ALPI Air & Sea A/S

Fastrupdalen 2, DK-7400 Herning

Annual Report for 1 January - 31 December 2020

CVR No 25 86 96 56

The Annual Report was presented and adopted at the Annual General Meeting of the Company on 25/5 2021

Kjeld B. Skov 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 ALPI Air & Sea 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 give a true and fair view of the financial position at 31 December 2020 of the Company and of the results of the Company operations for 2020.

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

Herning, 25 May 2021

Executive Board

Morten Høgsberg Nielsen Executive Officer

Board of Directors

John Christian Blæsbjerg Chairman

Kjeld Bjarne Skov

Alessio Albini

Sandro Pitigliani

Independent Auditor's Report

To the Shareholders of ALPI Air & Sea A/S

Opinion

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

We have audited the Financial Statements of ALPI Air & Sea 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 ("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 Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Statement on Management's Review

Management is responsible for Management's Review.

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

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

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

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

Management's responsibilities for the Financial Statements

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



Independent Auditor's Report

ment, whether due to fraud or error.

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

Auditor's responsibilities for the audit of the Financial Statements

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

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional 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 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



Independent Auditor's Report

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.

Trekantområdet, 25 May 2021 **PricewaterhouseCoopers** Statsautoriseret Revisionspartnerselskab *CVR No 33 77 12 31*

Henrik Forthoft Lind statsautoriseret revisor mne34169 Heidi Bonde statsautoriseret revisor mne42815



Company Information

The Company	ALPI Air & Sea A/S Fastrupdalen 2 DK-7400 Herning
	CVR No: 25 86 96 56 Financial period: 1 January - 31 December Incorporated: 9 January 2001 Financial year: 20th financial year Municipality of reg. office: Herning
Board of Directors	John Christian Blæsbjerg, Chairman Kjeld Bjarne Skov Alessio Albini Sandro Pitigliani
Executive Board	Morten Høgsberg Nielsen
Auditors	PricewaterhouseCoopers Statsautoriseret Revisionspartnerselskab Herredsvej 32 DK-7100 Vejle



Financial Highlights

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

	2020	2019	2018	2017	2016
	ibiat	IDAX	IDAX	IDAX	IDAX
Key figures					
Profit/loss					
Gross profit/loss	38,711	33,591	30,579	25,493	23,251
Profit/loss before financial income and					
expenses	7,296	8,019	7,921	5,947	4,612
Net financials	-1,124	-185	-4	-191	80
Net profit/loss for the year	4,783	6,071	6,155	4,445	3,631
Balance sheet					
Balance sheet total	72,141	60,522	43,753	38,082	25,574
Equity	33,556	28,891	22,820	16,665	12,220
Investment in property, plant and equipment	987	1,449	708	269	0
Number of employees	58	46	39	35	35
Ratios					
Return on assets	10.1%	13.2%	18.1%	15.6%	18.0%
Solvency ratio	46.5%	47.7%	52.2%	43.8%	47.8%
Return on equity	15.3%	23.5%	31.2%	30.8%	34.9%

Management's Review

Key activities

The company is a forwarding company specialised within sea- and air transport.

Development in the year

The income statement of the Company for 2020 shows a profit of DKK 4,782,904, and at 31 December 2020 the balance sheet of the Company shows equity of DKK 33,556,021.

The management consider the result as satisfying and acceptable, especially after a challenging start of the year due to Covid-19.

Targets and expectations for the year ahead

The management is expecting a result for 2021 to be positive and better than the current year. There is a strong demand in the global market for transport solutions especially in our core market to/from Asia and to/from USA.

External environment

ALPI Air & Sea A/S has started the initiative ALPI GO GREEN in 2020, our aim is too:

• gaining knowledge and render transport options with a smaller carbon footprint visible - thus being able to inform and guide our customers

• increasing focus on a greener and more sustainable behavior at ALPI, internally and involving the entire organization

- influencing our collaborative partners to increase their focus on measures to reduce carbon footprint
- in collaboration with Aarhus University, we are developing an ALPI CO2-calculator. The carbon
- footprint will be stated on all invoices on all shipments (however, not courier services)
- measures reducing the carbon footprint of road, sea, air & rail
- measures reducing the carbon footprint at all ALPI locations in Denmark, incl. logistics.

The overall purpose is to make sure that ALPI and its subcontractors focus on the Co2 emission during transportation and as a company.

Currently ALPI Air & Sea A/S are making measurements on the internal and external usage and we expect during 2021 to be able to present a general baseline for the entire Company.

Once the baseline is completed ALPI Air & Sea A/S will set realistic targets as to how much we will reduce our CO2 Emission in 2021 and 2022.

Further ALPI Air & Sea A/S has already taken internal initiatives to reduce the Co2 emission internally by various investment in green solutions and equipment across our offices and terminals.



Management's Review

Intellectual capital resources

Company staff have great knowledge of the transport and logistics market, which are the company's core activities. Employees' detailed knowledge of forwarding and transport services is vital for the company's market position and future earnings.

Income Statement 1 January - 31 December

	Note	2020 DKK	2019 DKK
Gross profit/loss		38,710,511	33,591,377
Staff expenses	1	-30,629,417	-25,277,732
Profit/loss before depreciation		8,081,094	8,313,645
Depreciation of property, plant and equipment		-785,139	-295,080
Profit/loss before financial income and expenses		7,295,955	8,018,565
Income from investments in subsidiaries		-76,866	0
Financial income	2	49,381	180,034
Financial expenses		-1,096,478	-364,620
Profit/loss before tax		6,171,992	7,833,979
Tax on profit/loss for the year	3	-1,389,088	-1,763,026
Net profit/loss for the year		4,782,904	6,070,953

Distribution of profit

Proposed distribution of profit

Retained earnings	4,782,904	6,070,953
	4,782,904	6,070,953



Balance Sheet 31 December

Assets

	Note	2020	2019
		DKK	DKK
Other fixtures and fittings, tools and equipment		2,142,139	1,939,937
Property, plant and equipment	4	2,142,139	1,939,937
Investments in subsidiaries	5	2,043,117	0
Fixed asset investments		2,043,117	0
Fixed assets		4,185,256	1,939,937
Trade receivables		34,045,071	23,690,594
Contract work in progress	6	12,378,936	7,025,766
Receivables from group enterprises		3,002,277	14,962,307
Other receivables		1,586,251	1,311,554
Prepayments		911,707	956,751
Receivables		51,924,242	47,946,972
Cash at bank and in hand		16,031,812	10,634,620
Currents assets		67,956,054	58,581,592
Assets		72,141,310	60,521,529



Balance Sheet 31 December

Liabilities and equity

	Note	2020	2019
		DKK	DKK
Share capital		500,000	500,000
Reserve for exchange adjustment		-117,998	0
Retained earnings	_	33,174,019	28,391,115
Equity	-	33,556,021	28,891,115
Provision for deferred tax	_	124,603	60,730
Provisions	-	124,603	60,730
Other payables		2,751,598	910,578
Long-term debt	7	2,751,598	910,578
Credit institutions		15,837	53,318
Trade payables		24,263,923	18,142,322
Payables to group enterprises		2,841,984	6,545,441
Corporation tax		1,325,215	1,684,496
Other payables	7	7,262,129	4,233,529
Short-term debt	-	35,709,088	30,659,106
Debt		38,460,686	31,569,684
Liabilities and equity		72,141,310	60,521,529
Contingent assets, liabilities and other financial obligations	8		
Related parties	9		
Accounting Policies	10		



Statement of Changes in Equity

	Share capital	Reserve for exchange adjustment DKK	Retained earnings DKK	Total DKK
Equity at 1 January	500,000	0	28,391,115	28,891,115
Exchange adjustments	0	-117,998	0	-117,998
Net profit/loss for the year	0	0	4,782,904	4,782,904
Equity at 31 December	500,000	-117,998	33,174,019	33,556,021



1	Staff expenses	<u>2020</u> DKK	2019 DKK
	Wages and salaries	28,196,233	23,383,287
	Pensions	1,977,676	1,616,545
	Other social security expenses	455,508	277,900
		30,629,417	25,277,732
	Average number of employees	58	46

Remuneration to the Executive Board has not been disclosed in accordance with section 98 B(3) of the Danish Financial Statements Act.

2 Financial income

Interest received from group enterprises	48,609	179,429
Other financial income	772	605
	49,381	180,034

3 Tax on profit/loss for the year

	1,389,088	1,763,026
Deferred tax for the year	63.873	78,530
Current tax for the year	1,325,215	1,684,496



4 Property, plant and equipment

	Other fixtures
	and fittings,
	tools and
	equipment
	DKK
Cost at 1 January	3,628,628
Additions for the year	987,344
Disposals for the year	-783,330
Cost at 31 December	3,832,642
Impairment losses and depreciation at 1 January	1,688,691
Depreciation for the year	785,139
Reversal of impairment and depreciation of sold assets	-783,327
Impairment losses and depreciation at 31 December	1,690,503

Carrying amount at 31 December

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2,142,139
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5	Investments in subsidiaries	<u>2020</u> DKK	<u>2019</u> DKK
	Cost at 1 January	0	0
	Additions for the year	2,237,981	0
	Cost at 31 December	2,237,981	0
	Value adjustments at 1 January	0	0
	Exchange adjustment	-117,998	0
	Net profit/loss for the year	-76,866	0
	Value adjustments at 31 December	-194,864	0
	Carrying amount at 31 December	2,043,117	0

Investments in subsidiaries are specified as follows:

Name	Place of registered office	Votes and ownership
ALPI International Logistics (Shanghai) Ltd.	China	51%

		2020	2019
6	Contract work in progress	DKK	DKK
	Selling price of work in progress	12,378,936	7,025,766
		12,378,936	7,025,766

7 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:

Other payables	<u>2020</u> 	2019 DKK
Between 1 and 5 years	2,751,598	910,578
Long-term part	2,751,598	910,578
Other short-term payables	7,262,129	4,233,529
	10,013,727	5,144,107



		2020	2019
8	Contingent assets, liabilities and other financial obligations	DKK	DKK
	Rental and lease obligations		
	Lease obligations under operating leases. Total future lease payments:		
	Within 1 year	683,703	667,862
	Between 1 and 5 years	311,815	293,352
	-	995,518	961,214
	Rental obligations, non-cancellation period up to 8 months.	2,262,752	4,487,754

Other contingent liabilities

The Danish companies are jointly and severally liable for tax on the jointly taxed incomes etc of the Group. The total amount of corporation tax payable is disclosed in the Annual Report of ALPI Danmark A/S, which is the management company of the joint taxation purposes. Moreover, the group companies are jointly and severally liable for Danish withholding taxes by way of dividend tax, tax on royalty payments and tax on unearned income. Any subsequent adjustments of corporation taxes and withholding taxes may increase the Company's liability.



9 Related parties

	Basis
Controlling interest	
ALPI Danmark A/S, Fastrupdalen 2, 7400 Herning, Denmark	Majority shareholder, direct
Albini & Pitigliani SPA, Viale G. Marconi 46, 59100 Prato, Italy	Majority shareholder
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.

Consolidated Financial Statements

Selskabet indgår i koncernrapporten for moderselskabet

Name	Place of registered office
Albini & Pitigliani SPA	Viale G. Marconi 46, 59100 Prato, Italy
ALPI Danmark A/S	Fastrupdalen 2, 7400 Herning

The Group Annual Report of Albini & Pitigliani SPA may be obtained at the following address:

www.registroimprese.it/en

The Group Annual Report of ALPI Danmark A/S may be obtained at the following address:

www.cvr.dk



10 Accounting Policies

The Annual Report of ALPI Air & Sea 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 Financial Statements for 2020 are presented in DKK.

Changes in accounting policies

During 2020, the Company changed to medium-sized enterprise of reporting class C. The change have not affected the Company's financial position at 31 December 2020, but have only resulted in additional disclosures in the Annual Report.

A few minor reclassifications have been made in the comparative figures.

Consolidated financial statements

With reference to section 112 of the Danish Financial Statements Act and to the consolidated financial statements of ALPI Danmark A/S, the Company has not prepared consolidated financial statements.

Cash flow statement

With reference to section 86(4) of the Danish Financial Statements Act and to the cash flow statement included in the consolidated financial statements of ALPI Danmark A/S, the Company has not prepared a cash flow statement.

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 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.



10 Accounting Policies (continued)

Leases

All leases are considered operating leases. Payments made under operating leases are recognised in the income statement on a straight-line basis over the lease term.

Translation policies

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences 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. Where foreign exchange transactions are considered hedging of future cash flows, the value adjustments are recognised directly in equity.

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 rates at the time when the receivable or the debt arose are recognised in financial income and expenses in the income statement.

Fixed assets acquired in foreign currencies are measured at the transaction date rates.

Income Statement

Revenue

Revenue from the delivery of services is recognised in the income statement to the extent that the services in question have been performed and the revenue can be measured reliably and is expected to be received.

Shipping services are typically characterised by a short execution period. Income is recognised over time as work is performed, since control of the work is transferred to the customer on a continuous basis.

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

Expenses for consumables

Expenses for consumables include costs incurred to achieve net revenue for the year. The costs include settlement for hauliers, etc. as well as other direct costs.

Other external expenses

Other external expenses comprise expenses for premises, sales and distribution as well as the Company's administration, etc.



10 Accounting Policies (continued)

Gross profit/loss

With reference to section 32 of the Danish Financial Statements Act, gross profit/loss is calculated as a summary of revenue, 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.

Depreciation

Depreciation comprise of depreciation of 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 Company, including gains and losses on the sale of intangible assets and property, plant and equipment.

Government grants

Government grants, such as economic stimulus packages, are recognised when it is reasonably certain that the Company complies with the conditions for receiving the grant, and it is reasonably certain that the Company will receive the grant.

The grant is systematically recognised in the income statement over the period to which it relates, or immediately if the grant is not conditional upon incurrence of future costs or investments. Government grants are recognised as other operating income, or in the balance sheet if the purpose of the grant is investment in an asset.

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.

Financial income and expenses

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



10 Accounting Policies (continued)

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.

The Company is jointly taxed with Danish group companies. The tax effect of the joint taxation is allocated to Danish enterprises in proportion to their taxable incomes.

Balance Sheet

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.

Interest expenses on loans raised directly for financing the construction of property, plant and equipment are recognised in cost over the period of construction.

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:

Other fixtures and fittings, tools and equipment 3-5 years

The fixed assets' residual values are determined at nil.

Depreciation period and residual value are reassessed annually.

Impairment of fixed assets

The carrying amounts of 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.



10 Accounting Policies (continued)

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.

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, and in respect of trade receivables.

Contract work in progress

Work in progress comprises in-progress shipping activities and includes services that have yet to be settled with customers or suppliers at 31 December. Revenue which has not been settled and vendor invoices which have yet to be received are estimated and recognised according to the recognition criteria for a sale transaction.

Prepayments

Prepayments comprise prepaid expenses concerning rent, insurance premiums, subscriptions ect.

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.



10 Accounting Policies (continued)

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.

Financial debts

Loans, such as 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.

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

Financial Highlights

Explanation of financial ratios

Return on assets

Profit before financials x 100 Total assets

Solvency ratio

Return on equity

Equity at year end x 100 Total assets at year end

Net profit for the year x 100 Average equity

