
| Exchange adjustment  |  | -67  | 0                                 |
| Depreciation for the year  |  | 316  | 6                                 |
| Impairment and depreciation of sold assets for the year                    |  | -444   | 0                                 |
| Impairment losses and depreciation at 31 December                          |  | 6.519  | 6                                 |
| Carrying amount at 31 December   |  | 709  | 115                               |
| Parent company   | Other fixtures and fittings, tools and equipment | Leasehold<br>improvements<br>TDKK                | Total<br>TDKK                     |
| Cost at 1 January  | 4.699  | 0  | 4.699                             |
| Cost at 1 January Additions for the year                                   | 4.099  | 121  | 148                               |
| Disposals for the year   | -444   | 0  | -444                              |
| Kostpris at 31 December  | 4.282  | 121  | 4.403                             |
| Impairment league and depreciation at 1. January                           | 4 204  |  | 4 204                             |
| Impairment losses and depreciation at 1 January  Depreciation for the year | 4.394<br>193                                     | 0<br>6   | 4.394<br>199                      |
| Impairment and depreciation of sold assets for the year                    | -444   | 0  | -444                              |
|  |  |  |                                   |
| Impairment losses and depreciation at 31 December                          | 4.143  | 6  | 4.149                             |
| Carrying amount at 31 December   | 139  | 115  | 254                               |



|                                  | Parent cor | Parent company |  |
|----------------------------------|------------|----------------|--|
|                                  | 2020       | 2019           |  |
| 7 Investments in subsidiaries    | TDKK       | TDKK           |  |
| Cost at 1 January                | 9.248      | 9.248          |  |
| Cost at 31 December              | 9.248      | 9.248          |  |
| Value adjustments at 1 January   | 25.167     | 16.857         |  |
| Exchange adjustment              | -599       | 350            |  |
| Net profit/loss for the year     | 15.431     | 9.860          |  |
| Dividend to the Parent Company   | 0          | -1.900         |  |
| Value adjustments at 31 December | 39.999     | 25.167         |  |
| Carrying amount at 31 December   | 49.247     | 34.415         |  |

Investments in subsidiaries are specified as follows:

|                               |                                |               | Votes and |
|-------------------------------|--------------------------------|---------------|-----------|
| Name                          | Place of registered office     | Share capital | ownership |
| DSHwood GmbH                  | Wietze, Germany                | EUR 700.000   | 100%      |
| DSHwood UK Ltd                | Inverness, Scotland            | GBP 50.000    | 100%      |
| DSHwood Impex Private Limited | Mumbai, India                  | INR 1.600.000 | 100%      |
| DSHwood France SAS            | Villefranche Sur Saone, France | EUR 50.000    | 100%      |

## 8 Prepayments

Prepayments consist of prepaid expenses concerning rent, insurance premiums, subscriptions and travel.



|   |   | Group | p      | Parent company |      |
|---|---|-------|--------|----------------|------|
|   | -   | 2020  | 2019   | 2020           | 2019 |
| 9 | Provision for deferred tax  | TDKK  | TDKK   | TDKK           | TDKK |
|   | Provision for deferred tax at 1 January  Amounts recognised in the income | -139  | -2.500 | 0              | 0    |
|   | statement for the year  Amounts recognised in equity for the              | 45    | 2.361  | 0              | 0    |
|   | year  | 115   | 0      | 0              | 0    |
|   | Provision for deferred tax at 31  |       |        |                |      |
|   | December  | 21    | -139   | 0              | 0    |

### 10 Long-term debt

Payments due within 1 year are recognised in short-term debt. Other debt is recognised in long-term debt.

The debt falls due for payment as specified below:

|   | Group  |        | Parent company |        |
|---|--------|--------|----------------|--------|
|   | 2020   | 2019   | 2020           | 2019   |
| Credit institutions                           | TDKK   | TDKK   | TDKK           | TDKK   |
| After 5 years                                 | 0      | 0      | 0              | 0      |
| Between 1 and 5 years                         | 3.094  | 0      | 3.094          | 0      |
| Long-term part                                | 3.094  | 0      | 3.094          | 0      |
| Within 1 year Other short-term debt to credit | 56     | 1.164  | 0              | 0      |
| institutions                                  | 18.318 | 12.186 | 18.318         | 12.186 |
| Short-term part                               | 18.374 | 13.350 | 18.318         | 12.186 |
|   | 21.468 | 13.350 | 21.412         | 12.186 |
| Lease obligations                             |        |        |                |        |
| Between 1 and 5 years                         | 167    | 0      | 0              | 0      |
| Long-term part                                | 167    | 0      | 0              | 0      |
| Within 1 year                                 | 75     | 0      | 0              | 0      |
|   | 242    | 0      | 0              | 0      |



### 10 Long-term debt (continued)

|    |   | Group                  |          | Parent company |        |
|----|---|------------------------|----------|----------------|--------|
|    |   | 2020                   | 2019     | 2020           | 2019   |
|    | Other payables                            | TDKK                   | TDKK     | TDKK           | TDKK   |
|    | Between 1 and 5 years                     | 750                    | 0        | 750            | 0      |
|    | Long-term part                            | 750                    | 0        | 750            | 0      |
|    | Other short-term payables                 | 7.701                  | 4.991    | 4.746          | 2.246  |
|    |   | 8.451                  | 4.991    | 5.496          | 2.246  |
| 11 | Cash flow statement - adjustmen           | ts                     |          |                |        |
|    | Financial income                          |                        |          | -170           | -682   |
|    | Financial expenses                        |                        |          | 2.244          | 3.333  |
|    | Depreciation, amortisation and impairment | t losses, including lo | sses and |                |        |
|    | gains on sales                            |                        |          | 219            | 1.216  |
|    | Tax on profit/loss for the year           |                        |          | 7.213          | 4.604  |
|    | Other adjustments                         |                        | _        | -623           | 1.045  |
|    |   |                        | _        | 8.883          | 9.516  |
| 12 | Cash flow statement - change in v         | working capital        |          |                |        |
|    | Change in inventories                     |                        |          | -42.775        | 5.160  |
|    | Change in receivables                     |                        |          | -21.324        | -2.739 |
|    | Change in trade payables, etc             |                        | _        | 38.987         | -4.354 |
|    |   |                        | _        | -25.112        | -1.933 |

### 13 Contingent assets, liabilities and other financial obligations

#### **Charges and security**

The parent company has issued letter of indemnity (company charge) of TDKK 35,000, which grants a charge on the company's and DSHwood GmbH's assets with a carriyng value of TDKK 93.374.

The following assets have been placed as security with banks and others:



#### 13 Contingent assets, liabilities and other financial obligations (continued)

The parent company has provided a bank guarantee of TDKK 500 to a third party. The related debt at 31 December 2020 has been booked at TDKK 0.

The parent company has provided a bank guarantee of TDKK 5.394 to DSHwood France.

The parent company has provided a bank guarantee of TDKK 5,208 to DSHwood GmbH.

The parent company has issued a guerantee of payment of maximum TDKK 56 for subsidiaries' balances with credit institutions.

#### **Contingent liabilities**

The group has entered lease contracts of TDKK 4,028 in the non-cancellable period.

The group has entered into operating lease with total lease payments of DKK 315.

The parent company has agreements to deliver wood in the coming period. The value of these agreements in terms of money does not exceed DKK 48.6 million. The agreements, which are in accordance with standard practice, are expected to be profitable to the contribution margin.



### 14 Related parties

#### **Basis**

#### **Controlling interest**

Dansk Skovforening

Amalievej 20

1875 Frederiksberg C

Sole shareholder of DSHwood A/S

#### Other related parties

DSHwood GmbH 100% owned subsidiary
DSHwood UK Ltd 100% owned subsidiary
DSHwood Impex Private Limited 100% owned subsidiary
DShwood France SAS 100% owned subsidiary

Rasmus Grønborg Bak CEO

Mogens Aaby
Chairman of the Board of Directors
Kristian Østerling Eriknauer
Member of the Board of Directors
Henning Kruse Lorentzen
Member of the Board of Directors
Frank Hjortekjær-Jensen
Member of the Board of Directors

#### **Transactions**

The Company has chosen only to disclose transactions which have not been made on an arm's length basis in accordance with section 98(c)(7) of the Danish Financial Statements Act.

All transactions in the financial year were made on an arm's length basis.



#### 15 Accounting Policies

The Annual Report of DSHwood A/S for 2020 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to medium-sized enterprises of reporting class C.

The accounting policies applied remain unchanged from last year.

The Consolidated and Parent Company Financial Statements for 2020 are presented in TDKK.

#### **Recognition and measurement**

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

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

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

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

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

#### **Basis of consolidation**

The Consolidated Financial Statements comprise the Parent Company, DSHwood A/S, and subsidiaries in which the Parent Company directly or indirectly holds more than 50% of the votes or in which the Parent Company, through share ownership or otherwise, exercises control. Enterprises in which the Group holds between 20% and 50% of the votes and exercises significant influence but not control are classified as associates.

On consolidation, items of a uniform nature are combined. Elimination is made of intercompany income and expenses, shareholdings, dividends and accounts as well as of realised and unrealised profits and losses on transactions between the consolidated enterprises.

The Parent Company's investments in the consolidated subsidiaries are set off against the Parent Company's share of the net asset value of subsidiaries stated at the time of consolidation.



#### 15 Accounting Policies (continued)

On acquisition of subsidiaries, the difference between cost and net asset value of the enterprise acquired is determined at the date of acquisition after the individual assets and liabilities having been adjusted to fair value (the purchase method). This includes allowing for any restructuring provisions determined in relation to the enterprise acquired. Any remaining positive differences are recognised in intangible assets in the balance sheet as goodwill, which is amortised in the income statement on a straightline basis over its estimated useful life, but not exceeding 20 years. Any remaining negative differences are recognised in deferred income in the balance sheet as negative goodwill. Amounts attributable to expected losses or expenses are recognised as income in the income statement as the affairs and conditions to which the amounts relate materialise. Negative goodwill not related to expected losses or expenses is recognised at an amount equal to the fair value of non-monetary assets in the income statement over the average useful life of the non-monetary assets.

Positive and negative differences from enterprises acquired may, due to changes to the recognition and measurement of net assets, be adjusted until the end of the financial year following the year of acquisition. These adjustments are also reflected in the value of goodwill or negative goodwill, including in amortisation already made.

Amortisation of goodwill is allocated in the Consolidated Financial Statements to the operations to which goodwill is related.

Amortisation of goodwill is recognised in "Amortisation, depreciation and impairment losses".

#### **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 in financial income and expenses in the income statement.

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

Income statements of foreign subsidiaries that are separate legal entities are translated at transaction date rates or approximated average exchange rates. Balance sheet items are translated at the exchange rates at the balance sheet date. Exchange adjustments arising on the translation of the opening equity and exchange adjustments arising from the translation of the income statements at the exchange rates at the balance sheet date are recognised directly in equity.



15 Accounting Policies (continued)

#### **Income Statement**

#### Revenue

Revenue is measured at the consideration received and is recognised exclusive of VAT and net of discounts relating to sales.

#### **Expenses for raw materials and consumables**

Expenses for raw materials and consumables comprise the raw materials and consumables consumed to achieve revenue for the year.

#### Other external expenses

Other external expenses comprise expenses for premises, sales and office expenses, etc.

#### **Gross profit**

With reference to section 32 of the Danish Financial Statements Act, gross profit/loss is calculated as a summary of revenue, change in inventories of finished goods, work in progress and goods for resale, other operating income, expenses for raw materials and consumables and other external expenses.

#### Staff expenses

Staff expenses comprise wages and salaries as well as payroll expenses.

#### Amortisation, depreciation and impairment losses

Amortisation, depreciation and impairment losses comprise amortisation, depreciation and impairment of intangible assets and property, plant and equipment.

#### Other operating income and expenses

Other operating income and other operating expenses comprise items of a secondary nature to the main activities of the Group, including gains and losses on the sale of intangible assets and property, plant and equipment.

#### Income from investments in subsidiaries

The item "Income from investments in subsidiaries" in the income statement includes the proportionate share of the profit for the year.



#### 15 Accounting Policies (continued)

#### Financial income and expenses

Financial income and expenses are recognised in the income statement at the amounts relating to the financial year.

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

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

#### **Balance Sheet**

#### **Intangible assets**

Brandnames are measured at the lower of cost less accumulated amortisation and recoverable amount. Patents are amortised over the remaining patent period, and licences are amortised over the licence period; however not exceeding years.

Development costs and costs relating to rights developed by the Company are recognised in the income statement as costs in the year of acquisition.

#### 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.

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:

Land and buildings 20-50 years

Other fixtures and fittings,

tools and equipment 2-8 years Leasehold improvements 4 years

The fixed assets' residual values are determined at nil.

Depreciation period and residual value are reassessed annually.



#### 15 Accounting Policies (continued)

#### Impairment of fixed assets

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

If so, the asset is written down to its lower recoverable amount.

#### **Investments in subsidiaries**

Investments in subsidiaries are recognised and measured under the equity method.

The item"Investments in subsidiaries" in the balance sheet include the proportionate ownership share of the net asset value of the enterprises calculated on the basis of the fair values of identifiable net assets at the time of acquisition with deduction or addition of unrealised intercompany profits or losses.

The total net revaluation of investments in subsidiaries is transferred upon distribution of profit to "Reserve for net revaluation under the equity method" under equity. The reserve is reduced by dividend distributed to the Parent Company and adjusted for other equity movements in the subsidiaries.

Subsidiaries with a negative net asset value are recognised at DKK o. Any legal or constructive obligation of the Parent Company to cover the negative balance of the enterprise is recognised in provisions.

#### Other fixed asset investments

Other fixed asset investments consist of other receivables.

#### **Inventories**

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

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

The cost of goods for resale equals landed cost.

The cost of finished goods and work in progress comprises the cost of raw materials, consumables and direct labour.



#### 15 Accounting Policies (continued)

#### **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.

#### **Prepayments**

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

#### **Provisions**

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

#### Deferred tax assets and liabilities

Deferred income tax is measured using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets 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 within the same legal tax entity.

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement or in equity if the deferred tax relates to items recognised in equity.

#### Current tax receivables and liabilities

Current tax liabilities and receivables are recognised in the balance sheet as the expected taxable income for the year adjusted for tax on taxable incomes for prior years and tax paid on account. Extra payments and repayment under the on-account taxation scheme are recognised in the income statement in financial income and expenses.



#### 15 Accounting Policies (continued)

#### **Financial debts**

Loans, such as mortgage loans and loans from credit institutions, are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

Mortgage loans are measured at amortised cost, which for cash loans corresponds to the remaining loan. Amortised cost of debenture loans corresponds to the remaining loan calculated as the underlying cash value of the loan at the date of raising the loan adjusted for depreciation of the price adjustment of the loan made over the term of the loan at the date of raising the loan.

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

#### Deferred income

Deferred income comprises payments received in respect of income in subsequent years.

#### Cash Flow Statement

The cash flow statement shows the Group's cash flows for the year broken down by operating, investing and financing activities, changes for the year in cash and cash equivalents as well as the Group's cash and cash equivalents at the beginning and end of the year. The Parent Company applies the exemption clause of the Danish Financial Statements Act and consequently, a cash flow statement is prepared at Group level only.

#### Cash flows from operating activities

Cash flows from operating activities are calculated as the net profit/loss for the year adjusted for changes in working capital and non-cash operating items such as depreciation, amortisation and impairment losses, and provisions. Working capital comprises current assets less short-term debt excluding items included in cash and cash equivalents.

#### Cash flows from investing activities

Cash flows from investing activities comprise cash flows from acquisitions and disposals of intangible assets, property, plant and equipment as well as fixed asset investments.

#### Cash and cash equivalents

Cash and cash equivalents comprise "Cash at bank and in hand".

The cash flow statement cannot be immediately derived from the published financial records.



15 Accounting Policies (continued)

## **Financial Highlights**

### **Explanation of financial ratios**

Return on assets Profit before financials x 100

Total assets

Solvency ratio Equity at year end x 100

Total assets at year end

Return on equity Net profit for the year x 100

Average equity

