# Treiner Syn ApS c/o Profil Optik Butikker A/S, Hovedgaden 451 b, 2640 Hedehusene

Company reg. no. 28 10 81 09

# **Annual report**

1 January - 31 December 2015

The annual report have been submitted and approved by the general meeting on the 21 June 2016.

Chairman of the meeting

#### **Contents**

		Page
Reports		
Management's report		1
The independent auditor's reports		2
Management's review		
Company data	1	4
Financial highlights	5	5
Management's review	5	6
Annual accounts 1 January - 31 I	December 2015	
Accounting policies used		8
Profit and loss account		12
Balance sheet	3	13
Statement of changes in equity		15
Notes		16

- To ensure the greatest possible applicability of this document, British English terminology has been used.
  Please note that decimal points have not been used in the usual English way. This means that for instance DKK 146.940 means the amount of DKK 146,940, and that 23,5 % means 23.5 %.

## Management's report

The board of directors and the managing director have today presented the annual report of Treiner Syn ApS for the financial year 1 January to 31 December 2015.

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

We consider the accounting policies used appropriate, and in our opinion the annual accounts provide a true and fair view of the company's assets and liabilities and its financial position as on 31 December 2015 and of the company's results of its activities in the financial year 1 January to 31 December 2015.

Further, in our opinion, the mangement's review gives a fair review of the development in the company's activities and financial matters, of the results for the year and of the company's financial position.

The annual report is recommended for approval by the general meeting.

Hedehusene, 21 June 2016

**Managing Director** 

Pia Huusfelt

**Board of directors** 

Bjørn Einar Håkan Lundstedt

Mikael Rahm

Pia Huusfelt

#### The independent auditor's reports

#### To the shareholder of Treiner Syn ApS

#### Report on the annual accounts

We have audited the annual accounts of Treiner Syn ApS for the financial year 1 January to 31 December 2015, which comprise accounting policies used, profit and loss account, balance sheet, statement of changes in equity and notes. The annual accounts are prepared in accordance with the Danish Financial Statements Act.

#### The management's responsibility for the annual accounts

The management is responsible for the preparation of annual accounts that give a true and fair view in accordance with the Danish Financial Statements Act. Furthermore, the management is responsible for such internal control considered necessary in order to prepare annual accounts that are free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express an opinion on the annual accounts 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 annual accounts are free from material misstatements.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the annual accounts. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatements in the annual accounts, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation of annual accounts 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 company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the management, as well as the overall presentation of the annual accounts.

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

The audit has not resulted in any qualification.

#### The independent auditor's reports

#### **Opinion**

In our opinion, the annual accounts give a true and fair view of the company's assets, liabilities and financial position at 31 December 2015 and of the results of the company's operations for the financial year 1 January to 31 December 2015 in accordance with the Danish Financial Statements Act.

#### Statement on the management's review

Pursuant to the Danish Financial Statements Act, we have read the management's review. We have not performed any further procedures in addition to the performed audit of the annual accounts. On this basis, it is our opinion that the information provided in the management's review is consistent with the annual accounts.

Copenhagen, 21 June 2016

**KPMG** 

Statsautoriseret Revisionspartnerselskab Company reg. no. 25 57 81/98

Jacob Lehman

State Authorised Public Accountant

Joakim Juul Larsen

State Authorised Public Accountant

## Company data

The company

Treiner Syn ApS

c/o Profil Optik Butikker A/S

Hovedgaden 451 b 2640 Hedehusene

Company reg. no.

28 10 81 09

Established:

9 September 2004

Domicile:

Høje Taastrup

Financial year:

1 January - 31 December

**Board of directors** 

Bjørn Einar Håkan Lundstedt

Mikael Rahm Pia Huusfelt

**Managing Director** 

Pia Huusfelt

**Auditors** 

**KPMG** 

Statsautoriseret Revisionspartnerselskab

Dampfærgevej 28 2100 København Ø

Denmark

Parent company

Profil Optik Butikker A/S

Financial highlights

DKK in thousands.		2015	2014	2013	2012	2011
Profit and loss account:						
Gross profit		80.469	97.140	94.651	79.789	85.665
Results from operating activities	J.	25.182	34.714	33.557	20.597	20.519
Net financials		1	-4.471	2	1.256	-1.542
Results for the year	:)	19.275	22.733	24.934	19.341	21.389
Balance sheet:						
Balance sheet sum	351	232.877	165.039	135.942	103.955	83.851
Investment in property, plant and equipment	20 K }	6.915	1.093	1.781	3.592	13.463
Equity		160.656	141.381	118.649	93.715	74.373
Employees:						
Average number of full time employe	es	125	117	135	131	143
Key figures in %: *)						
Solvency ratio		69,0	85,7	87,3	90,1	88,7
Return on equity		12,8	17,5	23,5	23,0	33,6

<sup>\*)</sup> The key figures have been laid out in accordance with the publication "Anbefalinger & Nøgletal 2015" ("Recommendations & Key Figures 2015") published by the Danish Association of Finance Analysts. As to definitions, please see the section on accounting policies used.

#### Management's review

#### The principal activities of the company

The Company's objective is to carry out optician activities and other trade activities, which the Board of Directors considers related thereto, including such activities carried out through subsidiaries in the Profil Optik chain.

#### Development in activities and financial matters

The gross profit for the year is DKK 80.469 thousand against DKK 97.140 thousand last year. The results from ordinary activities after tax are DKK 19.275 thousand against DKK 22.733 thousand last year. The management consider the results satisfactory.

#### Outlook

Treiner Syn ApS expects a profit before net financials for 2016 in line with the profit for 2015, and it is also expected that the Company will maintain its market shares in the optics market in Denmark.

#### Special risks - operating risks and financial risks

#### Operating risks

The Company's most significant operating risk relates to the ability to be strongly positioned in the respective markets. A strong position can be attributed to brand awareness and the ability to combine optimum customer service and competetive prices.

#### Exchange rate risks

The Company is exposed to changes in foreign exchange rates and interest rate levels. It is the Company's policy not to speculate in financial risks.

#### Overall risks

The Company considers effective risk management an integral part of its activities in order to reduce uncertainties, meet the Company's strategic goals and ensure value creation for all stakeholders. The Company's Management considers risks as something that can and should be managed as effective risk management may turn potential risks into possibilities. The Board of Directors regularly assesses the overall risks and the individual risk factors related to the Company's activities.

At present, the most significant risk factos identified by Management are financial risks, comprising credit risks, liquidity risks and currency risks.

#### Management's review

#### Strategy

The Company aims to ensure that customers receive the best professional standard the market, tailored to the individual customer's needs. The Company exercises care and actively seeks out the best possible solution. The dialogue with the customer must be trusting and in an uncomplicated language. The Company has developed many professional individual solutions, e.g. reading contact lenses, glasses for children and safety glasses with strength. The Company has a network of experienced opticians in Denmark specializing in specific vision impairments and diseases of the eye who are offered competency for qualified treatment of very specific and complex vision impairments for customers in Denmark. They always have time for thorough consultation until all relevant matters have been take into consideration. Full guarantee for the solution chosen is provided, and as the solution entails a certain investment for some customers, a favourable payment plan is offered which is more favorable for the customers than the Company from an economic point of view. The outcome is growth in the number of customers and, as mentioned above, very high customer satisfaction and customer loyalty.

#### **Environmental issues**

The Company has no production, and consequently, the impact on the external environment is limited to consumption of electricity, water and heat for administration and business premises.

The Company has not taken any measures to prevent or reduce its environmental impact.

#### Intellectual capital resources

The continued development of the Company requires the ability to maintain and atract skilled employees with specialized competency as opticians. The Company focuses highly on professional competence and customer service.

It is the Company's aim to develop its employees into competent, passionate professionals providing the customers with the best-customized solution. The Company has set up nationally tailored training programs providing both continuing education within optics as well as management and customer service training. For the entire chain, a mutual trainee foundation has been established ensuring that the individual shops can hire and train trainees from the professional bachelor course with wage subsidies. The company offers favorable conditions of employment, e.g. pension schemes, health care plans, etc. The outcome is highly skilled and satisfied employees as well as satisfied customers.

#### Research and development activities

The Company has no research and development activities.

#### Events subsequent to the financial year

No events have occurred subsequent to the balance sheet date, which would have material impact on the financial position of the company.

The annual report for Treiner Syn ApS is presented in accordance with those regulations of the Danish Financial Statements Act concerning companies identified as class C enterprises (medium sized enterprises).

The accounting policies used are unchanged compared to last year, and the annual accounts are presented in Danish kroner (DKK).

Pursuant to section 86(4) of the Danish Financial Statements Act, no cash flow statement for the enterprise has been prepared, as the relevant information is included in the consolidated annual accounts of Synsam AB.

#### Translation of foreign currency

Transactions in foreign currency are translated by using the exchange rate prevailing at the date of the transaction. Differences in the rate of exchange arising between the rate at the date of transaction and the rate at the date of payment are recognised in the profit and loss account as an item under net financials.

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

## The profit and loss account

#### Gross profit

The company uses the regulations in the Danish Financial Statements Act §32, after which the company's revenue is not stated. The gross profit comprises revenue, cost of goods sold and other external costs.

The revenue comprises the fair value of the considerations received or receivable for goods and services sold in the company's operating activities. Revenue is recognised excluding VAT, returns and discounts.

Cost of sales include costs for the purchase of goods for resale and consumables less discounts and changes in inventories.

Other external costs comprise costs for distribution, sales, advertisement, administration, premises, loss on debtors, and operational leasing costs etc.

#### Staff costs

Staff costs include salaries and wages including holiday allowances, pensions and other costs for social security etc. for staff members. Staff costs are less public reimbursements.

#### Depreciation, amortisation and writedown

Depreciation, amortisation and writedown comprise depreciation on, amortisation of and writedown relating to intangible and tangible fixed assets respectively.

#### Net financials

Net financials include interest income, interest expenses, and realised and unrealised capital gains and losses on financial assets and liabilities. Net financials are recognised in the profit and loss account with the amounts concerning the financial year.

#### Tax of the results for the year

The Company is jointly taxed with other Danish companies in the Synsam Nordic A/S Group.

The tax for the year comprises the current tax for the year and the changes in deferred tax, and it is recognised in the profit and loss account with the share referring to the results for the year and directly in the equity with the share referring to entries directly on the equity.

The current Danish corporate tax is allocated among the jointly taxed companies in proportion to their respective taxable income (full allocation with reimbursement of tax losses).

#### The balance sheet

#### Intangible fixed assets

#### Rental rights

Intangible assets include rental rights. On initial recognition intagible assets are measured at cost. Subsequently, intangible assets are recognized at cost, less accumulated amortisation and impairment losses.

Intangible assets are amortised on a straight-line basis over the resudual period of 7 - 9 years.

Gains and losses on the disposal of intangible assets are determined as the difference between the selling price less less selling costs and the carrying amount at the date of disposal. Gains and losses are recognised as operating income and operating costs, respectively, in the income statement.

#### Tangible fixed assets

Tangible fixed assets are measured at cost with deduction of accrued depreciation and writedown.

The cost comprises the acquisition cost and costs directly attached to the acquisition until the time when the asset is ready for use.

The basis of depreciation is cost with deduction of expected residual value after the end of the useful life of the asset.

Depreciation takes place on a straight line basis and based on an evaluation of the expected useful life:

5 - 10 years Leasehold 3 - 7 years

Fixtures and fittings, tools and equipment

9

Profit or loss deriving from the sales of tangible fixed assets is measured as the difference between the sales price reduced by the selling costs and the book value at the time of the sale. Gains or losses are recognised in the profit and loss account as other operating income or other operating expenses.

#### Impairment of non-current assets

The carrying amount of intangible assets and tangible fixed assets is subject to annual tests for indications of impairment other than the decrease in value reflected by depreciation or amortisation.

Impairment tests are conducted of individual assets or group of assets when there is an indication that they may be impaired. Writedown is made to the recoverable amount if this is lower than the carrying amount.

The recoverable value is the higher of an asset's net selling price and its value in use. The value in use is determined as the present value of the forecast cash flows from disposal of the asset or the group of assets after the end of the useful life.

#### **Inventories**

Inventories are measured at cost on basis of the FIFO method. In case the net realisable value of the inventories is lower than the cost, writedown takes place to this lower value.

Goods for resale are measured at cost, comprising purchase price plus delivery costs.

The net realisable value for inventories is recognised as the market price with the deduction of completion costs and selling costs, and it is determined by taking negotiability, obsolescence, and the development of the expected market price into consideration.

#### **Debtors**

Debtors are measured at amortised cost.

Writedown is made for bad debt losses where there is an objective indication that a debtor has been impaired, a writedown is made.

#### **Prepayments**

Prepayments comprises costs incurred concerning subsequent financial years.

#### Cash funds

Cash funds comprise cash at bank and in hand.

#### Equity - dividend

Proposed didivends are recognised as a liability at the date on which they are adopted at the annual general meeting (declaration date). The expected dividend payment for the year (declaration date) is desclosed as a seperate item under equity.

Corporate tax and deferred tax

Current tax receivable and tax liabilities are recognised in the balance sheet at the amount calculated on the basis of the expected taxable income for the year adjusted for tax on previous years' taxable income and prepaid taxes. Tax receivable and tax liabilities are set off to the extent that legal right of set-off

exists and if the items are expected to be settled net or simultaneously.

Deferred tax is measured on the basis of all temporary differences in assets and liabilities with a balance sheet focus. Deferred tax assets, including the tax value of loss carryforwards, are recognised at the expected value of their utilisation within a foreseeable future; either as a set-off against tax on future income or as a set-off against deferred tax liabilities in the same legal tax entity. Any deferred net assets

are measured at net realisable value.

Deferred tax is measured in accordance with the tax rules and at the tax rates applicable at the balance sheet date when the deferred tax is expected to crystallise as current tax. Changes in deferred tax as a

result of changes in tax rates are recognised in the income statement or equity, respectively.

Liabilities

Financial liabilities related to borrowings are recognised at the received proceeds with the deduction of transaction costs incurred. In following periods, the financial liabilities are recognised at amortised cost, corresponding to the capitalised value by use of the effective interest. The difference between the

proceeds and the nominal value is recognised in the profit and loss account during the term of the loan.

Also capitalised residual leasing liabilities in connection with financial leasing contracts are recognised in the financial liabilities.

Other liabilities are measured at net realisable value.

The key figures

The key figures have been laid out in accordance with the publication "Anbefalinger & Nøgletal 2015" ("Recommendations & Key Figures 2015") published by the Danish Association of Finance Analysts.

The key figures in the survey appear as follows:

Equity share

Equity, closing balance x 100 Assets in total, closing balance

Return on equity

Results for the year x 100
Average equity

# Profit and loss account 1 January - 31 December

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Note		2015	2014
	Gross profit	80.469	97.140
1	Staff costs	-51.871	-59.225
	Depreciation, amortisation and writedown relating to tangible and intangible fixed assets	-3.416	-3.201
	Operating profit	25.182	34.714
	Other financial income Other financial costs	5 -4	5 -4.476
	Results before tax	25.183	30.243
2	Tax on ordinary results  Results for the year	-5.908 <b>19.275</b>	-7.510 <b>22.733</b>
	Proposed distribution of the results:		
	Allocated to results brought forward	19.275	22.733
	Distribution in total	19.275	22.733

# **Balance sheet 31 December**

Assets
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	Assets		
Note		2015	2014
	Fixed assets		
3	Rental rights	165	203
	Intangible fixed assets in total	165	203
4	Fixtures and fittings, tools and equipment	6.148	3.248
5	Leasehold improvements	5.487	4.850
	Tangible fixed assets in total	11.635	8.098
	Other debtors	2.674	2.767
	Deposits	267	267
	Financial fixed assets in total	2.941	3.034
	Fixed assets in total	14.741	11.335
	Current assets		
	Goods for resale	14.492	13.296
	Inventories in total	14.492	13.296
	Trade debtors	3.959	3.262
	Amounts owed by group enterprises	194.791	132.278
	Deferred tax assets	3.094	2.277
	Other debtors	12	174
	Prepayments	120	17
	Debtors in total	201.976	138.008
	Other investments	0	12
	Securities in total	0	12
	Cash funds	1.668	2.388
	Current assets in total	218.136	153.704
	Assets in total	232.877	165.039

## **Balance sheet 31 December**

	Equity and liabilities		
Note	e ·	2015	2014
	Equity		
6	Share capital	6.425	6.425
7	Retained earnings	154.231	134.956
	Equity in total	160.656	141.381
	Liabilities		
	Trade creditors	11.130	0
	Debt to group enterprises	30.699	3.322
	Corporate tax	25.582	18.857
	Other debts	4.810	1.479
	Short-term liabilities in total	72.221	23.658
	Liabilities in total	72.221	23.658
	Equity and liabilities in total	232.877	165.039

<sup>8</sup> Rental agreements and leases

<sup>9</sup> Mortgage and securities

<sup>10</sup> Contingencies

<sup>11</sup> Related parties

# Statement of changes in equity

	Contributed capital	Retained earnings	In total
Equity 1 January 2014	6.425	112.223	118.648
Profit or loss for the year brought for	ward 0	22.733	22.733
Equity 1 January 2015	6.425	134.956	141.381
Profit or loss for the year brought for	rward 0	19.275	19.275
	6.425	154.231	160.656

DKK in thousands.

		2015	2014
1.	Staff costs		
	Salaries and wages	46.427	53.136
	Pension costs	4.181	4.665
	Other costs for social security	324	415
	Other staff costs	939	1.009
		51.871	59.225
	Average number of employees	125	134

According to section 98 B (3) of the Danish Financial Statements Act, renumeration to the Executive Board has not been disclosed.

No remuneration or bonus has been paid to the Board of Directors.

#### 2. Tax on ordinary results

Tax of the results for the year, joint taxation	6.725	6.467
Adjustment for the year of deferred tax	817	1.043
	5.908	7.510
Rental rights		

## 3.

Cost 1 January 2015	2.090	2.090
Cost 31. december 2015	2.090	2.090
Amortisation and writedown 1 January 2015	-1.887	-1.849
Amortisation for the year	-38	-38
Amortisation and writedown 31. december 2015		-1.887
Book value 31. december 2015	165	203

DKK in thousands.

		31/12 2015	31/12 2014
			31/12 2011
4.	Fixtures and fittings, tools and equipment		
	Cost 1 January 2015	31.399	29.425
	Adjustment at the beginning of the year	0	1.391
	Additions during the year	4.901	583
	Cost 31. december 2015	36.300	31.399
	Depreciation and writedown 1 January 2015	-28.151	-24.177
	Adjustment at the beginning of the year	0	-2.265
	Depreciation for the year	-2.001	-1.709
	Depreciation and writedown 31. december 2015	-30.152	-28.151
	Book value 31. december 2015	6.148	3.248
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5.	Leasehold improvements		
	Cost 1 January 2015	20.782	19.425
	Additions concerning company transfer	0	847
	Additions during the year	2.014	510
	Cost 31. december 2015	22.796	20.782
	Depreciation and writedown 1 January 2015	-15.932	-12.778
	Adjustment to the beginning of the year	0	-1.700
	Depreciation for the year	-1.377	-1.454
	Depreciation and writedown 31. december 2015	-17.309	-15.932
	Book value 31. december 2015	5.487	4.850
6.	Share capital		
	Share capital 1 January 2015	6.425	6.425
		6.425	6.425

Within the latest 5 years, the following changes in the share capital have taken place: 2011: Addition of DKK 1.423 thousand.

The share capital consists of 64,247 shares of a nominal value of DKK 100. No shares carry any special rights.

DKK	in thousands.			
			31/12 2015	31/12 2014
7.	Retained earnings			
	Retained earnings 1 Janu	ary 2015	134.956	112.223
	Profit or loss for the year	brought forward	19.275	22.733
		= = + 6	154.231	134.956
8.	Rental agreements and	leases		
	Rent and lease payments	within 1 year	5.691	3.758
	Rent and lease payments	between 1 and 5 years	0	0
	Rent and lease payments	after 5 years	0	0
			5.691	3.758

#### 9. Mortgage and securities

The Company is jointly and severally liable for a loan in Synsam AB for an amount equal to the equity of the Company.

#### 10. Contingencies

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

The Company is jointly registered with the group entities Synsam Nordic A/S, Synsam Danmark A/S, Profil Optik Butikker A/S, Profil Optik Butikker II A/S, Profil Optik A/S, Profil Optik Grindsted ApS and Optical Fashion Group ApS for VAT and payroll tax and is jointly and severally liable in this respect.

#### Joint taxation

The Company is jointly taxed with other Danish companies in the Synsam Nordic A/S Group. Together with the other companies in the joint taxation, the Company has unlimited jointly and severally liability for Danish corporation taxes and withholding taxes on dividends and interest within the joint taxation.

DKK in thousands.

## 11. Related parties

The company is included in the consolidated financial statements of: Synsam AB, Org. no. 556964-0930 Box 30153 104 25 Stockholm Sweden