

# **Habico Holding A/S**

**Energivej 15  
5260 Odense S**

**Central Business Registration no. 27 34 71 34**

## **Annual report 2015**

The Annual General Meeting adopted the annual report on \_\_\_/\_\_\_ 2016

**Chairman of the General Meeting:**



## Habico Holding A/S

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## **Habico Holding A/S**

### **Company details**

#### **Company**

Habico Holding A/S

Energivej 15

5260 Odense S

Central Business Registration No: 27 34 71 34

Registered in: Odense

#### **Board of Directors**

Ole Michael Friis, Chairman

Anne-Charlotte Bøgh-Sørensen

Birgitte Bøgh-Sørensen

Christian Ulrik Bøgh-Sørensen

Hans Bøgh-Sørensen

#### **Group executive board**

Hans Bøgh-Sørensen, Chief Executive Officer

#### **Company auditors**

Deloitte Statsautoriseret Revisionspartnerselskab

## **Habico Holding A/S**

### **Statement by Management on the annual report**

We have today presented the annual report of Habico Holding A/S for the financial year 1. januar - 31. december 2015.

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

In our opinion, the financial statements give a true and fair view of the Company's financial position and results as well as its cash flow. Also, we believe that the management commentary contains a fair review of the affairs and conditions referred to therein.

We recommend the annual report for adoption at the Annual General Meeting.

Odense, \_\_\_/\_\_\_ 2016

### **Executive Board**

Hans Bøgh-Sørensen  
Chief Executive Officer

### **Board of Directors**

Ole Michael Friis  
Chairman

Anne-Charlotte Bøgh-Sørensen

Birgitte Bøgh-Sørensen

Christian Ulrik Bøgh-Sørensen

Hans Bøgh-Sørensen

## **Habico Holding A/S**

### **Independent auditor's report**

#### **To the shareholders of Habico Holding A/S**

#### **Report on the consolidated financial statements and parent financial statements**

We have audited the consolidated financial statements and parent financial statements of Habico Holding A/S for the financial year 1 January to 31 December 2015, which comprise the accounting policies, income statement, balance sheet, statement of changes in equity and notes for the Group as well as the Parent, and the consolidated cash flow statement. The consolidated financial statements and parent financial statements are prepared in accordance with the Danish Financial Statements Act.

#### **Management's responsibility for the consolidated financial statements and parent financial statements**

Management is responsible for the preparation of consolidated financial statements and parent 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 consolidated financial statements and parent financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditor's responsibility**

Our responsibility is to express an opinion on the consolidated financial statements and parent financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing and additional requirements under Danish audit regulation. This requires that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements and parent financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements and parent financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatements of the consolidated financial statements and parent financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of consolidated financial statements and parent financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Management, as well as the overall presentation of the consolidated financial statements and parent financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Our audit has not resulted in any qualification.

## **Habico Holding A/S**

### **Opinion**

In our opinion, the consolidated financial statements and parent financial statements give a true and fair view of the Group's and the Parent's financial position at 31. December 2015, and of the results of their operations and cash flows for the financial year 1 January - 31 December 2015 in accordance with the Danish Financial Statements Act.

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

Pursuant to the Danish Financial Statements Act, we have read the management commentary. We have not performed any further procedures in addition to the audit of the consolidated financial statements and parent financial statements.

On this basis, it is our opinion that the information provided in the management commentary is consistent with the consolidated financial statements and parent financial statements.

Odense, \_\_\_/\_\_\_ 2016

### **Deloitte**

Statsautoriseret Revisionspartnerselskab  
CVR-nr. 33963556

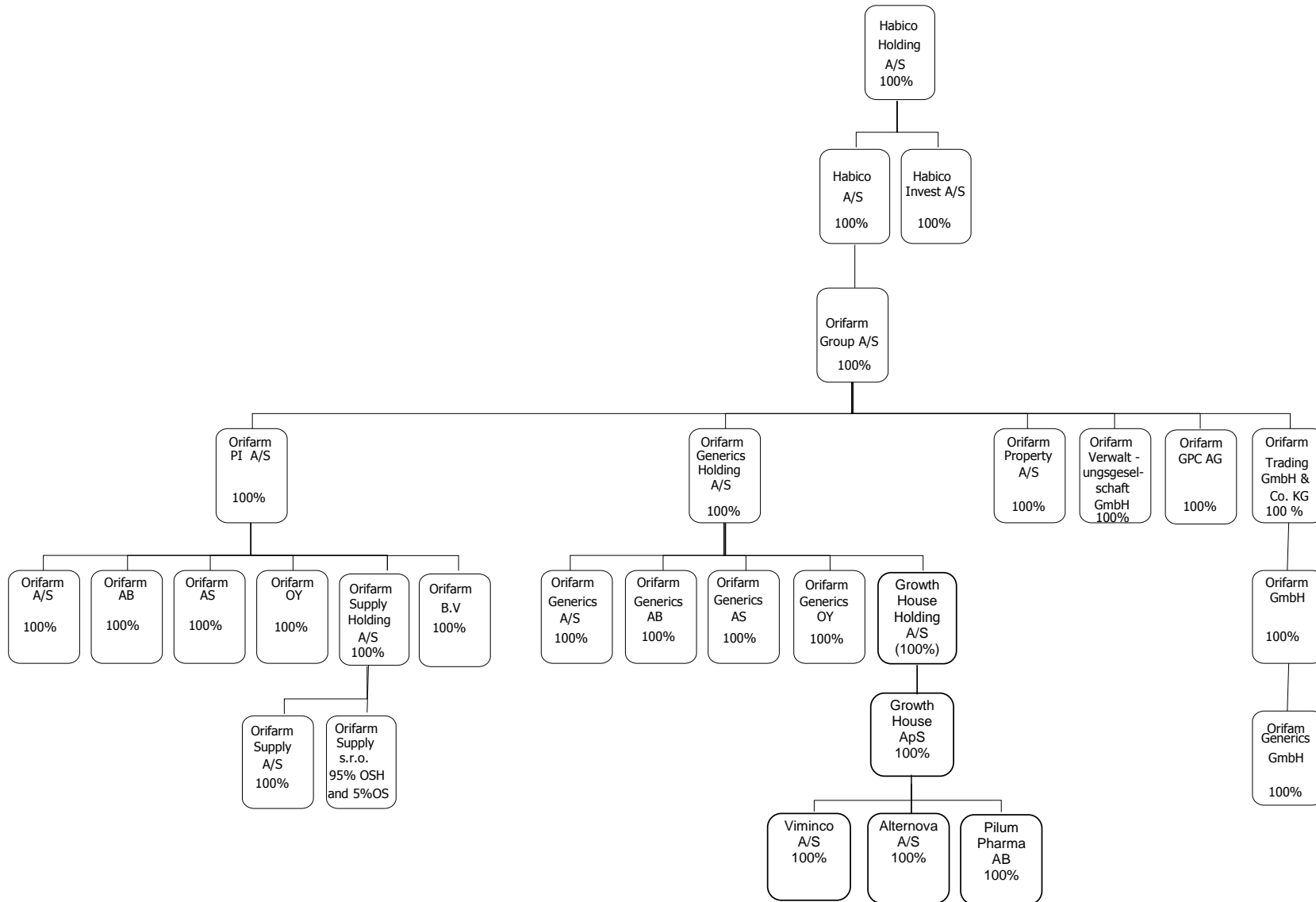
Lars Knage Nielsen

State Authorised Public Accountant

Allan Dydensborg Madsen

State Authorised Public Accountant

# Group structure



## Habico Holding A/S

### Management's Commentary

#### Financial highlights of the Group

| <i>(mio. EUR)</i>    | 2015  | 2014  | 2013  | 2012  | 2011  |
|----------------------|-------|-------|-------|-------|-------|
| <b>Key figures</b>   |       |       |       |       |       |
| Revenue              | 759,1 | 755,0 | 727,2 | 666,5 | 654,2 |
| Gross profit         | 96,9  | 91,2  | 95,6  | 93,2  | 91,8  |
| Operating income     | 20,0  | 16,1  | 16,0  | 10,8  | 19,3  |
| Net financials       | -4,6  | -3,1  | -2,8  | -7,8  | -3,6  |
| Profit for the year  | 12,4  | 9,3   | 10,1  | 3,0   | 11,9  |
| Inventories          | 119,2 | 143,0 | 142,6 | 125,1 | 135,7 |
| Receivables          | 95,0  | 78,3  | 81,8  | 63,2  | 60,6  |
| Equity               | 103,3 | 93,6  | 86,7  | 76,8  | 78,4  |
| Total assets         | 322,6 | 286,8 | 303,6 | 257,9 | 263,5 |
| <b>Ratios</b>        |       |       |       |       |       |
| Gross margin (%)     | 12,8  | 12,1  | 13,1  | 14,0  | 14,0  |
| Operating margin (%) | 2,6   | 2,2   | 2,2   | 1,6   | 2,9   |
| Equity ratio (%)     | 32,0  | 32,6  | 28,6  | 29,8  | 29,7  |
| Return on equity (%) | 12,6  | 10,4  | 12,3  | 3,8   | 15,2  |



## Habico Holding A/S

### Management's Commentary

**In 2015, significant progress was made by both Habico Holding's business units - Orifarm Parallel Import and Orifarm Generics. The acquisition of Growth House Holding on July 1<sup>st</sup> marked an important strategic step in the development of Orifarm Generics. And despite continued challenging market conditions Orifarm Parallel Import significantly grew operating income and – through effective inventory management – improved capital efficiency.**

- Habico Holding's revenues rose by 0.5% to MEUR 759 (2014: MEUR 755). Operating income excl. restructuring costs increased by MEUR 6.5 to MEUR 22.6 (2014: MEUR 16.1)
- Orifarm Parallel Import's revenues totalled MEUR 705 (2014: MEUR 720). Operating income excl. restructuring costs increased by MEUR 4.2 to MEUR 18.2 (2014: MEUR 14.0)
- Orifarm Generics' revenues rose to MEUR 54 (2014: MEUR 35). Operating income increased by MEUR 2.6 to MEUR 7.7 (2014: MEUR 5.1)

### Company presentation

Habico Holding consists of two operating divisions: Orifarm Parallel Import and Orifarm Generics.

Common to the formation and development of both operating divisions is healthcare business model innovation. This is expressed in Habico Holding's mission statement which is *Rethinking the business of healthcare*.

Habico Holding's vision - "We want to be No. 1 in making healthcare a better deal" - expresses the general objective. "A better deal" refers not only to savings, but also to how Habico Holding delivers solutions that meet its stakeholder's needs. Habico Holding's operating activities are guided by our values which are flexibility, ambition, responsibility and customer focus.

### Orifarm Parallel Import

Orifarm Parallel Import was established in 1994 in response to the major price differentials for identical pharmaceuticals across the EU Member States. Pharmaceuticals are imported from EU/EEA Member States where original pharmaceutical producers sell their preparations at prices that are lower than what they demand for the identical products in e.g. the Nordic countries and Germany. In doing so, Orifarm Group utilises the principle of free movement of goods within the EU/EEA and hereby creates significant savings for the society.

Orifarm Parallel Import's activities have led to lower prices of pharmaceuticals and thus savings benefitting both patients and society at large in the markets in which it operates.

Despite the principles of free movement of goods within the EU/EEA, and even though Orifarm Parallel Import's activities – and that of its competitors – have led to lower costs of pharmaceuticals, various barriers to the parallel import trade are being tolerated by the EU; see section entitled "Hindrances to healthcare cost savings generated by the Parallel Import trade" below.

# Habico Holding A/S

## Management's Commentary

### Orifarm Generics

Habico Holding entered the generic pharmaceuticals trade in the Nordic countries in 2001. Generic pharmaceuticals can be produced and marketed once the original manufacturer's patent expires and its exclusive rights lapse. Generic competition normally lowers prices on medicine significantly which benefits patients and society at large.

Included in Orifarm Generics' broad range of generic preparations is a line of generic over-the-counter products which are marketed under the umbrella brand "Tænk gult" in Denmark and "Tänk Gult" in Sweden.

### Review of financial performance in 2015

Habico Holding's revenues rose by 0.5% to MEUR 759 (2014: MEUR 755) driven by increased revenues in Orifarm Generics.

Following the acquisition of Growth House Holding and despite continued challenging market conditions in Parallel Import, Habico Holding's gross margin increased to 12.8% (2014: 12.1%).

Habico Holding's operating margin increased to 2.6% (2014: 2.2%), levered by the acquisition of Growth House as well as a successfully finalized reduction of the cost level in Parallel Import. Habico Holding's operating income increased by MEUR 3,9m to MEUR 20.0 (2014: MEUR 16.1).

Habico Holding's results for 2015 are considered satisfactory and in line with the expectations.

### 2015 performance highlights – Orifarm Parallel Import

- Orifarm Parallel Import's revenues totalled MEUR 705 (2014: MEUR 720)
- Orifarm Parallel Import's operating income totalled MEUR 18.2 (2014: MEUR 14.0)
- Orifarm Parallel Import maintained its leading position as Europe's largest parallel importer of pharmaceuticals
- In Germany, margins declined as sales prices suffered from competition pressure and cuts in reimbursement on a number of important pharmaceuticals. However, Orifarm still considers the German market commercially important and has initiated a strategic review to restore healthy profit level
- In Sweden, operating income as well as margins were under significant pressure due to the weakening Swedish Krona, which caused the total PI market to drop by 50%. Our position as market leader was further strengthened
- In Denmark, profitability was increased, and the market share was consolidated at around 50%
- Orifarm decided to enter the UK market. UK is the second biggest PI market in Europe
- Despite the above described market pressure, Orifarm Parallel Import was able to grow the operating income through a reduction of the cost level

## Habico Holding A/S

### Management's Commentary

- Furthermore, an inventory reduction amounting to MEUR 33 was achieved by optimizing inventory management

### 2015 performance highlights – Orifarm Generics

- Orifarm Generics' revenues increased to MEUR 54 (2014: MEUR 35)
- Orifarm Generics' operating income totalled MEUR 7.7 (2014: MEUR 5.1)
- Orifarm Generics continued the successful development in the financial results in 2015, driven by the acquisition of Growth House Holding which further strengthened Orifarm's ambition to grow in the Nordic market for generic pharmaceuticals.
- Furthermore Orifarm Generics experienced continued growth in both prescribed and over-the-counter pharmaceuticals across the Nordics. This among other due to successful launches of own developed products for the Rx segment in 2015

### Hindrances to healthcare cost savings generated by the Parallel Import trade

A series of measures undertaken by original producers and by some EU Member States hamper trade in pharmaceuticals and reduce Habico Holding's ability to grow its parallel-import business:

#### *Quota systems*

A number of the world's biggest pharmaceutical manufacturers have introduced quota systems for selling pharmaceuticals in the EU. In some cases, pharmaceutical manufacturers have gone even further and stopped making deliveries to wholesalers who are re-exporting pharmaceuticals. That limits Orifarm Group's purchasing access and thereby also our capacity to increase sales. In Orifarm Group's view, quota systems are in breach of the EU Treaty because they let pharmaceutical manufacturers restrict competition within the EU.

#### *Export ban*

Several EU Member States have attempted to introduce bans on exports of pharmaceuticals to other member states or to hamper exports by imposing obligations onto exporters' notification as regards to regulatory authorities and approval regimens prior to export. Export bans and disproportionate export barriers violate the EU Treaty's provisions on the free movement of goods and may change Orifarm Group's entire business model. We therefore strongly disapprove of such measures. The European Commission is regularly informed about developments with the purpose of potential intervention.

#### *Dual pricing*

A number of multinational pharmaceutical manufacturers have established or maintained dual pricing in Spain. Dual pricing lets pharmaceutical manufacturers sell their products at an artificially inflated price to Spanish pharmaceutical wholesalers. However, if the wholesalers can document that the products are intended for sale in the Spanish market and not for re-export, they will receive the 'normal' Spanish price. Dual-pricing, therefore, means that parallel-importers cannot utilise the EU principle of the free movement of goods. In Habico Holding's opinion, this violates the competition provisions set out in the EU Treaty.

#### *Direct deliveries*

In conclusion, Habico Holding's access to procuring pharmaceuticals in the export countries is further restricted by the fact that multinational pharmaceutical companies are establishing direct

## Habico Holding A/S

### Management's Commentary

deliveries to pharmacies. This, in effect, skips the wholesale link, thereby denying parallel-importers the capacity to buy from them. Direct deliveries restrict competition and the availability of goods in the market, and in Habico Holding's view this measure might also infringe on EU statutory and regulatory laws governing the free movement of goods.

Nonetheless, despite these trade restrictions, Habico Holding is in a position to guarantee its customers stability in delivery of goods by cultivating new procurement countries and channels.

### Special Risks

#### *Operating conditions*

To a significant extent, consolidated earnings depend on legislative measures that affect the pricing of pharmaceuticals in both the purchase and the sales countries. In Habico Holding's assessment, the manufacturers discount to the private sick funds in Germany violates German law, and Habico Holding is therefore withholding payment. Provisions have been made to set-off potential costs in this area. Earnings are also affected by measures in the sales countries which are intended to limit the consumption of pharmaceuticals.

It is Habico Holding's policy to avoid infringing on trademark rights, and Habico Holding is not currently involved in any major pending litigation of this kind.

For the business area Generic Pharmaceuticals, Habico Holding policy states that infringing on patent rights should be avoided. However, since patent holders have a significant commercial interest in defending market monopolies that exceed the protections granted by a given patent, disputes and litigation are difficult to avoid. Consequently, Habico Holding is involved in pending legal proceedings and the outcome of these may affect Habico Holding's earnings.

#### *Financial matters*

Habico Holding is exposed to fluctuations in foreign exchange rates and interest rate levels. The risks are mitigated through hedge, in accordance with the Group's policy. Exchange rate risks are primarily related to the currencies SEK, CZK and GBP. A 1 percentage point change in the interest rate level affects the Group's earnings net by approx. MEUR 0.7m.

Habico Holding's financial risks, including its cash management and extension of credits, are managed centrally. The aim is to maintain a low risk profile.

### Culture and Employees

It is Habico Holding's objective to be a leading supplier of parallel-imported and generic pharmaceuticals in Scandinavia, Germany, Holland and England. We believe that our results and the competencies and commitment of our employees are intertwined. That is why we are constantly seeking to develop our employees' knowledge and competencies, which in turn bolster Habico Holding's results and growth-oriented culture.

Habico Holding is aware of its social responsibilities and accordingly, it is important for the company to have a wide variety of employees. Consequently, the company is stressing internal efforts to integrate employees of other ethnic backgrounds as well as disabled employees.

The level of internationalisation in Habico Holding has increased significantly in recent years, and Habico Holding has conducted international rotations of employees to ensure integration, knowledge sharing and cultural exchange.

## **Habico Holding A/S**

### **Management's Commentary**

#### **Target Figures for Gender Composition of Management**

At Habico Holding, diversity is considered a strength that opens up access to the most talented employees.

Offering excellent career opportunities to both female and male employees helps ensuring that Habico Holding has the capacity of appointing the best candidate for a given position. This is also reflected in the gender distribution among our executives in Danish companies where 39% are female and 61% are male.

The policy is to recruit the best candidate for a given position. If more candidates are assessed equal on competencies, the underrepresented gender will be chosen for the position. The ambition is to have at least 40% of both sexes represented on Habico Holding's management team.

The Supervisory Board of Habico Holding A/S currently consists of 5 general elected members of whom 40% are women, which are in line with the target for Gender Composition.

#### **Social Responsibility**

Habico Holding does not have a policy for the area.

Habico Holding has only very limited impact on the surrounding environment. Unsalable pharmaceuticals are destroyed by a certified company. Superfluous packaging etc. is sorted and reused to the extent possible.

#### **Development Activities**

Habico Holding's two business areas both have significant development activities covering both product and process development.

#### **Events since the End of the Fiscal Year**

From the reporting date until today, no events have taken place to change the assessments made in the Annual Report.

#### **Outlook**

Habico Holding expects results for 2016 to be somewhat better than in 2015. Improvements are expected in both Orifarm Parallel Import and in Orifarm Generics.

### Accounting policies

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class C enterprises (large).

The accounting policies applied for these financial statements are consistent with those applied last year. The annual report is presented in EUR.

### Recognition and measurement

Assets are recognised in the balance sheet when it is probable as a result of a prior event, that future economic benefits will flow to the Group, and the value of the assets can be measured reliably.

Liabilities are recognised in the balance sheet when the Group has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Group, and the value of the liabilities can be measured reliably.

On initial recognition, assets and liabilities are measured at cost. Measurement subsequent to initial recognition is effected as described below for each financial statement item.

Anticipated risks and losses that arise before the time of presentation of the annual report and that confirm or invalidate affairs and conditions existing at the balance sheet date are considered at recognition and measurement.

Income is recognised in the income statement when earned, whereas costs are recognised by the amounts attributable to this financial year.

### The consolidated financial statements

The consolidated financial statements include Habico Holding A/S (parent company) and companies (group enterprises) controlled by the parent, see the group overview page 7. The parent company is considered to have control when it directly or indirectly owns more than 50% of the voting rights or in other ways actually exercises controlling influence. Companies in which the Group directly or indirectly owns between 20% and 50% of the voting rights and exercises significant influence, but no controlling influence, are considered as associated companies. See the group overview page 7.

### Consolidation principles

The consolidated financial statements are prepared on the basis of the financial statements for Habico Holding A/S and its subsidiaries. The consolidated financial statements are prepared by aggregation of uniform accounting items. On consolidation, elimination of intercompany revenue and expenses, and dividends as well as gains and losses on transactions between consolidated companies. The accounts used for consolidation are prepared in accordance with the groups accounting policies.

In the consolidated financial statement accounts of the subsidiaries are recognized 100%. Minority interests' proportionate share of net profit and net assets are presented as separate items in the income statement and balance sheet.

## **Accounting policies**

### **Business combinations**

Newly acquired or newly established enterprises are recognised in the consolidated financial statements from the time of acquiring or establishing such enterprises. Divested or wound-up enterprises are recognised in the consolidated income statement up to the time of their divestment or winding-up.

The purchase method is applied in the acquisition of new enterprises, under which identifiable assets and liabilities of these enterprises are measured at fair value at the acquisition date. On acquisition of enterprises, provisions are made for costs relating to decided and published restructurings in the acquired enterprise. Allowance is made for the tax effect of restatements.

Positive differences in amount (goodwill) between cost of the acquired share and fair value of the assets and liabilities acquired are recognised under intangible assets, and they are amortised systematically in the income statement based on an individual assessment of their useful lives, however, no more than 20 years. Negative differences in amount (negative goodwill), corresponding to an estimated adverse development in the relevant enterprises, are recognised in the balance sheet as a separate item under deferred income, and they are recognised in the income statement as such adverse development is realised.

### **Profits or losses from divestment of equity investments**

Profits or losses from divestment or winding-up of subsidiaries are calculated as the difference between selling price or settlement price and carrying amount of the net assets at the time of divestment or winding-up, inclusive of non-amortised goodwill and estimated expenses for divestment or winding-up.

### **Foreign currency translation**

On initial recognition, foreign currency transactions are translated applying the exchange rate at the transaction date. Receivables, payables and other monetary items denominated in foreign currencies that have not been settled at the balance sheet date are translated using the exchange rate at the balance sheet date. Exchange differences that arise between the rate at the transaction date and the rate in effect at the payment date or the rate at the balance sheet date are recognised in the income statement as financial income or financial expenses. Property, plant and equipment, intangible assets, inventories and other non-monetary assets that have been purchased in foreign currencies are translated using historical exchange rates.

On recognition of foreign subsidiaries which are independent units, all amounts are translated at the year-end rate. Differences in the exchange rate which arise when translating the foreign company's equity at the beginning of the year using the exchange rates at balance sheet date are recognised directly in equity.

### **Derivatives**

On initial recognition in the balance sheet, derivative financial instruments are measured at cost and subsequently at fair value. Derivative financial instruments are recognised under other receivables or other payables, respectively.

Changes in the fair value of derivative financial instruments classified as and complying with the requirements for hedging of the fair value of a recognised asset or a recognised liability are recorded in the income statement together with changes in the value of the hedged asset or the hedged liability.

### Accounting policies

Changes in the fair value of derivative financial instruments classified as and complying with the requirements for hedging future transactions are classified directly on equity. When the hedged transactions are realised, the accumulated changes are recognised as part of cost of the relevant financial statement items.

For derivative financial instruments that do not qualify as hedging instruments, changes in fair market value are recognised currently in the income statement as financial income or financial expenses.

Changes in the fair value of derivative financial instruments applied for hedging net investments in independent foreign group enterprises or associates are classified directly as equity.

### Income statement

#### Revenue

Revenue from the sale of manufactured goods and goods for resale is recognised in the income statement when delivery is made and risk has passed to the buyer. Revenue is recognised net of VAT, duties and sales discounts and is measured at fair value of the determined consideration.

#### Other operating income

Other operating income comprises income of a secondary nature to the Group's primary activities.

#### Other external expenses

Other external expenses comprise expenses for distribution, sale, advertising, administration, premises, etc.

#### Use of materials

Use of materials includes the consumption of commodities and freight costs that are incurred to generate the calculated revenue.

#### Staff costs

Staff costs comprise wages and salaries, social security costs, pension contributions, etc. for the Company's staff.

#### Financial income and expenses

These items comprise interest income and interest expenses, realised as well as unrealised capital gains and losses on liabilities and transactions in foreign currencies.

#### Income taxes

Tax for the year, which consists of current tax for the year and changes in deferred tax, is recognised in the income statement by the portion attributable to the profit/loss for the year and recognised directly in equity by the portion attributable to entries directly in equity. The portion of the tax taken to the income statement, which relates to extraordinary profit/loss for the year, is allocated to this entry whereas the remaining portion is taken to the year's profit/loss from ordinary activities.

Current tax payable or receivable is recognised in the balance sheet, stated as tax calculated on this year's taxable income, adjusted for prepaid tax.



### Accounting policies

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

Deferred tax is measured based on the tax regulations and tax rates of the relevant countries that will be in effect according to law at the balance sheet date when the deferred tax is estimated to be triggered as current tax. Changes in deferred tax resulting from changed tax rates are recognised in the income statement.

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

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

The jointly taxed companies are subject to the rules of section 11B of the Danish Companies Act governing interest deduction limitation. It has been agreed in the joint taxation that reduced interest deduction is recognised in the company in which the interest deduction has been reduced.

### Balance sheet

#### Goodwill

Goodwill is amortised straight-line over its estimated useful life which is fixed on the basis of the experience gained by Management for each business area.

The group has according to the Danish Accounting Act preimplemented the new rules for amortization of goodwill, which now allow an amortization period equaling useful lifetime. As a consequence, the maximum amortization period of goodwill have been changed from 20 to 40 years.

The changes has affected the profit for the year with 365 t.EUR.

The goodwill acquired this year is amortized over 40 years which is the estimated useful lifetime.

The determination of the lifetime is decided based on an evaluation of a combined company with Know How, skills and a efficient organization, which is expected to provide development of the business in a long time to come, and because the lifetime of the medicinal products normally are very long.

When goodwill is subject to impairment, goodwill is written down to the lower of recoverable amount and carrying amount.

#### Files and application fees

Files and application fees are measured at cost less accumulated amortisation and impairment losses.

Files and application fees regarding a specific product in relation to which a potential future market can be demonstrated and where the intention is to market the product in question are recognised as intangible assets. Other costs relating to applications are recognised as cost in the income statement as incurred.

## Habico Holding A/S

### Accounting policies

Files and application fees regarding generic products are amortised straight-line over their expected useful lives calculated from the date when the product to which the files and application fees relate is introduced to the market. The amortisation period is 3-12 years.

The amortisation period of application fees regarding other products has been changed from 3 to 5 years due to re-evaluation of the estimated useful lifetime.

The change has affected the profit for the year positively with 1.270 t.EUR.

When files and applications are subject to impairment, files and application fees are written down to the lower of recoverable amount and carrying amount.

### Other intangible assets

Cost of development and implementation of major IT systems as well as other intangible assets is measured at cost with deduction of accumulated amortisation and impairment losses. The period of amortisation is usually 3-7 years.

When other intangible assets are subject to impairment, other intangible assets are written down to the lower of recoverable amount and carrying amount.

### Property, plant and equipment

Properties, leasehold improvements and operating equipment are measured at cost less accumulated depreciation and impairment losses. Land is not depreciated.

Cost comprises the acquisition price, costs directly attributable to the acquisition, and preparation costs of the asset until the time when it is ready to be put into operation. Interest expenses are not included in cost.

The basis of depreciation is cost less estimated residual value after the end of useful life. The residual value amounts to 40% of the acquisition price. Straight-line depreciation is made on the basis of the following estimated useful lives of the assets:

|                         |            |
|-------------------------|------------|
| Property:               | 50 years   |
| Leasehold improvements: | 5-10 years |
| Operating equipment:    | 3-10 years |

When property, plant and equipment are subject to impairment, PPE are written down to the lower of recoverable amount and carrying amount.

Profits and losses from the sale of property, plant and equipment are calculated as the difference between selling price less selling costs and the carrying amount at the time of sale. Profit or loss is recognised in the income statement.

### Investments in group enterprises

Investments in group enterprises are recognised and measured under the equity method. This means that investments are measured at the pro rata share of the enterprises' equity plus or minus unamortised goodwill or negative goodwill on consolidation and plus or minus unrealised intra-group profits and losses.

The Parent's share of the enterprises' profits or losses after elimination of unrealised intra-group profits and losses and plus or minus amortisation of positive, or negative, goodwill on consolidation is recognised in the income statement.

### Accounting policies

Group enterprises with negative equity are measured at zero value, and any receivables from these enterprises are written down by the Parent's share of such negative equity if it is deemed irrecoverable. If the negative equity value exceeds the amount receivable, the remaining amount is recognised under provisions if the Parent has a legal or constructive obligation to cover the liabilities of the relevant enterprise.

Net revaluation of investments in group enterprises is taken to reserve for net revaluation under the equity method if the carrying amount exceeds cost.

The purchase method is applied in the acquisition of investments in group enterprises; see above description under consolidated financial statements.

#### Inventories

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

Cost of goods for resale, raw materials and consumables consists of purchase price plus landing costs. Cost of manufactured goods and work in progress consists of costs of raw materials, consumables and direct labour costs as well as indirect production costs.

Indirect production costs comprise indirect materials and labour costs, costs of maintenance of and depreciation and impairment losses on machinery, factory buildings and equipment applied for the manufacturing process as well as costs of factory administration and management. Finance costs are not included in cost.

The net realisable value of inventories is calculated as the estimated selling price less completion costs and costs incurred to execute sale.

#### Receivables

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

#### Prepayments

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

#### Dividend

The proposed dividends for the financial year are recognised as equity.

#### Treasury shares

Acquisition and selling prices of as well as dividend on treasury shares are recognised directly as equity under retained earnings.

#### Mortgage debt

At the time of borrowing, mortgage debt is measured at cost which corresponds to the proceeds received less transaction costs incurred. The mortgage debt is subsequently measured at amortised cost. This means that the difference between the proceeds at the time of borrowing and the nominal amount of the loan is recognised in the income statement as a financial expense over the term of the loan applying the effective interest method.

#### Other financial liabilities

Other financial liabilities are measured at amortized cost, usually equaling nominal value of the liability.

#### Operating lease commitments

Lease payments on operating leases are recognised on an ongoing basis in the income statement over the term of the lease.

## **Accounting policies**

### **Cash flow statement**

The cash flow statement of the Group is presented using the indirect method and shows cash flows from operating, investing and financing activities as well as the Group's cash and cash equivalents at the beginning and the end of the financial year. No separate cash flow statement has been prepared for the Parent because it is included in the consolidated cash flow statement.

Cash flows from acquisition and divestment of enterprises are shown separately under cash flows from investing activities. Cash flows from acquired enterprises are recognised in the cash flow statement from the time of their acquisition, and cash flows from divested enterprises are recognised up to the time of sale.

Cash flows from operating activities are calculated as the operating profit/loss adjusted for non-cash operating items, working capital changes and income taxes paid.

Cash flows from investing activities comprise payments in connection with acquisition and divestment of enterprises, activities and fixed asset investments as well as acquisition, development, improvement and sale, etc of intangible assets and property, plant and equipment.

Cash flows from financing activities comprise changes in the size or composition of the Parent's share capital and related costs as well as the raising of loans, inception of finance leases, instalments on interest-bearing debt, purchase of treasury shares, and payment of dividend.

Cash and cash equivalents comprise cash and short-term securities with an insignificant price risk less short-term bank debt.

### **Segment information**

Information should be provided for business segments. No information is given in respect of geographical markets as the risk to which the markets are subject is found to be quite similar.

### **Financial highlights**

Financial highlights are calculated as follows:

|                   |   |
|-------------------|---|
| Gross margin:     | $\frac{\text{Gross profit} \times 100}{\text{Revenue}}$               |
| Operating margin: | $\frac{\text{Operating income} \times 100}{\text{Revenue}}$           |
| Equity ratio:     | $\frac{\text{Equity} \times 100}{\text{Total assets}}$                |
| Return on equity: | $\frac{\text{Profit for the year} \times 100}{\text{Average equity}}$ |

## Habico Holding A/S

### Income statement

(1.000 EUR)

| Parent company |               |  | Group         |               |
|----------------|---------------|--|---------------|---------------|
| 2014           | 2015          |  | 2015          | 2014          |
|                |               |  |               |               |
|                |               | Revenue  | 759.051       | 754.970       |
|                |               | Other income                                   | 462           | 193           |
|                |               | Use of materials                               | -662.588      | -663.956      |
|                |               | <b>Gross profit</b>                            | <b>96.925</b> | <b>91.207</b> |
| -65            | -12           | Other external expenses                        | -29.277       | -30.075       |
|                |               | Staff costs                                    | -39.894       | -37.129       |
| <b>-65</b>     | <b>-12</b>    | <b>Income before depreciation</b>              | <b>27.754</b> | <b>24.003</b> |
|                |               | Depreciation and impairment losses             | -7.793        | -7.879        |
| <b>-65</b>     | <b>-12</b>    | <b>Operating income</b>                        | <b>19.961</b> | <b>16.124</b> |
| 9.398          | 12.487        | Income from investments in group enterprises   | 4             |               |
| 0              | 0             | Financial income                               | 5             | 4.763         |
| -178           | -145          | Financial expenses                             | 6             | -9.318        |
| <b>9.155</b>   | <b>12.330</b> | <b>Profit before tax</b>                       | <b>15.406</b> | <b>13.011</b> |
| 185            | 96            | Tax  | 7             | -2.980        |
| <b>9.340</b>   | <b>12.426</b> | <b>Profit for the year</b>                     | <b>12.426</b> | <b>9.340</b>  |
|                |               | <b>Distribution of profit</b>                  |               |               |
|                | 2.015         | Proposed dividend                              |               |               |
|                | 10.472        | Reserve for net revaluation of equity holdings |               |               |
|                | -61           | Retained earnings                              |               |               |
|                | <b>12.426</b> |  |               |               |

## Habico Holding A/S

### Balance sheet

(1.000 EUR)

| Parent company |                |                                    | Group |                |                |
|----------------|----------------|------------------------------------|-------|----------------|----------------|
| 2014           | 2015           |                                    | Note  | 2015           | 2014           |
|                |                | Goodwill                           |       | 49.919         | 9.799          |
|                |                | Files and application fees         |       | 18.947         | 9.487          |
|                |                | Other intangible assets            |       | 4.678          | 4.984          |
|                |                | <b>Intangible assets</b>           | 8     | <b>73.544</b>  | <b>24.270</b>  |
|                |                | Property                           |       | 18.655         | 18.282         |
|                |                | Leasehold improvements             |       | 55             | 12             |
|                |                | Plant and equipments               |       | 2.767          | 2.124          |
|                |                | <b>Tangible fixed assets</b>       | 9     | <b>21.477</b>  | <b>20.418</b>  |
| 101.868        | 111.604        | Investments in group enterprises   | 10    |                |                |
|                |                | Other bonds and equity investments | 11    | 5.569          | 5.739          |
| <b>101.868</b> | <b>111.604</b> | <b>Financial assets</b>            |       | <b>5.569</b>   | <b>5.739</b>   |
| <b>101.868</b> | <b>111.604</b> | <b>Fixed assets</b>                |       | <b>100.590</b> | <b>50.427</b>  |
| <b>0</b>       | <b>0</b>       | <b>Inventories</b>                 | 12    | <b>119.207</b> | <b>143.020</b> |
|                |                | Receivables                        |       | 95.020         | 78.293         |
|                |                | Other receivables                  |       | 3.445          | 11.502         |
|                |                | Accruals                           |       | 1.060          | 777            |
| 13             | 1              | Deferred tax assets                | 14    | 0              | 0              |
| 640            | 1.712          | Income taxes                       |       | 2.291          | 1.558          |
| <b>653</b>     | <b>1.713</b>   | <b>Receivables</b>                 |       | <b>101.816</b> | <b>92.130</b>  |
| <b>343</b>     | <b>342</b>     | <b>Cash</b>                        |       | <b>951</b>     | <b>1.254</b>   |
| <b>996</b>     | <b>2.055</b>   | <b>Current assets</b>              |       | <b>221.974</b> | <b>236.404</b> |
| <b>102.864</b> | <b>113.659</b> | <b>Total assets</b>                |       | <b>322.564</b> | <b>286.831</b> |

## Habico Holding A/S

### Balance sheet

(1.000 EUR)

| Parent company |                |   | Group          |                |
|----------------|----------------|---|----------------|----------------|
| 2014           | 2015           |   | 2015           | 2014           |
| 1.343          | 1.343          | Share capital                                   | 1.343          | 1.343          |
| 76.740         | 86.600         | Reserve for net revaluation of equity holdings  |                |                |
| 13.537         | 13.374         | Retained earnings                               | 99.974         | 90.277         |
| 2.015          | 2.015          | Proposed dividends for the year                 | 2.015          | 2.015          |
| <b>93.635</b>  | <b>103.332</b> | <b>Total equity</b>                             | <b>103.332</b> | <b>93.635</b>  |
|                |                | Other provisions                                | 5.164          | 4.205          |
|                |                | Deferred tax liabilities                        | 1.775          | 3.670          |
|                |                | <b>Provisions</b>                               | <b>6.939</b>   | <b>7.875</b>   |
|                |                | Mortgage debt                                   | 6.321          | 6.613          |
|                |                | Bank loan                                       | 52.108         | 0              |
|                |                | Employee bonds                                  | 0              | 70             |
|                |                | <b>Long-term liabilities</b>                    | <b>58.429</b>  | <b>6.683</b>   |
|                |                | Short-term portion of long-term liabilities     | 10.884         | 959            |
|                |                | Bank debt                                       | 63.164         | 102.036        |
|                |                | Trade payables                                  | 38.113         | 27.354         |
| 9.225          | 10.324         | Payables to group enterprises                   |                |                |
|                |                | Income taxes                                    | 4.503          | 2.811          |
| 4              | 3              | Other debt                                      | 37.200         | 45.478         |
| <b>9.229</b>   | <b>10.327</b>  | <b>Short-term liabilities</b>                   | <b>153.864</b> | <b>178.638</b> |
| <b>9.229</b>   | <b>10.327</b>  | <b>Liabilities</b>                              | <b>212.293</b> | <b>185.321</b> |
| <b>102.864</b> | <b>113.659</b> | <b>Total equity, provisions and liabilities</b> | <b>322.564</b> | <b>286.831</b> |
|                |                | Pledged assets and contingent liabilities       | 16             |                |
|                |                | Other Notes                                     | 17-21          |                |

## Habico Holding A/S

### Statement of changes in equity

(1.000 EUR)

|   | <b>Group</b>             |                              |                              |                |
|---|--------------------------|------------------------------|------------------------------|----------------|
|   | <b>Share<br/>capital</b> | <b>Retained<br/>earnings</b> | <b>Proposed<br/>dividend</b> | <b>Total</b>   |
| Equity at 01.01.2015                            | 1.343                    | 90.277                       | 2.015                        | 93.635         |
| Exchange rate adjustments, foreign subsidiaries | 0                        | -102                         | 0                            | -102           |
| Adjustment of hedging instruments               | 0                        | -612                         | 0                            | -612           |
| Distributed dividend                            | 0                        | 0                            | -2.015                       | -2.015         |
| Profit for the year                             | 0                        | 10.411                       | 2.015                        | 12.426         |
| <b>Equity at 31.12.2015</b>                     | <b>1.343</b>             | <b>99.974</b>                | <b>2.015</b>                 | <b>103.332</b> |

|   | <b>Parent company</b>    |  |                              |                              |                |
|---|--------------------------|--|------------------------------|------------------------------|----------------|
|   | <b>Share<br/>capital</b> | <b>Net<br/>revaluation<br/>equity<br/>method</b> | <b>Retained<br/>earnings</b> | <b>Proposed<br/>dividend</b> | <b>Total</b>   |
| Equity at 01.01.2015                            | 1.343                    | 76.740   | 13.537                       | 2.015                        | 93.635         |
| Exchange rate adjustments, foreign subsidiaries | 0                        | 0  | -102                         | 0                            | -102           |
| Adjustment of hedging instruments               | 0                        | -612   | 0                            | 0                            | -612           |
| Distributed dividend in the year                | 0                        | 0  | 0                            | -2.015                       | -2.015         |
| Profit for the year                             | 0                        | 10.472   | -61                          | 2.015                        | 12.426         |
| <b>Equity at 31.12.2015</b>                     | <b>1.343</b>             | <b>86.600</b>                                    | <b>13.374</b>                | <b>2.015</b>                 | <b>103.332</b> |



## Habico Holding A/S

### Cash flow statement

(1.000 EUR)

|   |             | <b>Group</b>   |                 |
|---|-------------|----------------|-----------------|
|   | <b>Note</b> | <b>2015</b>    | <b>2014</b>     |
| Operating income  |             | 19.961         | 16.124          |
| Depreciation and impairment losses                              |             | 7.793          | 7.879           |
| Exchange rate adjustments and hedging instruments on equity     |             | -714           | -252            |
| Working capital changes   | 17          | 24.142         | 10.187          |
|   |             | 51.182         | 33.938          |
| Interests, net  |             | -4.555         | -3.113          |
| Income taxes paid   |             | -3.330         | -551            |
| <b>Cash flows from operating activities</b>                     |             | <b>43.297</b>  | <b>30.274</b>   |
| Acquisition of intangible assets, property, plant and equipment |             | -68.776        | -8.321          |
| Sale of property, plant and equipment                           |             | 2.753          | 641             |
| <b>Cash flows from investing activities</b>                     |             | <b>-66.023</b> | <b>-7.680</b>   |
| <b>Cash flows from operating and investing activities</b>       |             | <b>-22.726</b> | <b>22.594</b>   |
| Change in long-term liabilities other than provisions, net      |             | 61.671         | -1.172          |
| Dividend paid   |             | -2.015         | -2.015          |
| <b>Cash flow from financing activities</b>                      |             | <b>59.656</b>  | <b>-3.187</b>   |
| <b>Increase/decrease in cash and cash equivalents</b>           |             | <b>36.930</b>  | <b>19.407</b>   |
| Cash and equivalents 01.01.2015                                 |             | -100.782       | -120.189        |
| Adjustment according to acquisition                             |             | 1.639          | 0               |
| <b>Cash and equivalents 31.12.2015</b>                          | 18          | <b>-62.213</b> | <b>-100.782</b> |

## Habico Holding A/S

### Notes

(1.000 EUR)

| Parent company   |               | Group          |                |
|--|---------------|----------------|----------------|
| 2014   | 2015          | 2015           | 2014           |
| <b>1. Segment information</b>                          |               |                |                |
| <b>Revenue</b>   |               |                |                |
|  |               | 704.876        | 720.429        |
|  |               | 54.175         | 34.541         |
|  |               | <b>759.051</b> | <b>754.970</b> |
| <b>2. Staff costs</b>                                  |               |                |                |
|  |               | 32.351         | 30.126         |
|  |               | 2.335          | 1.976          |
|  |               | 5.208          | 5.027          |
|  |               | <b>39.894</b>  | <b>37.129</b>  |
|  |               | <b>127</b>     | <b>127</b>     |
|  |               | <b>974</b>     | <b>931</b>     |
|  |               |                |                |
|  |               | <b>987</b>     | <b>703</b>     |
| <b>3. Depreciation and impairment losses</b>           |               |                |                |
|  |               | 1.034          | 892            |
|  |               | 3.001          | 3.099          |
|  |               | 2.386          | 2.327          |
|  |               | 425            | 288            |
|  |               | 947            | 1.273          |
|  |               | <b>7.793</b>   | <b>7.879</b>   |
| <b>4. Income from investments in group enterprises</b> |               |                |                |
| 9.398  | 12.487        |                |                |
| <b>9.398</b>   | <b>12.487</b> |                |                |
| <b>5. Financial income</b>                             |               |                |                |
| 0  | 0             | 0              | 0              |
| 0  | 0             | 4.763          | 8.558          |
| <b>0</b>   | <b>0</b>      | <b>4.763</b>   | <b>8.558</b>   |

## Habico Holding A/S

### Notes

(1.000 EUR)

| Parent company               |            |                                       | Group        |               |
|------------------------------|------------|---------------------------------------|--------------|---------------|
| 2014                         | 2015       |                                       | 2015         | 2014          |
| <b>6. Financial expenses</b> |            |                                       |              |               |
| 175                          | 145        | Financial expenses, group enterprises |              |               |
| 3                            | 0          | Other financial expenses              | 9.318        | 11.671        |
| <b>178</b>                   | <b>145</b> |                                       | <b>9.318</b> | <b>11.671</b> |
| <b>7. Tax</b>                |            |                                       |              |               |
| -49                          | -96        | Current tax                           | 3.902        | 3.160         |
| 0                            | 0          | Change in deferred tax                | -1.313       | 80            |
| -136                         | 0          | Adjustments concerning previous years | 391          | 431           |
| <b>-185</b>                  | <b>-96</b> |                                       | <b>2.980</b> | <b>3.671</b>  |

| 8. Intangible assets              | Group         |                                 |                            |                |
|-----------------------------------|---------------|---------------------------------|----------------------------|----------------|
|                                   | Goodwill      | Files and applica-<br>tion fees | Other intangible<br>assets | Total          |
| Cost at 01.01.2015                | 17.818        | 22.681                          | 19.214                     | 59.713         |
| Additions                         | 41.161        | 12.823                          | 2.117                      | 56.101         |
| Exchange rate adjustments         | -16           | -23                             | -47                        | -86            |
| Disposals                         | 0             | -638                            | -5.951                     | -6.589         |
| <b>Cost at 31.12.2015</b>         | <b>58.963</b> | <b>34.843</b>                   | <b>15.333</b>              | <b>109.139</b> |
| Amortization 01.01.2015           | 8.018         | 13.194                          | 14.231                     | 35.443         |
| Amortization for the year         | 1.034         | 3.001                           | 2.386                      | 6.421          |
| Exchange rate adjustments         | -8            | -1                              | -38                        | -47            |
| Reversal relating to disposals    | 0             | -298                            | -5.924                     | -6.222         |
| <b>Amortization 31.12.2015</b>    | <b>9.044</b>  | <b>15.896</b>                   | <b>10.655</b>              | <b>35.595</b>  |
| <b>Carrying amount 31.12.2015</b> | <b>49.919</b> | <b>18.947</b>                   | <b>4.678</b>               | <b>73.544</b>  |
| Carrying amount 31.12.2014        | 9.799         | 9.487                           | 4.984                      | 24.270         |

## Habico Holding A/S

### Notes

(1.000 EUR)

| 9. Tangible fixed assets          | Group         |                                     |                        | Total         |
|-----------------------------------|---------------|-------------------------------------|------------------------|---------------|
|                                   | Property      | Lease-<br>hold<br>improve-<br>ments | Plant and<br>equipment |               |
| Cost at 01.01.2015                | 20.886        | 1.334                               | 8.682                  | 30.902        |
| Additions                         | 842           | 56                                  | 1.880                  | 2.778         |
| Exchange rate adjustments         | -53           | 3                                   | -20                    | -70           |
| Disposals                         | 0             | 0                                   | -1.103                 | -1.103        |
| <b>Cost at 31.12.2015</b>         | <b>21.675</b> | <b>1.393</b>                        | <b>9.439</b>           | <b>32.507</b> |
| Depreciation 01.01.2015           | 2.604         | 1.322                               | 6.558                  | 10.484        |
| Depreciation for the year         | 425           | 14                                  | 933                    | 1.372         |
| Exchange rate adjustments         | -9            | 2                                   | -19                    | -26           |
| Reversal relating to disposals    | 0             | 0                                   | -800                   | -800          |
| <b>Depreciation 31.12.2015</b>    | <b>3.020</b>  | <b>1.338</b>                        | <b>6.672</b>           | <b>11.030</b> |
| <b>Carrying amount 31.12.2015</b> | <b>18.655</b> | <b>55</b>                           | <b>2.767</b>           | <b>21.477</b> |
| Carrying amount 31.12.2014        | 18.282        | 12                                  | 2.124                  | 20.418        |

| 10. Fixed asset investments           | Parent company                                |
|---------------------------------------|---|
|                                       | Invest-<br>ments in<br>group enter-<br>prises |
| Cost at 01.01.2015                    | 48.753  |
| Exchange rate adjustments             | -123  |
| <b>Cost at 31.12.2015</b>             | <b>48.630</b>                                 |
| Net revaluation at 01.01.2015         | 53.115  |
| Net share of profit/loss for the year | 12.487  |
| Dividend distributed during the year  | -2.015  |
| Adjustment of hedging on equity       | -612  |
| Exchange rate adjustments             | -1  |
| <b>Net revaluation 31.12.2015</b>     | <b>62.974</b>                                 |
| <b>Carrying amount 31.12.2015</b>     | <b>111.604</b>                                |
| Carrying amount 31.12.2014            | 101.868                                       |

## Habico Holding A/S

### Notes

(1.000 EUR)

| Investments in group enterprises: | Country | Share |
|-----------------------------------|---------|-------|
| Habico A/S                        | Denmark | 100%  |
| Habico Invest A/S                 | Denmark | 100%  |

Habico Invest A/S owns 13,88% of Habico Holding A/S. The value of this part of 13,88% equals 23.564 TEUR, which are recognised as own shares and written down directly through equity. There has been no write down during the year.

|   | Group        |                   |           | Total        |
|---|--------------|-------------------|-----------|--------------|
|   | Shares       | Mortgage<br>bonds | Deposits  |              |
| <b>11. Other bonds and equity investments</b> |              |                   |           |              |
| Cost at 01.01.2015                            | 5.628        | 251               | 29        | 5.908        |
| Additions                                     | 1.457        | 0                 | 0         | 1.457        |
| Exchange rate adjustments                     | 0            | 0                 | -1        | -1           |
| Disposals                                     | -1.832       | -251              | 0         | -2.083       |
| <b>Cost at 31.12.2015</b>                     | <b>5.253</b> | <b>0</b>          | <b>28</b> | <b>5.281</b> |
| Value adjustment 01.01.2015                   | 183          | 0                 | 0         | 183          |
| Value adjustment for the year                 | -471         | 0                 | 0         | -471         |
| Exchange rate adjustments                     | 0            | 0                 | 0         | 0            |
| Reversal relating to disposals                | 0            | 0                 | 0         | 0            |
| <b>Value adjustment 31.12.2015</b>            | <b>-288</b>  | <b>0</b>          | <b>0</b>  | <b>-288</b>  |
| <b>Carrying amount 31.12.2015</b>             | <b>5.541</b> | <b>0</b>          | <b>28</b> | <b>5.569</b> |
| Carrying amount 31.12.2014                    | 5.459        | 251               | 29        | 5.739        |

| Parent company         |      | Group          |                |
|------------------------|------|----------------|----------------|
| 2014                   | 2015 | 2015           | 2014           |
| <b>12. Inventories</b> |      |                |                |
|                        |      | 48.395         | 55.736         |
|                        |      | 70.812         | 87.284         |
|                        |      | <b>119.207</b> | <b>143.020</b> |

### 13. Share capital

The share capital consists of 10.000 shares at EUR 134,3

The shares have not been divided into classes.

There has not been any changes in share capital in the past five years.

## Habico Holding A/S

### Notes

(1.000 EUR)

| Parent company  |           | Group        |              |
|---|-----------|--------------|--------------|
| 2014  | 2015      | 2015         | 2014         |
| <b>14. Deferred tax</b>   |           |              |              |
| Deferred tax is incumbent on the following financial statement items: |           |              |              |
|   |           | 1.002        | 2.628        |
|   |           | 1.362        | 1.176        |
|   |           | 151          | 579          |
|   |           | -143         | -15          |
| -13   | -1        | -597         | -698         |
| <b>-13</b>  | <b>-1</b> | <b>1.775</b> | <b>3.670</b> |
| Net value is recognised in the balance sheet as follows:              |           |              |              |
| -13   | -1        | 0            | 0            |
|   |           | 1.775        | 3.670        |
| <b>-13</b>  | <b>-1</b> | <b>1.775</b> | <b>3.670</b> |

|                                  | Group                         |                              |                         |                       |
|----------------------------------|-------------------------------|------------------------------|-------------------------|-----------------------|
|                                  | Due for payment within 1 year | Due for payment after 1 year | Amortized debt in total | Nominal debt in total |
| <b>15. Long-term debt</b>        |                               |                              |                         |                       |
| Mortgage debt                    | 818                           | 6.321                        | 7.139                   | 7.139                 |
| Bank loans                       | 9.996                         | 52.108                       | 62.104                  | 62.104                |
| Employee bonds                   | 70                            | 0                            | 70                      | 70                    |
| <b>Long-term debt 31.12.2015</b> | <b>10.884</b>                 | <b>58.429</b>                | <b>69.313</b>           | <b>69.313</b>         |
| Long term debt 31.12.2014        | 959                           | 6.683                        | 7.642                   | 7.642                 |
| Due for payment after 5 years:   |                               |                              |                         |                       |
| Mortgage debt                    |                               | 9.306                        |                         |                       |
| Employee bonds                   |                               | 0                            |                         |                       |
|                                  |                               | <b>9.306</b>                 |                         |                       |

## Habico Holding A/S

### Notes

(1.000 EUR)

|   | <b>Group</b>  |               |
|---|---------------|---------------|
|   | <b>2015</b>   | <b>2014</b>   |
| <b>16. Pledged assets and contingent liabilities</b>                        |               |               |
| <b>Group:</b>   |               |               |
| Mortgage debt is secured by way of mortgage on properties.                  |               |               |
| Indemnity Letter in property  | <b>5.588</b>  | <b>6.448</b>  |
| Carrying amount of mortgaged properties                                     | <b>15.270</b> | <b>14.750</b> |
|   |               |               |
| Certain operating equipments have been financed by means of finance leases. |               |               |
| Total leasehold obligation until contracts expire                           | <b>8.645</b>  | <b>7.099</b>  |

Companies in Orifarm Group has provided receivables from sales of goods and services, TEUR 61.594, as security for debt to the Group's banks and credit institutions. In addition, there are also security for the debt to banks and credit institutions, pledged unlisted shares in certain foreign subsidiaries with a total book value per. 31. December 2015 at TEUR 4.621.

The group companies are a party to litigation regarding alleged infringements of trademark and patent rights. Management believes that these legal proceedings will not lead to significant losses for the company.

There are pledged payments concerning investments in stocks and equity holdings. The maximum claim of payment is TEUR 5.052.

The group has normal trade obligations on returned goods, and no significant losses are expected.

#### Parent:

The Company is the administration company in a joint danish taxation. The Company therefore held liable under the Corporation Tax Act rules for income taxes, and if any obligation to withhold tax on interest, royalties and dividends for the jointly taxed companies.

|   | <b>Group</b>   |                 |
|---|----------------|-----------------|
|   | <b>2015</b>    | <b>2014</b>     |
| <b>17. Working capital changes</b>            |                |                 |
| Change in inventories ( - = increase)         | 23.813         | -134            |
| Change in receivables ( - = increase)         | -8.953         | 15.986          |
| Change in trade payables etc. ( - = decrease) | 2.481          | -5.665          |
| Adjustment according to acquisition           | 6.801          | 0               |
|   | <b>24.142</b>  | <b>10.187</b>   |
|   |                |                 |
| <b>18. Cash and cash equivalents</b>          |                |                 |
| Cash  | 951            | 1.254           |
| Short-term bank debt                          | -63.164        | -102.036        |
|   | <b>-62.213</b> | <b>-100.782</b> |

## Habico Holding A/S

### Notes

(1.000 EUR)

#### 19. Related parties

Related parties with controlling interest in Habico Holding A/S:

Hans Bøgh-Sørensen, Odense (majority shareholder).

All other transactions with related parties are eliminated in the consolidated statements.

| Parent company |           |  | Group      |            |
|----------------|-----------|--|------------|------------|
| 2014           | 2015      |  | 2015       | 2014       |
|                |           | <b>20. Fees to auditors appointed at the Company's general meeting</b> |            |            |
|                |           | Fees are recognized under Other external expenses with:                |            |            |
| 4              | 4         | Audit  | 173        | 148        |
| 14             | 13        | Other services   | 302        | 338        |
| <b>18</b>      | <b>17</b> |  | <b>475</b> | <b>486</b> |

#### 21. Exchange rate risk and financial instruments

As part of the hedge of recognized and unrecognized transactions, the Group uses hedging instruments in the form of forward exchange contracts and currency options. Hedge of recognized transactions primarily comprise receivables and payables. As at 31.12.2015 unrealized net losses on derivative financial instruments for currency hedging on Group level in total amounts TEUR 612. The amount is in the balance sheet included under other debt.