# **Nets Holding A/S**

# Annual Report 2016

Adopted at the Annual General Meeting 30 May 2017

Chairman of the AGM:

Dorthe Rosenkilde Saunders

Nets Holding A/S Lautrupbjerg 10 DK-2750 Ballerup www.nets.eu CVR no. 27 22 59 93



# Key figures

(DKK million)					
	2016	2015	2014	2013	2012
Income statement					
Revenue	5	5	5	464	790
Operation profit	-153	-73	-185	-75	-10
Profit from subsidiaries after tax	919	2,934	699	618	701
Profit/loss from financial income and expenses, net	359	-813	-39	-90	-13
Net profit	1,117	2,064	491	472	682
Balance sheet as at 31 December					
Total assets	5,939	7,070	5,002	6,509	5,409
Investment in subsidiaries	5,714	6,344	4,401	4,209	4,932
Equity	2,711	3,566	2,052	2,153	2,319
Financial ratios (%)					
Liquidity ratio	7	36	26	68	23
Solvency ratio	46	50	41	33	43
Return on equity	36	73	23	21	31



# Management's Review

Business foundation	The objectives of Nets Holding A/S are, through subsidiaries, delivering payments and digital services that are used by thousands of merchants, hundreds of financial institutions, thousands of corporates and millions of consumers across the Nordic and Baltic regions, and that benefit communities and society as a whole.
	No consolidated financial statements have been prepared for Nets Holding A/S and subsidiaries as the companies are included in the consolidated financial statements of Nets A/S, Lautrupbjerg 10, DK-2750 Ballerup.
Business model	Nets Holding create value through the subsidiaries by delivering payments and digital services that are used by thousands of merchants, hundreds of financial institutions, thousands of corporates and millions of consumers across the Nordic and Baltic regions, and that benefit communities and society as a whole.
	Nets invest in, maintain and operate a considerable number of large-scale national critical platforms, security, stability and high performance remain our top priorities.
	As a leading provider of digital payment services and related technology solutions across the Nordic region, Nets sits at the centre of the digital payments ecosystem, and we operate a deeply entrenched network which connects merchants, financial institu- tions, corporate customers and consumers, enabling them to make and receive payments as well as, increasingly, utilise value-added services to help them improve their respective activities. Nets operates across the entire value chain from payment capture and authorisation through to processing, clearing and settlement.
	Nets enables digital payments across all major channels – in person, online, and over a mobile device – and a large number of our services are used by a majority of consumers in the Nordics, such as direct debit payments, card payments, digital authentic- cation and invoice solutions. While we offer merchant acquiring solutions, point-of-sale terminals and e-commerce directly to the merchants, services delivered to the corporates, such as direct debit and invoice solutions, are made in close co-operation with the financial institutions. Other solutions, e.g. card payments and the national identity schemes NemID and BankID are also offered in close co-operation with the financial institutions. In Denmark, we own some of our key services, such as Dankort and Betalings- service, while we in Norway operate similar services, including
	invoice solutions, direct debit payments and BankAxept card



payments, on behalf of and in close co-operation with our customers. Consequently, a large part of our business is built on our well-established and trusted co-operation with the financial institutions, local banking and public sectors.

**Financial performance** Net profit for the year was DKK 1,117 million, which is a decrease of DKK 947 million compared to 2015. The results are – for both years - positively affected by financial income of a non-recurring nature linked to Visa transaction. Net profit level was in line with expectations.

Equity amounted to DKK 2,711 million, which is equivalent to a solvency ratio of 46% compared to 50% ultimo 2015. Proposed dividends amounted to DKK 0 million, compared to DKK 498 million in 2015. Nets Holding A/S has distributed an extraordinary dividend of DKK 1,698 million in 2016.

On 2 November 2015, Visa Inc. and Visa Europa Ltd. (Visa Europa) announced that they had reached an agreement for Visa Inc. to acquire Visa Europe, and the deal closed on 21 June 2016. As part of the sale of the Nets Group in 2014, certain agreements were entered into about the future distribution of the proceeds, given that a sale of Visa Europe would take place.

**Business Strategy** Nets Holding A/S, together with affiliates in Nets A/S Group, has implemented several initiatives to support our future strategy.

Our strategy was launched in 2016 with the vision of Powering digital payments. The successful execution of the strategy centres around four key elements; great payments, a great network and great ideas, all executed by great people.

Nets is well positioned to take advantage of the expected structural annual growth of 4% in the Nordic payments industry. To be competitive and able to benefit from the structural growth, investments and resources are prioritised around key payment technologies and platforms. These include mobile, e-commerce, PSD2, data analytics and blockchain. In these areas we are focused on driving innovation and continuously bringing new value propositions to the market for the benefit of merchants, corporates, banks and consumers.

The commercial logic in our strategy is based on four strategic growth areas:

- Mobile payments
- Outsourcing



- Value chain expansion
- Nordic growth

On top of the strategic growth areas, priority is given to further enhance the operational efficiency of the group. Additionally, digital innovation is a key focus area as we operate in a rapidly developing sector.

#### Mobile payments

With the level of digitisation in Nordic societies at an unparalleled height, more and more consumer transactions are carried out online or on smartphones. In this new world order, we play an important role in enabling the network of different stakeholders whose needs we address to handle the rising digitisation and the needs it creates.

Nets is a natural partner to the financial services industry, with a focus on developing and co-creating our own products and platforms. An example of this is our tokenisation services launched in March, which we believe is an important step towards frictionless connected commerce. With tokenisation, token numbers substitute sensitive cardholder data to prevent fraud. The token corresponds to an actual card number stored in our token vault and can be used for transactions and other value-added services such as loyalty offerings or e-receipts.

While mobile payment in retail is now gravitating towards contactless payments based on near-field communication (NFC), the market for mobile payments is still quite fragmented with mobile payment providers often deploying proprietary solutions. With our tokenisation services, Nets is focusing on international standards to ensure scalability and adoption. Point-of-sale terminals do not distinguish between actual card or token numbers, and as all contactless terminals accept mobile contactless payments, our terminals at merchants' points of sale were in fact ready for all original equipment manufacturer (OEM) Pays from day one.

The tokenisation platform is part of the technology behind Dankort on Your Mobile developed during 2016. We started pilot testing late 2016, with Dankort on Your Mobile to be launched commercially in 2017. It works on both iPhones and Android phones and is designed to mirror the contactless card payment experience which consumers have grown accustomed to during 2016. Our tokenisation services enable a broader range of phones to be eligible for Dankort on Your Mobile payments.

In recent years, we have seen mobile wallets developing in the



Nordic region primarily as a peer-to-peer payment service. We expect to see mobile wallets develop further and also to see new wallet solutions being introduced to the Nordic market in coming years. We believe we are well positioned to deliver the underlying payment infrastructure needed to run these wallets not least by utilising Dankort on Your Mobile. We seek to partner with local mobile ecosystems across the Nordics as well as with mobile phone OEMs to facilitate the roll-out of their wallet solutions in the Nordic region.

To support our customers, we have developed an API-based open platform mobile wallet solution that includes HCE tokenisation. It provides technological solutions and digital content libraries which enable banks to offer their customers mobile wallet payments.

#### Outsourcing

We see a growing trend in banks outsourcing non-core processes, and we are able to assist them with payment-related processes. To this end we have delivered a platform for Consumer Management Services (CMS) which has already gained strong traction across card issuers. In 2016, Nets had 2.3 million accounts managed on our CMS platform. As we process transactions initiated by approximately 35 million cards, increasing the penetration of CMS represents a potentially significant opportunity for Nets given the number of cards already handled by us in the region.

#### Value chain expansion

Nets has an extensive distribution network in the Nordic region, which will allow us to leverage the roll-out of new products and solutions commercially. In addition, we are driving new opportunities by up-selling and cross-selling products and services across the group. Towards merchants, we see a continued demand for distributing omni-channel solutions that enable merchants to accept payments from their customers via a wide range of payment solutions. Merchants increasingly demand a "one stop" payment provider for all popular payment instruments such as card, invoice, account, e-wallets, etc. Our payment platform for merchants already supports most payment methods, and currently we are in the process of adding new solutions such as Dankort on Your Mobile.

We are constantly innovating to offer additional value-added services such as data analytics, including e-receipts, loyalty programmes, portal services and dynamic currency conversion.

Within data analytics, we have made investments during 2016. New advanced technology and competences have been onboarded to grow capabilities within advanced analytics and data



visualisation. We are actively running projects to turn data insights into business value for merchants, banks, corporates and consumers. Nets is well positioned to explore future commercial opportunities and meet a growing demand for clarity. We will do this by combining our deep understanding of the financial industry in the Nordics with the data insights.

Towards banks we delivered a fraud prevention system which has already gained strong traction across card-issuers. Our enhanced fraud and dispute solutions support predictive fraud-prevention analytics. Highly advanced and automated card fraud is growing rapidly, resulting in high administrative and liability-related costs. We offer a high-quality combination of experienced fraud analysts and a state-of-the-art system that enables prevention of fraud in real time. We can thereby potentially reduce gross fraud significantly, lowering the cost burden for issuers. In 2016, Nets onboarded several new customers to the system in Norway and Finland, and in late 2016 we also onboarded Dankort.

Within real-time clearing and settlement services, Nets is one of only two ISO 20022-compliant systems in Europe in production and actively marketed. Our real-time clearing system has the potential for use in other European countries and we will target expansion outside the Nordic region on a selective basis using the same approach as with the recent agreement with ICBPI in Italy.

#### Nordic growth

The Nordic payments market is characterised by continued growth in transactions both in terms of number and total value of transactions. Our acquisition of Nordea's acquiring business (Kortaccept) in December 2015 added a large customer base, sales force and referral network with the largest bank in the Nordic region. Consequently, we have seen transaction volumes increase significantly in 2016.

We expect to secure further growth going into 2017 by increasing our customer portfolios in Sweden, partly through leveraging theexisting Kortaccept customer base but also through investments done into our presence in Sweden, not least in stronger outbound sales capabilities.

We also expect to benefit from a growing trend of outsourcing of processes by card issuers, with the biggest potential in Sweden. In 2016, two Swedish banks outsourced their issuer processing to Nets.

As part of our growth strategy we continue to focus on increasing customer retention through pro-active retention measures.



Corporate social responsibility (CSR)	Please find the statutory statement on Corporate Social Responsibility description of this subject in the Management's review of the parent company, Nets A/S.
	With respect to the statutory statement on social responsibility in accordance with section 99a of the Danish Financial Statements Act, please refer to the Management's Review of the parent company Nets A/S.
Report on gender composition of management	With respect to the gender composition of board members elected by the General Assembly as well as the policy for the under- represented gender on other managerial levels in accordance with the Danish Financial Statements Act section 99b, please refer to the Management's Review of the parent company, Nets A/S.
Risk management	Risk management is an integral part of our way of doing business at Nets Group and helps us understand and manage the uncertainties inherent in our strategy and the daily running of our business. Risk management is carried out jointly for the Group.
	Risk management is regarded as a needed core competency for executive management, business leaders and employees at all levels and has evolved as a discipline throughout 2016 to provide a clear and to the best of our knowledge complete overview of risks in the Group.
	Nets' policy framework consists of a risk management policy, a security policy, a business continuity policy, a merchant acquiring risk policy and a treasury policy. The policy framework sets out the activities and risk assessment methodology used to ensure that all material risks are identified and that a consistent approach to risks is integrated into business management and decision-making across the Nets Group. At Nets, we define risk as "the effect of uncertainty on business objectives".
	The Board of Directors of Nets A/S is responsible for the overall governance of the companies in Nets Group and oversees our risk landscape and approves strategies and policies within the areas of risk management, security, business continuity, merchant acquiring and treasury risk.
	The Board has appointed an Audit Committee which, among other tasks, monitors risk management strategies, policies, processes and methodology.
	The Group Executive Committee is responsible for allocating sufficient resources and budget to our Risk Management unit. Risk Management provides the domain expertise, policies, standards and procedures to enable the risk management process, and also



facilitates risk identification, assessment and treatment plans.

A "three lines of defence" model is implemented throughout the organisation and forms the basis for risk decision-making within Nets. The model is used to structure roles, responsibility and accountability for decision-making concerning risk and internal controls, and to ensure good collaboration between the three lines.

- First line Business units and Group units. The business and group units perform the day-today riskbearing activities and are responsible for identifying, assessing and treating risks within those activities. The business units and group units are responsible for compliance with legal, contractual and regulatory requirements.
- **Second line** Risk management.

The Risk Management function is responsible for defining policies, standards and procedures for risk-based decisionmaking, internal control and reporting. Risk Management supports the risk assessment process in the business units and group units, maintains the enterprise-wide overview of Nets' risk landscape, mitigation plans and progress in relation hereto.

• Third line – Independent assurance.

The third line is maintained by Nets' internal and external auditors, providing independent assurance concerning the risk and control functions performed by the first and second lines. Internal Systems Audit coordinates and performs the audit of the general IT controls in Nets, the IT-based user systems and applications and the IT systems offered for exchange of data with the connected data centres and associated financial enterprises. Additionally, the core business processes in Nets and projects, which are important to Nets' customers or internally within Nets, are audited. As part of the audit completion, the conclusions of each audit are reported to the managers of the activities audited, Executive Management and the Board of Directors.

The risks described below are those currently considered the most material to our business.

The risks are the result of risk assessments and workshops within the different business units and group units in Nets. Top management review the risks and prioritise, approve and follows up on mitigation actions. The mitigants to the risks set out below are examples described in summary form to further the understanding



of the risk in question and how it may be mitigated.

The risks described below are not listed in any particular order of priority as to significance or probability.

#### Technology innovation

Global technology trends such as artificial intelligence, biometrics, blockchain, Internet of Things (IoT), Open APIs and the use of cloud technologies accelerate the development and implementation of new products, services and business models. These new products, services and business models could create new opportunities but also potentially challenge.

#### Industry & market transformation

New technologies (as described above), market entrants and regulation (as described below) drive structural changes in the industry. Traditional payment methods are supplemented by methods represented by both new players and incumbents, positioning themselves towards a developing payments market. Ecommerce, mobile commerce and digital products (app stores, streaming, in-app) are expected to drive a higher pace and growth rates, but are also easier for competitors to capture when compared with in-store products and services due a to lack of new hardware. Further, consumers, merchants and corporates expect transparent, digitised and readily available services. Increased competition could also result in an increased price pressure on services delivered by Nets.

#### Regulatory environment

The Group is subject to a wide array of laws and regulations in the jurisdictions in which it operates. Further, regulatory bodies across Europe, including the Nordic region, are placing the financial industry, payment institutions and providers of digital products and services under increased regulatory scrutiny. Privacy and financial crime prevention require significant resources while local regulators adapt and define clear requirements to market participants. Anti-Money Laundering (AML) is one example where Nets must ensure that the requirements are being adhered to. As data processor and/or data controller, Nets must comply with strict data protect-tion laws in the jurisdictions in which it operates. The General Data Protection Regulation (GDPR) is an area in which Nets as a data processor must implement appropriate technical and organisational measures in order to meet the requirements of the GDPR and ensure the protection of the rights of the data subject.

#### PSD2

Currently, banks do not grant access to information stored in their



customers' accounts. However, with PSD2, banks must allow thirdparty access if the third party has a licence to provide payment services. This may result in increased competition and opportunities for both traditional and new payment providers. For example, peer-to-peer payment platforms could shift from mostly card-based payments to account-based payments. PSD2 may also enable new business models.

#### Information security

Relevant security risk events include social engineering such as phishing and spear-phishing, malware and ransomware monitored during the year. In addition, malicious insider data breach has been a focus area for mitigation, including an increased logging and monitoring.

#### Stability and operations

Nets operates a number of services critical to the national financial infrastructures in the Nordic countries, such as domestic debit card schemes, clearing systems, e-identity schemes and payments platforms. As these systems are critical for our customers, government organisations and authorities, stability has a high priority at Nets. Any unscheduled system downtime would impact our services, causing Service Level Agreement (SLA) breaches, reputational damage and/or financial loss. Common risk events include change implementation issues and errors, network malfunction and Distributed Denial of Service (DDoS) attacks. Operational stability has been a critical strategic priority during 2016 to mitigate this risk both in the short and long term. If Nets fails to attract, manage and retain qualified personnel or key employees this could result in lack of critical resources and competence to maintain stable operations.

#### Merchant acquiring

#### Fraud risk

Nets has a potential financial liability and could also suffer reputational damage for fraudulent digital payment transactions (fraudulent sales of goods and service, or customers that get defrauded). Failure to effectively manage this risk could increase Nets' chargeback liability and lead to fees from international card schemes. A chargeback normally occurs when a dispute between the merchant and the cardholder is not resolved in the favour of the merchant, so the transaction is "charged back" to the merchant and the purchase price is credited or otherwise refunded to the cardholder. If Nets is unable to collect such amounts from the merchant's account, or if the merchant refuses or is unable to e.g. due to bankruptcy, then Nets will bear the losses. The risk of fraudrelated chargebacks is greater in certain industries and especially



within e-commerce.

#### Credit risk exposure

The Group is exposed to the risk of unpaid merchant service charges where a customer ceases to trade. To manage this risk, the Group maintains credit risk exposure in line with approved appetite for risk whilst achieving appropriate risk versus reward performance and ensuring that customers will be able tomeet their obligations to the Group.

#### Third parties

Outsourcing and use of third parties to carry out core business activities represent a risk while contacts and relationships with critical suppliers must also be monitored. Nets may also be exposed to stability issues with third-party systems operated by other parties in the digital payments ecosystem.

The Group has entered into license agreements with major card scheme operators relevant for the merchant acquiring activities.

For further information please find the risk management description in the Management's review of the parent company Nets A/S.

# Outlook for 2017 Nets' strategy is growth-oriented with an ambition to increase our customer focus, meet target market needs and become more agile. As a consequence, Nets have designed and implemented a new, effective operating model which ensures transparency, agility and a strong market-oriented outlook.

Technology supports business units across Nets by providing secure and stable operations while accommodating flexibility and scalability. Technology also helps accelerate time-to-market, thus helping our business units gain customer impact through strong delivery. Similarly, Operations helps our business units secure customer focus by providing easy and efficient end-to-end solutions for their customer processes, including digitised processes that allow self-service.

As a result of these actions and improvements Nets Holding A/S expects a year with solid organic growth in profit from subsidiaries.



# Statement by the Board of Directors and the Executive Board

The Board of Directors and the Executive Board have today considered and adopted the Annual Report of Nets Holding A/S for the financial year 1 January – 31 December 2016.

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

It is our opinion that the Financial Statements give a true and fair view of the Company's financial position as at 31 December 2016 and of the results of the Company's operations for the financial year 1 January – 31 December 2016.

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.

Ballerup, 30 May 2017

#### **Executive Board**

Klaus Pedersen CEO

#### **Board of Directors**

Bo Nilsson *Chairman*  Klaus Pedersen

Jens Heurlin

Susanne Brønnum-Hyttel

Asger Hattel



# **Independent Auditor's report**

## To the Shareholder of Nets Holding 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 2016, and of the results of the Company's operations for the financial year 1 January - 31 December 2016 in accordance with the Danish Financial Statements Act.
	We have audited the Financial Statements of Nets Holding A/S for the financial year 1 January - 31 December 2016, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies ("financial statements").
Basis for Opinion	We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.
Statement on Management's Review	<ul> <li>Management is responsible for Management's Review.</li> <li>Our opinion on the financial statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.</li> <li>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.</li> <li>Moreover, it is our responsibility to consider whether Management's Review provides the information required under the Danish Financial Statements Act.</li> <li>Based on the work we have performed, in our view, Management's Review is in accordance with the Financial</li> </ul>



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 misstatement, 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 judgment and maintain professional skepticism throughout the audit. We also:

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



in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and contents of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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.

Hellerup, 30 May 2017

#### PricewaterhouseCoopers

Statsautoriseret Revisionspartnerselskab CVR No 33 77 12 31

Mikkel Sthyr State Authorised Public Accountant Rasmus Friis Jørgensen State Authorised Public Accountant



# Accounting policies

	The annual report has been prepared in accordance with the provisions applying to reporting class C large enterprises under the Danish Financial Statements Act.
	The accounting policies used are consistent with last year.
	Pursuant to section 112 of the Danish Financial Statements Act, no consolidated financial statements have been prepared for Nets Holding A/S and subsidiaries as the companies are included in the consolidated financial statements of Nets A/S, Lautrupbjerg 10, DK-2750 Ballerup.
	Pursuant to section 86(4) of the Danish Financial Statements Act, no cash flow statement is prepared as the Company is included in the consolidated financial statements of Nets A/S, Lautrupbjerg 10, 2750 Ballerup.
Recognition and measurement	Assets are recognised in the balance sheet when it is probable that future economic benefits 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 from the company, and the value of the liabilities can be measured reliably.
	On initial recognition, assets and liabilities are measured at cost. Subsequently, assets and liabilities are measured as described below for each individual financial statement item.
	In recognising and measuring assets and liabilities, any gains, losses and risks occurring prior to the presentation of the Annual Report that evidence conditions existing at the balance sheet date are taken into account.
	Income is recognised in the income statement as earned. Equally, costs incurred to generate the year's earnings are recognised, including depreciation, amortisation, impairment losses and provisions as well as reversals as a result of changes in accounting estimates of amounts which were previously recognised in the income statement.
Foreign currency translation	On initial recognition, transactions denominated in foreign currencies are translated at the exchange rates at the transaction date. Foreign exchange differences arising between the exchange rates at the transaction date and at the date of payment are recognised in the income statement as financial income or



financial expenses.

Receivables and payables and other monetary items denominated in foreign currencies are translated at the exchange rates at the balance sheet date. The difference between the exchange rates at the balance sheet date and at the date at which the receivable or payable arose or was recognised in the latest financial statements is recognised in the income statement as financial income or financial expenses.

On recognition in the financial statements of subsidiaries with another functional currency than DKK, the income statements are translated at the exchange rates at the transaction date and the balance sheet items are translated at the exchange rates at the balance sheet date. The average exchange rate for the individual month is used as the exchange rate at the transaction date to the extent that this does not differ significantly. Exchange rate differences arisen when translating foreign subsidiaries' equity at the beginning of the year using the exchange rate at the balance sheet date and when translating income statements from average exchange rates at the transaction date to the exchange rate at the balance sheet date are recognised directly in equity.

#### **Income statement**

Revenue	Revenue consists of corporate services delivered to group companies.
External costs	External costs comprise administration costs for the year.
Staff costs	Staff costs comprise wages and salaries and remuneration, pension contributions, social security costs and other salary-related costs.
	Share options issued are measured at fair value at the date of granting times the probability of vesting. The total amount to be expensed over the vesting period is determined by reference to the fair value of the options granted, excluding the impact of any non-market vesting conditions. The fair value is fixed at the grant date. Non-market vesting conditions are included in assumptions about the number of options that are expected to vest. The probabilities are adjusted at yearend. Nets Holding A/S recognises the impact of adjustments to estimates, if any, in the income statement and in a corresponding adjustment to equity over the remaining vesting period. Adjustments relating to prior years are included in the income statement in the year of adjustment.



Depreciation, amortisation and impairment losses	Depreciation, amortisation and impairment losses comprise the year's depreciation of intangible assets and impairment losses.
Profit from investments in subsidiaries	The proportionate share of the results after tax of the individual subsidiaries is recognised in the income statement after elimination of intra-group profits/losses.
Financial income and expenses	Financial income and expenses comprise interest income and expense, realised and unrealised exchange gains and losses on payables and transactions denominated in foreign currencies, etc.
Тах	Nets A/S and Danish subsidiaries are jointly taxed. The current Danish corporation tax allocated between the jointly taxed companies in proportion to their taxable income is recognised in the income statement. The tax saving as a result of losses is also refunded proportionately.
	Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax base of assets and liabilities. The change in deferred tax liabilities is also recognised in the income statement.
	Tax assets are recognised if they can be set off against deferred tax in other consolidated enterprises or if it is probable that it can be utilised in future earnings.
	Current and deferred tax is computed at the tax rates applicable.
	The Group's entities are taxed under the on-account tax scheme. Interest/refund relating to the tax payment is included in interest income and expense and similar items.
Balance sheet	
Intangible assets	
Other intangible assets	Other intangible assets (rights) is measured at cost less accumulated amortisation and is amortised over 5-10 years.
Impairment losses	The carrying amount of intangible assets is subject to an annual test for indications of impairment other than the decrease in value reflected by depreciation or amortisation.
	Impairment tests are conducted of individual assets or groups of assets when there is an indication that they may be impaired. The carrying amount of impaired assets is reduced to the lower of the net selling price and the value in use (recoverable amount).



The recoverable amount is the higher of an asset's net selling price and its value in use. The value in use is determined as the present value of the anticipated net income from the use of the asset or group of assets.

Investments inInvestments in subsidiaries are measured according to the equitysubsidiariesmethod.

Investments in subsidiaries are measured at cost and subsequently at the proportionate share of the enterprises' net asset values calculated in accordance with the accounting policies minus or plus unrealised intra-group profits and losses and plus or minus any residual value of positive or negative goodwill.

Subsidiaries with a negative net asset value are measured at DKK 0, and any receivable is written down by the parent company's share of the negative net asset value to the extent that it is considered irrecoverable. If the negative equity value exceeds the receivable, the balance is recognised under 'Provisions' to the extent the parent company has a legal or constructive obligation to cover a deficit in the subsidiary.

Acquisitions of enterprises – other than intra-group mergers - are accounted for using the acquisition method, according to which the identifiable assets and liabilities acquired are measured at their fair values at the date of acquisition. Provision is made for costs related to adopted and announced plans to restructure the acquired enterprise in connection with the acquisition. The tax effect of the restatement of assets and liabilities is taken into account.

Any excess of the cost over the fair value of the identifiable assets and liabilities acquired (goodwill), including restructuring provisions, is recognised as intangible assets and amortised on a systematic basis in the income statement based on an individual assessment of the useful life of 5-15 years for customer agreements and 5-10 years for goodwill.

Any excess of the fair values of the identifiable assets and liabilities acquired over the cost of the acquisition (negative goodwill), representing an anticipated adverse development in the acquired enterprises, is recognised in the balance sheet as deferred income and recognised in the income statement as the adverse development is realised. Negative goodwill not related to any anticipated adverse development is recognised in the balance sheet at an amount corresponding to the fair value of nonmonetary assets. The amount is subsequently recognised in the income statement over the average useful lives of the non-



monetary assets.

	Goodwill and negative goodwill from acquired enterprises can be adjusted until the end of the year following the year of acquisition.			
Receivables	Receivables are measured at amortised cost and necessary provisions are made for bad debt losses based on an assessment of the individual receivables.			
Prepayments and accrued income	Prepayments comprise concerning subsequer	e costs incurred, including operating leases It financial years.		
Cash at banks	Cash and cash equiva	lents comprise cash and bank deposits.		
Equity	equity. Dividends are	re disclosed as a separate item under recognised as a liability at the date when ne annual general meeting.		
Visa shares	Listed shares are mea date.	sured at the fair value at the balance sheet		
Liabilities	Financial liabilities are measured at amortised cost. Other liabilities are measured at net realisable value.			
Accruals and deferred income	Accruals and deferred income comprises payments received concerning income in subsequent years.			
Financial ratios	Financial ratios stated in the survey of financial highlights are calculated in accordance with the Danish Society of Financial Analysts' guidelines on the calculation of financial ratios "Recommendations and Financial Ratios 2015".			
	Liquidity ratio	Current assets x 100 Current liabilities		
	Solvency ratio	Equity at year end x 100 Total assets at year end		
	Return on equity	Profit from ordinary activities after tax x 100 Average equity		



# **Income statement**

Notes	DKKm		
		2016	2015
1	Revenue	5	5
2	External costs	132	50
3	Staff costs	26	28
	Operating profit	-153	-73
4	Profit from subsidiaries after tax	919	2,934
4	Fair value adjustment on liability related to Visa shares	426	-774
5	Financial income	19	25
5	Financial expenses	-86	-64
		359	-813
	Profit before tax	1,125	2,048
6	Тах	8	-16
	Net profit the year	1,117	2,064
7	Proposed profit appropriation:		
	Proposed dividends	0	498
	Extraordinary dividends declared	1,698	0
	Net revaluation according to the equity method	-1,313	1,511
	Retained earnings	732	55
	Total appropriation	1,117	2,064



# **Balance sheet**

Notes	Assets DKKm	2016	2015
		2018	2015
	Non-current assets		
8	Other intangible assets	1	1
4	Investments in subsidiaries	5,714	6,344
	Total non-current assets	5,715	6,345
	Current assets:		
	Receivables:		
	Group enterprises	118	383
	Parent company	0	16
	Other receivables	10	1
Ð	Prepayments	1	1
		129	401
	Cash at banks	95	324
	Total current assets	224	725
	Total assets	5,939	7,070

Contingent assets:

None



# **Balance sheet**

Notes	Liabilities		
	DKKm	2016	2015
10	Equity		
	Share capital	184	184
	Net revaluation according to the equity method	198	1,511
	Hedges reserves	-15	-15
	Retained earnings	2,344	1,388
	Proposed dividends	0	498
	Total equity	2,711	3,566
	Non-current liabilities:		
	Borrowings	0	734
4	Debt on fair value of restricted shares in Visa Inc. held by Nets Oy	90	0
4	Other financial liabilities	50	774
	Total non-current liabilities	140	1,508
	Current liabilities:		
	Trade payables etc.	0	55
	Group enterprises	3,032	1,914
6	Corporation tax	45	7
11	Other payables	11	20
	Total current liabilities	3,088	1,996
	Total equity and liabilities	5,939	7,070
	Securities: None		
12	Contingent liabilities		
13	Related party transactions		

- 14 Collaterals
- 15 Events after the balance sheet date



# Statement of changes in equity

DKKm	Share capital	Net reva- luation according to the equity method	Hedges reserves	Retained earnings	Dividends	Total
Equity at 1 January 2015	184	0	-15	1,385	498	2,052
Currency translation adjustment etc.	-	-	-	-117	_	-117
Net loss on cash flow hedges	-	-	-	0	_	0
Received group contribution	-	-	-	979	-	979
Submitted group contribution, net	-	-	-	-714	-	-714
Extraordinary dividend declared	-	-	-	-200	200	0
Distributed dividends	-	-	-	-	-698	-698
Retained earnings cf. profit appropriation	-	1,511	-	55	498	2,064
Equity at 1 January 2016	184	1,511	-15	1,388	498	3,566
Adjustment to opening	-	-	-	10	-	10
Currency translation adjustment etc.	-	-	-	48	-	48
Net loss on cash flow hedges	-	-	-	0	-	0
Received group contribution	-	-	-	713	-	713
Submitted group contribution, net	-	-	-	-611	-	-611
Share-based payments (Employee share bonus)	-	-	-	64	-	64
Extraordinary dividend declared	-	-	-	-1,698	1,698	0
Distributed dividends	-	-	-	-	-2,196	-2,196
Transferred, cf. profit appropriation	-	-1,313	-	2,430	0	1,117
Equity at 31 December 2016	184	198	-15	2,344	0	2,711



### **Notes to the Financial Statements**

Amounts in DKKm

Total revenue are specified as follows:	<u>2016</u>	<u>2015</u>
Group services (wages, salaries etc.)	5	5
	5	5

#### 2. Fees to statutory auditor as elected by the Annual General Meeting

	<u>2016</u>	<u>2015</u>
Statutory audit	1	1
Other services	0	1
	1	2

#### 3. Staff costs

	<u>2016</u>	<u>2015</u>
Total staff costs are specified as follows:		
Wages and salaries and remuneration	20	21
Pension contributions plans	1	2
Remuneration of the Board of Directors	2	2
Other employee costs	3	3
	26	28
Average number of full-time employees:	8	9
Number of full-time employees year-end:	8	9

#### Share-option programme

A long-term share option programme was established in 2016 in connection with the IPO of the parent company Nets A/S and granted to Management and certain key employees. In connection with the Annual General Meeting, and as determined by the Board of Directors, share options are granted annually for an amount equivalent to 20-100% of annual salary (however maximum 0.75% of the share capital). Vesting is subject to fulfilment of certain key financial targets and continued employment at the vesting date. Each option gives the right to purchase one existing share in Nets A/S.

#### **Retention programme**

In connection with the IPO, a non-recurring share-based retention programme has been established for members of the Executive Committee and certain other employees (the "Retention Programme"). Under the Retention Programme, the participants may be granted shares at the end of a 720-day period subsequent to the date where the Company was listed. The shares equal an amount of 24 months' base salary, provided, among other things, that the participants have retained at least 25% of the total number of shares that were directly or indirectly held by the participant under the former management Incentive Programme.

#### Employee share award

Following the IPO each full-time employee was awarded shares worth DKK 24,900. The consolidated group expense in connection with the employee share award amounted to DKK 64 million in total including social costs. The shares delivered under the employee share award were covered by issuing bonus shares.



4. Investments in subsidiaries
--------------------------------

vestments in subsidiaries	<u>2016</u>	2015
Cost at 1 January	3,758	3,679
Additions	0	79
Disposals	18	0
Cost at 31 December	3,740	3,758
Value adjustment at 1 January	2,586	722
Adjustment to opening	10	0
Dividends received	-1,773	-1,218
Received Group contribution	713	979
Submitted Group contribution, net	-611	-714
Share-based payments (Employee share bonus)	64	0
Net profit for the year	919	2,934
Disposals	18	0
Currency translation adjustment	48	-117
Value adjustment at 31 December	1,974	2,586
Carrying amount at 31 December	5,714	6,344
Fair value recognition from business combinations (goodwill)	499	569
		Share
	vnorchin	
Nets Denmark A/S, Lautrupbjerg 10, DK-2750 Ballerup	<u>vnership</u> 100%	<u>capital</u> 264.5
Nets DanID A/S, Lautrupbjerg 10, DK-2750 Ballerup	100%	50.1
Nets Cards Processing A/S, Lautrupbjerg 10, DK-2750 Ballerup	100%	21.5
Signaturgruppen A/S, Inge Lehrmanns Gade 10, DK-Aarhus C	51%	0.5
Storebox ApS, Fruebjergvej 3, DK-2100 Copenhagen Ø	73%	0.2
Nets Norge Infrastruktur AS, Haavard Martinsens vei 54,	100%	0.2
NO- 0980 Oslo, Norway		
EDIGard AS, Dueknipen 1, NO-4616 Kristiansand S, Norway	57%	4.0
ITP Baltic SIA, Inzenieru iela 101, Ventspils LV-3601, Latvia	57%	0.02
Nets Finland Oy, Teollisuuskatu 21. FI-0510 Helsinki, Finland	100%	0.1
Nets Sweden AB, Lumaparksvägen 9, S 120 31 Stockholm, Sweder		20.0
Nets Estonia AS, Tartu maantee 63, 10115 Tallinn, Estonia	100%	0.5
Teller A/S, Lautrupbjerg 10, DK-2750 Ballerup	100%	24.0
Kortaccept Nordic AB, Lumaparksvägen 9-11, S 120 31 Stockholm, Sweden	100%	0.01
Teller Services ApS, Lautrupbjerg 10, DK-2750 Ballerup, Denmark	100%	0.2
Nets Oy, Teollisuuskatu 21, 00510 Helsinki, Finland	100%	6.8
Paytrail Oyj, Lutakonaukio 7, 40100 Jyväskylä, Finland	80%	0.1
Paytrail Technology Oy, Lutakonaukio 7, 40100 Jyväskylä, Finland	80%	0.003
Nassa Bidco AB, Lumaparksvägen 9-11, S 120 31 Stockholm, Sweden	100%	0.05
Nets Spectracard AB, Lumaparksvägen 9-11, S 120 31 Stockholm, Sweden	100%	0.2
DIBS Payment Services AB, Kungsgatan 32, 111 35 Stockholm, Sweden	98.4%	2.4
DIBS Payment Services A/S, Arne Jacobsen Allé 13, 2300 Copenhagen S, Denmark	98.4%	1.3
DIBS A/S, Hoffsveien 15, 0275 Oslo, Norway	98.4%	1.0
DIBS Payment Services i Göteborg AB, Kyrkogatan 25, 411 15 Göteborg, Sweden Debitoch AB, Kunsesetten 22, 111 25 Stockholm, Sweden	98.4%	0.1
DebiTech AB, Kungsgatan 32, 111 35 Stockholm, Sweden	98.4%	1.3
VerifyEasy AB, Kungsgatan 32, 111 35 Stockholm, Sweden	98.4%	0.1
DIBS Payment Services AB (Finland), Henry Fordin katu 5 C, 00510 Helsinki, Finland	98.4%	



Results 2015	Net profit	Equity
Nets Denmark A/S	881.3	2,468.7
Nets DanID A/S	-9.8	40.2
Nets Cards Processing A/S	2.6	51.5
Signaturgruppen A/S	11.4	17.6
Storebox ApS	-0.8	-0.7
Nets Norge Infrastruktur AS - NOK	47.9	138.6
EDIGard AS - NOK	8.6	23.2
ITP Baltic SIA - EUR	0.02	0.009
Nets Finland Oy - EUR	0.1	0.3
Nets Sweden AB - SEK	17.6	60.3
Nets Estonia AS - EUR	3.4	25.7
Teller A/S	1,297.1	1,466.7
Kortaccept Nordic AB - SEK	9.5	377.0
Teller Services ApS	-0.1	0.8
Nets Oy - EUR	25.1	85.5
Paytrail Oyj - EUR	0.7	2.1
Paytrail Technology Oy - EUR	-0.002	0.001
Nassa Bidco AB - SEK	-6.8	-6.7
Nets Spectracard AB - SEK	3.1	26.1
DIBS Payment Services AB - SEK	5.2	30.1
DIBS Payment Services A/S	9.6	59.5
DIBS A/S - NOK	6.8	27.0
DIBS Payment Services i Göteborg AB - SEK	1.0	16.9
DebiTech AB - SEK	0.0	2.1
VerifyEasy AB - SEK	0.0	0.1
DIBS Payment Services AB (Finland) - EUR	0.0	0.1

On 2 November 2015, Visa Inc. and Visa Europe Ltd. ('Visa Europe') announced that they had reached an agreement for Visa Inc. to acquire Visa Europe, an association owned and operated by member banks and other payment service providers. On 21 April 2016, Visa Inc. and Visa Europe announced that they had reached a preliminary agreement on revised terms of the transaction, pending the final agreement and regulatory approval. The revised terms consist of total consideration of up to EUR 18.37 billion, net of costs (the 'Visa Transaction'). Visa Inc. agreed to pay up-front consideration of EUR 17.25 billion, consisting of EUR 12.25 billion in cash, and approximately EUR 5 billion in preferred stock, and an additional cash payment of EUR 1.12 billion (including interest) payable on the third anniversary of the closing of the transaction. The Visa transaction was closed on 21 June 2016.

As part of the transaction entered into in 2012 between Nets Holding A/S and Suomen Luottoosuuskunta Cooperative ("SLOK") relating to the acquisition of Luottokunta Oy (now Nets Oy), Nets Holding A/S is obligated to pass on 41 % of the proceeds received from the Visa transaction as a result of the principal member share held by Nets Oy. Furthermore, as part of the transaction entered into between Nassa A/S and 186 banks, including affiliates of Danske Bank A/S and Nordea Bank AB, relating to the acquisition of Nets Holding A/S in 2014, Nassa A/S is obligated to pass on proceeds received from the Visa transaction as a result of the principal member share held in Nets Oy (remaining proceeds) and Teller A/S, respectively.

In 2016, shares in Visa Europa were converted into cash, restricted shares in Visa Inc. and contingent considerations, where received cash have been partly passed through to the previous owners of Nets Holding A/S (the Danish and Norwegian banks) and Nets Oy and partly used for tax payments related to the gain on the Visa transaction. As of 31 December 2016, not yet passed through cash, preliminary adjusted for related costs, amounts to DKK 194 million.

In 2016, a Finnish ruling has been obtained, which allows payments to the original sellers of Luottokunta Oy to be deducted for Finnish tax purposes. There is no net P&L effect as the tax saving results in a corresponding increase in financial items. The adjustment of prior year amounts to DKK 115 million. Fair value adjustments are based on management's best estimate on received information as at 31 December 2016, although uncertainty exists with regard to the value of preference shares, deferred payments and leakage and transaction costs. Nets is working to mitigate any uncertainties/risks related to the Visa transaction, including requesting binding rulings from the relevant tax authorities on the tax treatment of the pass-through arrangement and refraining from paying out any proceeds before a receipt of binding tax rulings is obtained, and a release has been received from all beneficiaries under the above agreements, primarily SLOK and the Nets Holding A/S sellers, stating that such payment is in full discharge of any obligations.



		<u>2016</u>	<u>201</u>
	Financial income:	_	
	Group enterprises	0	4
	Other interest income	19	(
	Currency translation adjustment, net Total financial income	0	2
		19	25
	Financial expenses:		
	Group enterprises	19	22
	Interest expenses on bank loans	41	3
	Amortisation of transaction cost	24	1
	Total financial expenses	84	6
. Та	ax		
		<u>2016</u>	<u>201</u>
	Current tax	8	-1
	Total	8	-1
	Tax payable as at 1 January	7	
	Tax paid for previous year, net	-7	-
	Tax paid on account	-525	-12
	Joint taxation	562	14
	Tax for the year	8	-1
	Tax payable as at 31 December	45	
	Tax is included in the following items:		
	Corporate tax	45	
_			
. Pi	oposed profit appropriation	<u>2016</u>	201
	Proposed dividends	0	49
	Extraordinary dividends declared	1,698	
	Net revaluation according to the equity method	-1,313	1,51
	Retained earnings	732	5
	Total appropriation	1,117	2,06
. 01	ther intangible assets (Rights)		
		<u>2016</u>	<u>201</u>
	Accumulated cost as at 1 January	1	
	Cost as at 31 December	1	
	Americation as at 1 January	0	
	Amortisation as at 1 January	0	
	Amortisation for the year	0	
	Amortisation as at 31 December	0	
	Carrying amount as at 31 December	1	
. Pi	repayments		
		<u>2016</u>	<u>201</u>

Wages, salaries etc.



#### 10. Share capital

The share capital is owned by Nassa A/S, Lautrupbjerg 10, 2750 Ballerup.

The share capital was established on 1 January 2009 through a merger of PBS Holding A/S and Nordito AS. There have been no changes in the share capital since the merger.

The share capital comprises shares of DKK 1.00 each.

Nets Holding A/S is part of the consolidated Financial Statements for the ultimate parent company of Nets A/S, Lautrupbjerg 10, 2750 Ballerup.

#### 11. Other payables

	<u>2016</u>	<u>2015</u>
Employee costs payable	11	15
Other payables	0	5
	11	20

#### 12. Contingent liabilities

Nets A/S and its Danish subsidiaries are jointly taxed with the Danish companies in the Nets A/S Group. The joint taxation also covers withholding taxes in the form of dividend tax, royalty tax and interest tax. The Danish companies are jointly and individually liable for the joint taxation.

The Company is comprised by a joint registration with other Danish companies owned by Nets Holding A/S. Together with the other companies included in the joint registration, the Company has joint and several unlimited liabilities for Danish VAT, payroll tax and interest within the joint registration.

The company has not provided any guarantees or other collateral and has not entered into any rental or lease obligations.

#### 13. Related party transactions

All transactions with related parties are made on an arm's length basis.

#### 14. Collaterals

Jointly with other material subsidiaries within Nets Group, Nets Holding A/S is providing cross-guarantees for the obligations under the IPO Facilities Agreement dated 6 July 2016.

#### 15. Events after the balance sheet date

On 31 January 2017, Nets Denmark A/S acquired the remaining 42.3% of the shares in EDIGard AS, meaning that EDIGard AS is now fully owned by Nets Denmark A/S. No other significant events affecting the annual report for 2016 have occurred subsequent to 31 December 2016.