Energivej 15 5260 Odense S

Central Business Registration no. 27 34 71 34

**Annual report 2018** 

The Annual General Meeting adopted the annual report on \_\_\_/\_\_ 2019

Chairman of the General Meeting:

Kim Jensen



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### **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**

Hans Carl Bøgh-Sørensen, Chairman Ole Michael Friis, Vice chairman Andreas Henrik Bøgh-Sørensen Anne-Charlotte Bøgh-Sørensen Birgitte Bøgh-Sørensen Christian Ulrik Bøgh-Sørensen

### **Group executive board**

Birgitte Bøgh-Sørensen, Chief Executive Officer

### **Company auditors**

Deloitte Statsautoriseret Revisionspartnerselskab

### Statement by Management on the annual report

The Board of Directors and the Executive Board have today considered and approved the annual report of Habico Holding A/S for the financial year 01.01.2018 - 31.12.2018.

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

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2018 and of the results of its operations for the financial year 01.01.2018 - 31.12.2018. 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, 31 May 2019

**Executive Board** 

Birgitte Bøgh-Sørensen Chief Executive Officer

**Board of Directors** 

Hans Bøgh-Sørensen

Chairman

Ole Michael Friis Vice chairman

Anne-Charlotte Bøgh-Sørensen Birgitte Bøgh-Sørensen

Andreas Henrik Bøgh-Sørensen

Christian Ulrik Bøgh-Sørensen

# Independent auditor's report To the shareholders of Habico Holding A/S

### Opinion

We have audited the consolidated financial statements and the parent financial statements of Habico Holding A/S for the financial year 01.01.2018 - 31.12.2018, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies, for the Group as well as the Parent, and the consolidated cash flow statement. The consolidated financial statements and the parent financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the consolidated financial statements and the parent financial statements give a true and fair view of the Group's and the Parent's financial position at 31.12.2018, and of the results of their operations and the consolidated cash flows for the financial year 01.01.2018 - 31.12.2018 in accordance with the Danish Financial Statements Act.

### 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 consolidated financial statements and the parent financial statements* section of this auditor's report. We are independent of the Group in accordance with the International Ethics Standards Board of Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Management's responsibilities for the consolidated financial statements and the 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.

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

# Auditor's responsibilities for the audit of the consolidated financial statements and the parent financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements and the parent 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 consolidated financial statements and parent financial statements.

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

- · Identify and assess the risks of material misstatement of the consolidated financial statements and the parent 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 Group's and the Parent'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 consolidated financial statements and the parent financial statements, and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's and the Parent'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 consolidated financial statements and the parent 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 Group and the Entity to cease to continue as a going concern.
- •Evaluate the overall presentation, structure and content of the consolidated financial statements and the parent financial statements, including the disclosures in the notes, and whether the consolidated financial statements and the parent financial statements represent the underlying transactions and events in a manner that gives a true and fair view.
- · Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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

### Statement on the management commentary

Management is responsible for the management commentary.

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

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

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

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

Odense, 31 May 2019

**Deloitte** 

Statsautoriseret Revisionspartnerselskab

CVR-nr. 33963556

Lars Knage Nielsen

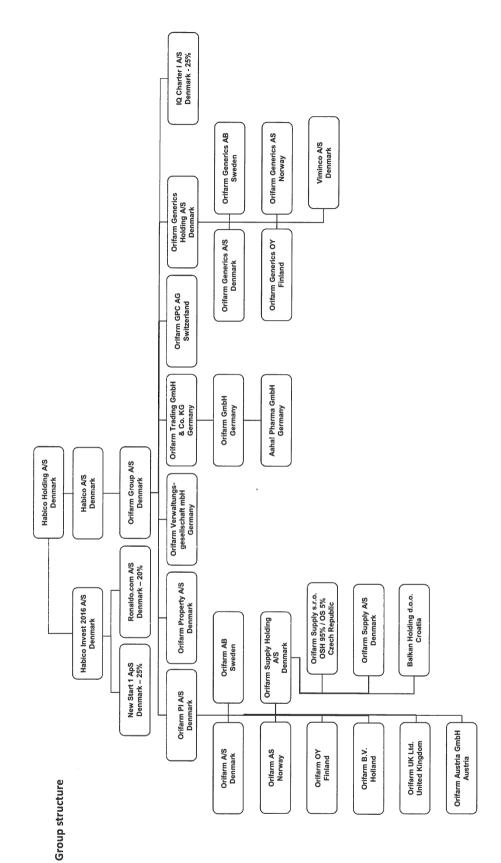
State Authorised Public Accountant

MNE Number mne10074

Állan Dydensborg Madsen State Authorised Public

Accountant

MNE Number mne34144



 $^{st}$  If no other % is mentioned the owner ship is 100%

### **Management's Commentary**

### Financial highlights of the Group

(mio. EUR) Key figures	2018	2017	2016	2015	2014
Revenue	832,9	796,9	725,8	759,1	755,0
Gross profit	131,0	120,4	108,7	96,9	91,2
Operating income	37,9	33,8	24,3	20,0	16,1
Net financials	-2,0	-2,6	-5,4	-4,6	-3,1
Profit for the year	26,9	23,8	12,3	12,4	9,3
Investments in Tangible fixed assets	4,2	4,1	3,0	2,8	1,4
Inventories	140,4	151,4	148,6	119,2	143,0
Receivables from sales	101,4	111,7	95,4	95,0	78,3
Equity	154,8	134,1	113,6	103,3	93,6
Total assets	360,3	365,8	350,6	322,6	286,8
Ratios					
Gross margin (%)	15,7	15,1	15,0	12,8	12,1
Operating margin (%)	4,6	4,2	3,3	2,6	2,2
Equity ratio (%)	43,0	36,7	32,4	32,0	32,6
Return on equity (%)	18,6	19,2	11,3	12,6	10,4

### **Management's Commentary**

2018 was in many ways the best year ever in company history as revenue and earnings were realized on the highest levels ever. This entails that more Orifarm pharmaceuticals were sold and thereby the society savings on pharmaceuticals increased. Especially the business unit Orifarm Parallel Import showed an excellent development through new market entries and growth on mature markets. Orifarm Generics had a difficult year with stagnation in revenue and decreasing income.

- Habico Holding's revenues increased by 4.5% to MEUR 833 (2017: MEUR 797). Operating income excl. non-recurring items increased by MEUR 6.2 to MEUR 40.0 (2017: MEUR 33.8) and earnings before tax increased by MEUR 4.6 to MEUR 35.8 (2017: MEUR 31.1)
- Orifarm Parallel Import's revenues totalled MEUR 756 (2017: MEUR 720). Operating income excl. non-recurring items increased by MEUR 8.0 to MEUR 34.2 (2017: MEUR 26.2)
- Orifarm Generics' revenues totalled MEUR 77 (2017: MEUR 77). Operating income fell by MEUR 2.6 to MEUR 9.7 (2017: MEUR 12.3)

### **Company Presentation**

Habico Holding is an ambitious operator in the European market for pharmaceuticals. Our ambition is to supply high quality pharmaceuticals at a lower price. In other words: We offer consumers and societies more healthcare for their money.

Habico Holding consists of two business areas: Orifarm Parallel Import and Orifarm Generics.

Common to both business areas is healthcare business model innovation. This is expressed in Habico Holding's mission statement which is "Challenging the pharmaceutical market".

Habico Holding's vision - "We want to be number 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 Centricity.

### **Orifarm Parallel Import**

Orifarm Parallel Import was established in 1994 in response to significant price differentials for identical pharmaceuticals across 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 or Germany. In doing so, Habico Holding is depending on the principle of free movement of goods within the EU/EEA.

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 without regard for the fact that the efforts of Orifarm Parallel Import and its competitors have led to lower costs of pharmaceuticals, various barriers to the parallel import trade are still being tolerated by the EU; see section entitled "Obstacles to healthcare cost savings generated by the Parallel Import trade" below.

### **Management's Commentary**

### **Orifarm Generics**

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

Orifarm Generics has established a broad range of generic preparations, including both prescription and over-the-counter products.

#### **Review of Financial Performance in 2018**

Habico Holding's results for 2018 are considered very satisfactory and better than expected.

Overall Habico Holding proudly achieved new record breaking levels for the following key elements

- Highest revenue ever in company history
- Highest number of units sold ever in company history
- Highest level of earnings ever in company history

Habico Holding's revenues increased by 4.5% to MEUR 833 (2017: MEUR 797) through dedicated focus on new market entries and organic growth in mature markets in Parallel Import. Number of units of pharmaceuticals sold increased by 6.7% to 25.2 million units (2017: 23.7 million units).

Habico Holding's gross margin increased by 0.6 percentage points to 15.7% (2017: 15.1%) as a result of improved efficiency in Parallel Import.

Habico Holding's operating margin increased to 4.6% (2017: 4.2%). Habico Holding's operating income excl. non-recurring items increased by MEUR 6.2 to MEUR 40.0 (2017; MEUR 33.8).

### 2018 Performance Highlights – Orifarm Parallel Import

- Although market conditions were challenging, Orifarm Parallel Import achieved growth in revenue and margin improvements, both contributing to the significant improvement in net result
- Orifarm Parallel Import's revenues totalled MEUR 756 (2017: MEUR 720)
- Number of units of pharmaceuticals sold increased by 11%
- Orifarm Parallel Import's operating income excl. non-recurring items totalled MEUR 34.2 (2017: MEUR 26.2)
- Orifarm Parallel Import strengthened its leading position as Europe's largest parallel importer of pharmaceuticals
- In Germany, operating profit was lifted through dedicated efforts and despite fierce price competition

### **Management's Commentary**

- In Sweden, operating income as well as margins were under significant pressure due to the weak Swedish Krona. Orifarm Parallel Import maintained its position at the Swedish market
- In Denmark, revenue grew and profitability was increased despite fierce competition
- Orifarm Parallel Import grew the revenue in UK under full awareness of potential consequences from BREXIT. The weakened British Pound, however, has led to pressure on profitability, but as UK is the second largest PI market in Europe, Orifarm Parallel Import continues to see mid-term possibilities
- Activity level and profitability from presence on the Dutch market increased significantly in 2018 despite challenging entry barriers
- Orifarm Parallel Import continued to grow revenue in the Austrian market and gained additional significant market shares

### 2018 Performance Highlights – Orifarm Generics

- Orifarm Generics' revenues totalled MEUR 77 (2017: MEUR 77)
- Number of units of pharmaceuticals sold increased by 4.3%
- Operating income fell by MEUR 2.6 to MEUR 9.7 (2017: MEUR 12.3) due to challenging market conditions as well as challenges in maintaining a stable supply of a few important products
- Own-developed niche products for the Rx segment (prescribed medicine) continued a satisfactory development alongside a strong general assortment-wide growth within the Rx segment
- Orifarm Generics maintained its strong position across the Danish and Swedish markets within the segment for over-the-counter pharmaceuticals through a strengthened focus on a few important categories

### Obstacles 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. This practise limits Habico Holding's sourcing opportunities and consequently also the capacity to increase sales of the lower priced parallel imported pharmaceuticals. In Habico Holding'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 introduced or attempted to introduce bans on exports of pharmaceuticals to other member states or have hampered exports by imposing obligations onto

### **Management's Commentary**

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 Habico Holding's entire business model. We therefore strongly object to such measures. The European Commission is regularly informed about developments and in this context we note that the Commission is currently investigating the extent of such export restrictions with the purpose of potential political intervention.

### Dual pricing

In Spain, a number of multinational pharmaceutical manufacturers have established or maintained – supported by a legal framework initiated by the Government – a dual pricing system. Dual pricing forces pharmaceutical manufacturers to sell their products at an artificially inflated price to Spanish pharmaceutical wholesalers. However, if the wholesalers can document that the products are intended for domestic sale - and not for re-export – then wholesalers will receive a discount bringing the price to the 'normal' Spanish price level. For parallel importers, the dual-pricing system, therefore, means that one of the EU's fundamental principles - free movement of goods between union members states - is effectively overruled. In Habico Holding's opinion, dual-priding violates the competition provisions set out in the EU Treaty.

Nonetheless, despite these trade restrictions, Habico Holding has continued to provide its customers with stable deliveries 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. 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 Orifarm Generics, 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, and since manufactures of generic products have an interest in challenging the market at patent expiry, disputes and litigation are difficult to avoid. Habico Holding is from time to time involved in pending legal proceedings. 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. These 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. Concerning a change in the interest rate level a 1 percentage point change affects the Group's earnings net by approx. MEUR 1.3.

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 the Nordic countries, Germany, Austria, Holland and UK. We believe that our

### **Management's Commentary**

results and the competencies, commitment and well-being of our employees are intertwined. That is why we are constantly seeking to maintain high motivation and engagement and develop our employees' knowledge and competencies, which in turn bolster Habico Holding's results and growth-oriented culture.

In Habico Holding we believe that diversity is very important to employees as well as to business. Consequently, the company is stressing internal efforts to constantly increase diversity across gender, age and culture and hence to e.g. onboard and integrate employees of diverse ethnic backgrounds. We see the potential of each employee and create opportunities for everyone to develop at work and contribute to our business, irrespective of their gender, age, ethnicity, disability or other personal characteristics.

The level of internationalization 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.

### **Target Figures for Gender Distribution 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 to ensure 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 managers in Danish companies where 45% are female and 55% 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 in Habico Holding's management team.

The Supervisory Board of Habico Holding A/S currently consists of 6 general elected members of whom 2 is a women.

### **Corporate Social Responsibility**

Orifarm joined the UN Global Compact in 2018, and we are consequently incorporating the Ten Principles into our strategies, policies and procedures. Our progress report is available at www.orifarm.com/responsibility.

### **Development Activities**

Habico Holding's two business areas 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 occurred which could change the assessments made in the Annual Report.

### Outlook

For 2019, Habico Holding has a goal of revenue growth in the range of 3-6% and an operating income at 2018 level.

### **Income statement**

(1.000 EUR)

Parent co	ompany			Grou	ıp
2017	2018		Note_	2018	2017
		Revenue	1	832.917	796.905
		Other operating income		1.187	1.538
		Cost of sales	_	-703.063	-678.085
		Gross profit		131.041	120.358
-19	-72	Other external expenses		-32.186	-32.044
		Staff costs	2 _	-51.049	-45.241
-19	-72	Income before depreciation		47.806	43.073
0	0	Depreciation, amort. and impairm. losses	3 _	-9.890	-9.313
-19	-72	Operating income		37.916	33.760
23.881	27.052	Income from investments in group entities	4		
		Income from investments in associated			
0	0	entities	5	-150	0
3	13	Financial income	6	2.908	3.033
-85	-215	Financial expenses	7 _	-4.889	-5.620
23.780	26.778	Profit before tax		35.785	31.173
22	148	Тах	8 _	-8.859	-7.371
23.802	26.926	Profit for the year	9	26.926	23.802

### **Balance sheet**

(1.000 EUR)

Parent c	ompany			Grou	ıp
2017	2018		Note_	2018	2017
0	0	Goodwill		45.233	46.909
0	0	Files and application fees		13.169	19.403
0	0	Other intangible assets		1.988	1.979
0	0	Development projects in progress		4.370	719
0	0	Development projects completed	_	4.019	0
0	0	Intangible assets	10	68.779	69.010
0	0	Property		18.550	18.588
0	0	Leasehold improvements		0	82
0	0	Plant and equipments	_	7.138	5.407
0	0	Tangible fixed assets	11 _	25.688	24.077
138.165	157.616	Investments in group entities	12	0	0
0	0	Investments in associated entities	13	5.775	0
0	0	Receivables from assosiated entities	13	293	0
0	0	Other bonds and equity investments	13 _	5.137	6.103
138.165	157.616	Financial assets	_	11.205	6.103
138.165	157.616	Fixed assets		105.672	99.190
0	0	Inventories	14	140.409	151.405
0	0	Receivables from sales		101.446	111.742
765	974	Receivables from group enterprises		0	0
0	0	Other receivables		2.303	1.277
0	0	Prepayments	15	1.835	928
1	1	Deferred tax assets	17	1.757	447
5.163	6.475	Income taxes	_	6.768	747
5.929	7.450	Receivables		114.109	115.141
0	0	Cash		106	39
5.929	7.450	Current assets		254.624	266.585
144.094	165.066	Total assets		360.296	365.775

### **Balance sheet**

(1.000 EUR)

Parent c	ompany			Grou	ıp
2017	2018		Note_	2018	2017
1.157	1.153	Share capital	16	1.153	1.157
117.379	136.830	Reserve for net revaluation of equity holding	ngs	0	0
10.183	6.741	Retained earnings		143.571	127.562
5.373	10.044	Proposed dividends for the year	_	10.044	5.373
134.092	154.768	Total equity	_	154.768	134.092
0	0	Deferred tax liabilities	17 _	5.691	3.170
0	0	Provisions	_	5.691	3.170
0	0	Mortgage debt		4.517	5.093
0	0	Bank loan		19.964	22.339
0	0	Long-term liabilities	18 _	24.481	27.432
0	0	Short-term portion of long-term liabilities	18	11.930	18.588
374	236	Bank debt		91.933	97.252
0	0	Trade payables		27.759	52.962
9.623	10.058	Payables to group entities		0	0
0	0	Income taxes		6.835	1.369
5	4	Other debt	_	36.899	30.910
10.002	10.298	Short-term liabilities	_	175.356	201.081
10.002	10.298	Liabilities	_	199.837	228.513
144.094	165.066	Total equity, provisions and liabilities	_	360.296	365.775

Assets charged and collateral 19
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# Statement of changes in equity (1.000 EUR)

### Group

	Share capital	Retained earnings	Proposed dividend	Total
Equity at 01.01.2018	1.157	127.562	5.373	134.092
Adjustment of hedging instruments	0	-232	0	-232
Exchange rate adjustments	-4	-641	0	-645
Distributed dividend	0	0	-5.373	-5.373
Profit for the year	0	16.882	10.044	26.926
Equity at 31.12.2018	1.153	143.571	10.044	154.768

### Parent company

Net		

	Share capital	revaluation equity method	Retained earnings	Proposed dividend	Total
Equity at 01.01.2018	1.157	117.379	10.183	5.373	134.092
Adjustment of hedging instruments	0	-232	0	0	-232
Exchange rate adjustments	-4	-653	12	0	-645
Distributed dividend in the year	0	0	0	-5.373	-5.373
Profit for the year	0	20.336	-3.454	10.044	26.926
Equity at 31.12.2018	1.153	136.830	6.741	10.044	154.768

### **Cash flow statement**

(1.000 EUR)

		Group		
	Note	2018	2017	
Operating income		37.916	33.760	
Depreciation and impairment losses		9.890	9.313	
Exchange rate adjustments and hedging instruments on equity		-877	50	
Working capital changes	21	145	-6.865	
		47.074	36.258	
Interests, net		-1.981	-2.587	
Income taxes paid		-8.076	-11.393	
Cash flows from operating activities		37.017	22.278	
Acquisition of intangible assets, property, plant and equipment		-14.535	-10.219	
Sale of property, plant and equipment		3.040	2.119	
Change in deposits, fixed asset investments		-5.449	-15	
Cash flows from investing activities		-16.944	-8.115	
Cash flows from operating and investing activities		20.073	14.163	
Change in long-term liabilities other than provisions, net		-9.609	-10.212	
Dividend revceived from associated		295	0	
Dividend paid		-5.373	-3.363	
Cash flow from financing activities		-14.687	-13.575	
Increase/decrease in cash and cash equivalents		5.386	588	
Cash and equivalents 01.01.2018		-97.213	-97.801	
Cash and equivalents 31.12.2018	22	-91.827	-97.213	

### Notes (1.000 EUR)

Parent co			Group	
2017	2018	1 Cogmont information	2018	2017
		Segment information     Revenue		
		Parallelimport	755 740	700 440
		Generics	755.719	720.142
		Total	77.198	76.763
		Total	832.917	796.905
		2. Staff costs		
		Wages and salaries	41.740	35.934
		Pension costs	3.545	3.313
		Other social security costs	5.764	5.994
			51.049	45.241
		Fee to Group Executive Board	3.439	2.871
		Fee to Board of Directors	121	121
			3.560	2.992
		Average number of employees	1.036	979
		3. Depreciation, amort. and impairm. losses		
		Goodwill	1.555	1.557
		Files and applications	4.721	5.017
		Other intangible assets	940	1.131
		Development projects completed	705	0
		Buildings	633	577
		Operating equip. and leasehold improvements	1.336	1.031
			9.890	9.313
		4. Income from investments in group enterprises		
23.881	27.052	Share of profit/loss after tax		
23.881	27.052			
		5. Income from investments in associated entities		
		Share of profit/loss after tax	-150	0
			-150	0
		6. Financial income		
3	13	Financial income, group enterprises		
0	0	Other financial income	2.908	3.033
3	13		2.908	3.033
		7. Financial expenses		
75	209	Financial expenses, group enterprises		
10	6	Other financial expenses	4.889	5.620
85	215	·	4.889	5.620
				31020

### Notes (1.000 EUR)

Parent (	company					Grou	р
2017	2018					2018	2017
		8. Tax					
-22	-60	Current tax				7.847	6.769
0	0	Change in deffere	d tax			1.211	333
0	-88	Adjustments conc	erning previou	ıs years		-199	269
-22	-148					8.859	7.371
		9. Distribution of	profit				
	10.044	Proposed dividend	l			10.044	
	20.336	Reserve for net re	valuation of e	quity holdings		0	
	-3.454	Retained earnings				16.882	
	26.926				•	26.926	
					Group		
			Files and applica-	Other intangible	Develop- ment projects in	Develop- ment projects	
10. Intangil	ole assets	Goodwill	tions	assets	progress	completed	Total
Cost at 01.0	01.2018	59.075	42.811	15.136	719	0	117.741
Transfer		0	-8.179	0	2.067	6.112	0
Additions		0	4.507	1.029	3.485	1.335	10.356
Exchange ra		-143	-372	-52	0	0	-567
Disposals		0	-1.923	-2.484	-1.901	-278	-6.586
Cost at 31.		58.932	36.844	13.629	4.370	7.169	120.944
Amortization 01.01.2018	n	12.166	23.408	13.157	0	0	48.731
Transfer		0	-2.713	0	0	2.713	0
Amortization year	n for the	1.555	4.721	940	0	705	7.921
Exchange ra	3	-22	-246	-44	0	0	-312
Reversal rel disposals	auriy to	0	-1.495	-2.412	0	-268	-4.175
31.12.2018		13.699	23.675	11.641	0	3.150	52.165
Carrying ar 31.12.2018	nount	45.233	13.169	1.988	4.370	4.019	68.779
Carrying am	ount	10.200	10.100	1.000	4.010	7.013	00.779
31.12.2017		46.909	19.403	1.979	719	0	69.010

### **Development projects**

Development projects consists of development of generic medicine. The development of the products are progressing as planned and are expected to be completed within 1-3 years.

The Entity is continually scanning for and developing new generic medicine. It is the managements opinion, that newly developed generic medicine will contribute with positive contribution margin in the future, on equal terms with the currently product portfolio.

Management continuously evalutes the value of development projects in progress, and write-down projects which are unprofitable.

### Notes (1.000 EUR)

### Group

11. Tangible fixed assets	Property	Leasehold improve- ments	Plant and equitment	Total
Cost at 01.01.2018	22.737	1.449	12 520	27.705
Additions	660	1.449	13.539	37.725
Exchange rate adjustments	-91	-4	3.519	4.179
Disposals			66	-29
Cost at 31.12.2018	23.306	-526 <b>919</b>	-2.727 <b>14.397</b>	-3.253 <b>38.622</b>
	23.300	313	14.357	30.022
Depreciation 01.01.2017	4.149	1.367	8.132	13.648
Depreciation for the year	633	0	1.336	1.969
Exchange rate adjustments	-21	-4	-34	-59
Reversal relating to disposals	5	-444	-2.175	-2.624
Depreciation 31.12.2018	4.756	919	7.259	12.934
Carrying amount 31.12.2018	18.550	0	7.138	25.688
Carrying amount 31.12.2017	18.588	82	5.407	24.077
12. Investments in group entities			Paren	nt company
Cost at 01.01.2018			_	20.786
Cost at 31.12.2018			_	20.786
Net revaluation at 01.01.2018				117.379
Net share of profit/loss for the year				27.052
Dividend distributed during the year				-6.716
Adjustment of hedging on equity				-232
Exchange rate adjustments				-653
Net revaluation 31.12.2018			_	136.830
Carrying amount 31.12.2018			_	157.616
Carrying amount 31.12.2017			_	138.165
Unamortised share of group goodwill on consolidation ar	mounts 2.261 t.E	EUR.		
Investments in group enterprises:		(	Country	Share
Habico A/S		Γ	Denmark	100%
Habico Invest 2016 A/S			Denmark	100%
See Group structure page 8				

Notes (1.000 EUR)

(1.000 EUR)			
	Gro	oup	
	Investments associated entities	Receivables associated entities	Other equity invest-ments
13. Investments in associated entities etc.			
Cost at 01.01.2018	0	0	4.748
Transfer	1.317	0	-1.317
Additions	4.905	293	573
Exchange rate adjustments	-2	0	-16
Disposals	0	0	-175
Cost at 31.12.2018	6.220	293	3.813
Value adjustment 01.01.2018	0	0	1.355
Transfer	0	0	0
Value adjustment for the year	0	0	-32
Exchange rate adjustments	0	0	1
Disposals/Dividend	-295	0	0
Profit for the year	-150	0	0
Value adjustment 31.12.2018	445	0	1.324
Carrying amount 31.12.2018	5.775	293	5.137
Carrying amount 31.12.2017	0	0	6.103
Investments in associated entities includes goodwill with a total value	of 4.631 kEUR.		
Investments in associated entities:		Country	Share
Ronaldo.com A/S		Denmark	20%
New Start 1 ApS		Denmark	25%
IQ Charter I A/S		Denmark	25%
See Group structure page 8			
Details on investments which can harm the business has not been sh Danish Financial Statement Act	nown in accordan	ce to section 97	a(4) of the
Parent company		Grou	ıp
2017 2019		2049	2047

Parent co	ompany		Group	
2017	2018		2018	2017
		14. Inventories		
		Raw materials and consumables	58.844	54.694
		Manufactured goods and goods for resale	81.565	96.711
			140.409	151.405
		<ul><li>15. Prepayments</li><li>Consists of prepayments on costs concerning subsequent fir</li><li>16. Share capital</li></ul>	ancial year.	
		The share capital consists of 8.612 shares at EUR 133,9 The shares have not been divided into classes.		
1.343	1.157	Contribution from demerger 13.09.2003		
0	-4	Currency adjustment		
-186	0	Reduction of share capital, 2018		
1.157	1.153	Share capital 31.12.2018		

Note	S
(1.000	EUR)

Parent company			Grou	р
2017	2018		2018	2017
		17. Deferred tax		
		Deferred tax is incumbent on the following financial statement items:		
		Intangible assets	1.948	1.588
		Tangible fixed assets	1.806	1.571
		Inventories	254	-14
-1		Tax loss carryforwards	74	-422
-1	-1		3.934	2.723
-1	-1	Net value is recognised in the balance sheet as follows:  Deferred tax assets  Deferred tax liabilities	-1.757 5.691	-447 3.170
-1	-1		3.934	2.723
		Development Deferred tax:		
-1	-1	Net value in balance sheet - primo year	2.723	2.390
0	0	Effect in P&L during the year	1.278	247
0	0	Effect on Equity during the year	67	86
-1	1	Net value in balance sheet - ultimo year	3.934	2.723

		Gro	oup	
	Due for payment within 1 year	Due for payment after 1 year	Amortized debt in total	Nominal debt in total
18. Long-term debt				
Mortgage debt	526	4.517	5.043	5.043
Bank loans	11.404	19.964	31.368	31.368
Long-term debt 31.12.2018	11.930	24.481	36.411	36.411
Long term debt 31.12.2017	18.588	27.432	46.020	46.020
Due for payment after 5 years:				
Mortgage debt		2.029		
Bank loans		0		
	_	2.029		

### Notes (1.000 EUR)

	Group	
	2018	2017
19. Assets charged and collateral		
Group:		
Mortgage deeds and letter of indemnity have been issued as security for credit institutions with a nominal amount of	18.373	18.398
The actual liability on the balance sheet date amounts to	5.043	5.630
Carrying amount of plegded properties	15.978	15.872
Certain operating equipments have been financed by means of finance leases.		
Total leasehold obligation until contracts expire	805	945
Leasehold liabilities	4.384	5.586

#### Group:

The Group companies has provided receivables from sales of goods and services, MEUR 65.2 and inventories MEUR 25.0, as security for debt to the Group's banks and credit institutions.

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 material losses for the company.

There are pledged payments concerning investments in stocks and equity holdings. The maximum claim of payment is MEUR 2.7.

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

The entity has provided guarantees under which the guarantors assume joint and several liability for group companies net debt with bank and credit institution. Total net debt in relation to this guarantee is booked at MEUR 75.8 at 31. December 2018.

### **Parent**

In security for debt to banks unlisted shares with a book value per 31 December 2018 of MEUR 1.8 has been pledged.

### 20. Contingent liabilities

### 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.

	Grou	р
	2018	2017
21. Working capital changes		
Change in inventories ( - = increase)	10.996	-2.829
Change in receivables ( - = increase)	8.363	-16.483
Change in trade payables etc. ( - = decrease)	19.214	12.447
	145	-6.865
22. Cash and cash equivalents		
Cash	106	39
Short-term bank debt	91.933	-97.252
	-91.827	-97.213

### **Notes**

(1.000 EUR)

### 23. Related parties

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

Hans Bøgh-Sørensen, Odense (majority shareholder).

Other related parties Habico Holding A/S has had transactions with in 2018:

The companies Board of Directors and Executive Board.

Fees etc. are separately disclosed in note 2, Staff costs.

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

All transactions with related parties are carried out on arms length.

Parent co	ompany		Group	
2017	2018		2018	2017
		24. Fees to auditors appointed at the Company's general meeting		
		Fees are recognized under Other external expenses with:		
		Fees for statutory audit	207	200
		Fees for assurance engagements	12	ç
		Fees for tax advice	328	173
		Fees for other services	101	40
			648	422

### 25. 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. Hedge of recognized transactions primarily comprise receivables and payables. As at 31.12.2018 unrealized net losses on derivative financial instruments for currency hedging on Group level in total amounts TEUR 418. The amount is in the balance sheet included under other debt.

### 26. Events after the balance sheet date

No events have occured after the balance sheet date to this date, which would influence the evaluation of the annual report.

### **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.

Income statement items are translated at the average rate for the year. Balance sheet items are translated at closing rate. The exchange rate adjustment from the average for the year, respectively, previous year's closing rate are posted directly to equity.

### 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 8. 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 8.

### Consolidation principles

The consolidated financial statements are prepared on the basis of the financial statements for Habico Holding A/S and it's 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 yearend 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.

#### Cost of sales

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

### Other external expenses

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

### Staff costs

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

### Income from investments in Group entities and associated entities

Income from investments in group entities and associated entities comprises the pro rata share of the individual enterprises' profit/loss after full elimination of intra-group profits or losses.

### 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 maximum amortization period of goodwill is 40 years.

The determination of the lifetime is decided based on an evaulation 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.

### **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 5-12 years.

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

### **Development projects in progress**

Development costs comprises costs, staff costs and depreciations, directly associated to development activities.

Development projects, which are clearly defined and identifiable, and where the technical viability,ressources and a potential future market kan be established with the intention to produce,market or utilise the projects, are recognised in the balance sheet as intangible assets, if the cost are measured reliable, and there is a certain security, that the future profit will cover the production-, marketing- and aministrations costs as well as development costs. Additional development costs are recognised in the income statement, as the costs occurs.

Development projects, are measured at cost less accumulated amortisation and impairment.

When development projects are completed, the products are amortised straight-line over their expected useful lives calculated from the date when the product to which the development cost relate is introduced to the market. The amortisation period usually used is 5-10 years.

### 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: 10-50 years Leasehold improvements: 5-10 years Operating equipment: 3-10 years

Estimated useful lives and residual values are reassessed annually.

When property, plant and equipment are subject to impariment, 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.

### **Accounting policies**

### Investments in group entities and associated entities

Investments in group entities and associated entities are recognised and measured under the equity method. This means that investments are measured at the pro rata share of the entities' 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 entities' 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.

Group entities and associated entities with negative equity are measured at zero value, and any receivables from these entities 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 entity.

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, consu-mables 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.

### Cash

Cash comprises cash in hand and bank deposits.

### Bank debt

Bank debt comprises debt to banks.

### **Dividend**

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

### **Accounting policies**

### 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 amorti-sed 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.

#### 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 sta-tement 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 divest-ment of enterprises, activities and fixed asset investments as well as acquisition, development, im-provement 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, instal-ments 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 geo-graphical markets as the risk to which the markets are subject is found to be quite similar.

### Financial highlights

Gross margin:

Financial highlights are calculated as follows:

Gross profit x 100

Revenue

Operating income x 100

Operating margin: Revenue

Equity x 100

Equity ratio: Total assets

Profit for the year x 100

Return on equity: Average equity