
DANX Group A/S

Vejleåvej 9, DK-2635 Ishøj

Annual Report for 1 July 2020 - 30 June 2021

CVR No 28 66 52 10

The Annual Report was
presented and adopted at
the Annual General
Meeting of the Company on
10/11 2021

Sadik El Mahdaoui
Chairman of the General
Meeting



pwc

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Management's Statement

The Executive Board and Board of Directors have today considered and adopted the Annual Report of DANX Group A/S for the financial year 1 July 2020 - 30 June 2021.

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

In our opinion the Financial Statements and the Consolidated Financial Statements give a true and fair view of the financial position at 30 June 2021 of the Company and the Group and of the results of the Company and Group operations and of consolidated cash flows for 2020/21.

In our opinion, Management's Review includes a true and fair account of the matters addressed in the Review.

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

Ishøj, 10 November 2021

Executive Board

Klaus Rud Sejling
CEO

Board of Directors

Søren Byder Gønge
Chairman

Peter Korsholm

Bob Thorhauge

Klaus Rud Sejling

Christian Riis-Hansen

Independent Auditor's Report

To the Shareholder of DANX Group A/S

Opinion

In our opinion, the Consolidated Financial Statements and the Parent Company Financial Statements give a true and fair view of the financial position of the Group and the Parent Company at 30 June 2021 and of the results of the Group's and the Parent Company's operations and of consolidated cash flows for the financial year 1 July 2020 - 30 June 2021 in accordance with the Danish Financial Statements Act.

We have audited the Consolidated Financial Statements and the Parent Company Financial Statements of DANX Group A/S for the financial year 1 July 2020 - 30 June 2021, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies, for both the Group and the Parent Company, as well as consolidated statement of cash flows ("the Financial Statements").

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the Financial Statements" section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (IESBA Code) and the additional ethical requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Statement on Management's Review

Management is responsible for Management's Review.

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

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

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

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

Independent Auditor's Report

Management's responsibilities for the Financial Statements

Management is responsible for the preparation of consolidated financial statements and parent company financial statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

Auditor's responsibilities for the audit of the Financial Statements

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

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

- Identify and assess the risks of material misstatement of the Financial Statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's and the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.

Independent Auditor's Report

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

Hellerup, 10 November 2021

PricewaterhouseCoopers

Statsautoriseret Revisionspartnerselskab

CVR No 33 77 12 31

Thomas Baunkjær Andersen
State Authorised Public Accountant
mne35483

Nikolaj Erik Johnsen
State Authorised Public Accountant
mne35806

Company Information

The Company

DANX Group A/S
Vejeåvej 9
DK-2635 Ishøj

CVR No: 28 66 52 10
Financial period: 1 July - 30 June
Incorporated: 3 July 2006
Financial year: 15th financial year
Municipality of reg. office: Ishøj

Board of Directors

Søren Byder Gønge, Chairman
Peter Korsholm
Bob Thorhauge
Klaus Rud Sejling
Christian Riis-Hansen

Executive Board

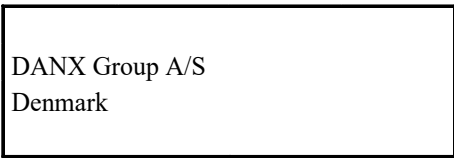
Klaus Rud Sejling

Auditors

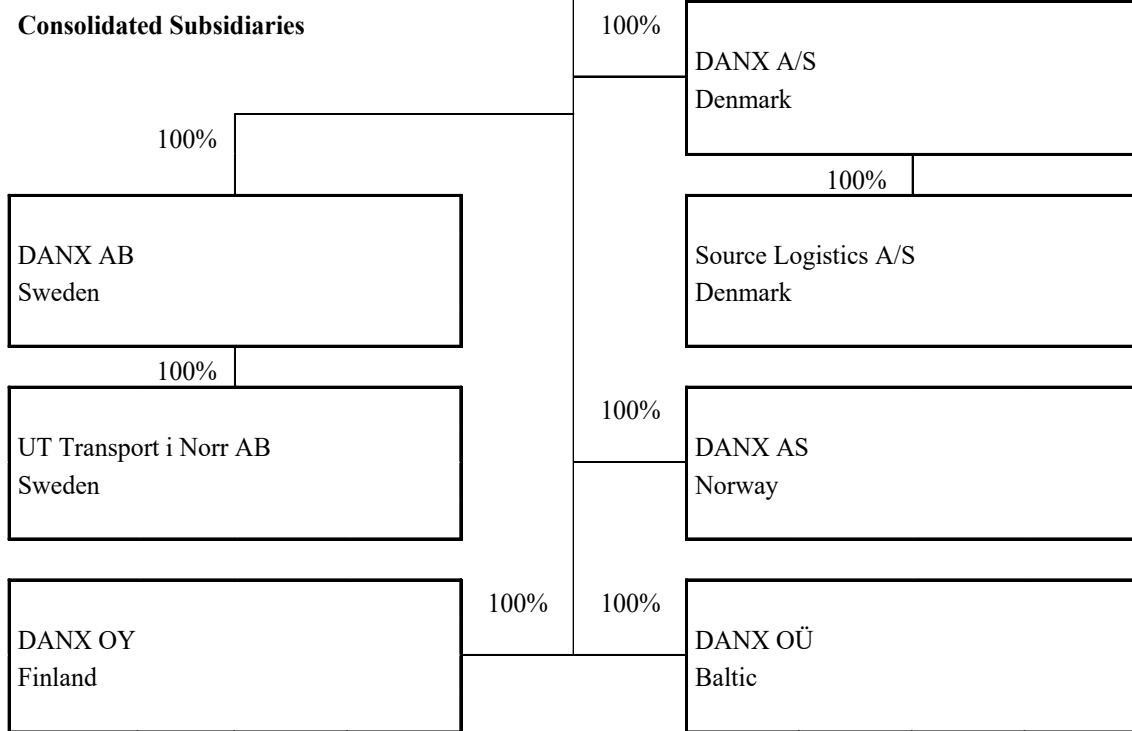
PricewaterhouseCoopers
Statsautoriseret Revisionspartnerselskab
Strandvejen 44
DK-2900 Hellerup

Group Chart

Parent Company



Consolidated Subsidiaries



Financial Highlights

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

| | Group | | | | |
|--|--------------|---------|---------|---------|---------|
| | 2020/21 | 2019/20 | 2018/19 | 2017/18 | 2016/17 |
| | TDKK | TDKK | TDKK | TDKK | TDKK |
| Key figures | | | | | |
| Profit/loss | | | | | |
| Revenue | 705,937 | 603,091 | 564,610 | 534,741 | 502,754 |
| EBITDA | 54,201 | 24,116 | 39,599 | 42,057 | 39,565 |
| Operating profit/loss | 49,234 | 18,173 | 36,259 | 30,540 | 32,096 |
| Net financials | -5,673 | -403 | -1,191 | -2,813 | -1,221 |
| Net profit/loss for the year | 32,741 | 15,668 | 28,242 | 20,848 | 23,448 |
| Balance sheet | | | | | |
| Balance sheet total | 232,587 | 167,582 | 148,061 | 113,126 | 253,096 |
| Equity | 73,322 | 77,096 | 64,605 | 36,893 | 48,228 |
| Investments in property, plant and equipment | 12,407 | 4,560 | 4,260 | 3,745 | 73,483 |
| Number of employees | 251 | 220 | 209 | 186 | 188 |
| Ratios | | | | | |
| Solvency ratio | 31.5% | 46.0% | 43.6% | 32.6% | 19.1% |
| EBITDA ratio | 7.7% | 4.0% | 7.0% | 7.9% | 7.9% |

Management's Review

Key activities

In the Nordic and Baltic region, DANX is a leading and highly respected provider of customized transportation and logistics solutions within the niche of Service Logistics.

DANX' prime activity is efficient and highly reliable in-night distribution of spare parts to technician vans and workshops in the Nordics and the Baltics from both local and European warehouses.

Development in the year

The income statement of the Group for 2020/21 shows a profit of TDKK 32,741 and an EBITDA of TDKK 54,281, and at 30 June 2021 the balance sheet of the Group shows equity of TDKK 73,322. Our operational cashflow was TDKK 55,900, investment cashflow of TDKK 41,885. During the financial year we have completed two acquisitions. In December 2020 we acquired Source Logistics - a specialized warehouse service provider focused on the Danish market and complimenting our current warehouse offering. In May 2021 we acquired UT Transport - a transportation market leader in Norther Sweden. UT ensures DANX a top quality transportation network in a challenging but attractive high growth market.

At the beginning of the financial year we appointed a new MD for Denmark – Lars Bo Larsen. Lars Bo brings a strong leadership toolbox and outstanding knowledge from a customer perspective – through his years in leadership positions with Volvo Group and Toyota Material Handling.

During the financial year we won the logistics first major Electrical Vehicle Battery recall project in the Nordics – a service we have invested significantly in and expect to be a major growth factor for our business in the future.

The past year and follow-up on development expectations from last year

We had expected growth in revenue of 5-10% and EBITDA of approx. DKK 40 million, but in reality, we realised an increase in revenue of 17,1% and an increase in EBITDA of 129 %. Given that our business is not benefitting from short term price increases from general transportation market – the result improvement has been achieved through purely underlying business improvement – and is very satisfactory.

We have successfully accelerated growth in our core innight business and have improved our scalability by focusing on IT development and further optimizing our customer experience. We have won significant new business – especially in the automotive segment – but also our warehousing/FSL business have seen new wins.

Management's Review

Special risks - operating and financial risks

The Group sales and purchases are mainly effected in DKK, EUR, SEK and NOK. Financial risks are therefore limited to the listed currencies. These foreign exchange risks are not hedged; however, Management assesses the exposure on a current basis and considers whether any exposure should be hedged by means of forward exchange contracts.

DANX is not significantly affected by other financial or operational risks, which are not common for industries in which DANX operates.

Targets and expectations for the year ahead

Due to a continued high intake of new customers and improved cost controls and scalability we expect increases in revenue of 20% and an EBITDA result for the year 2021/22 around 30-50% higher than realized 2020/21.

Our focus will remain on growing our core innight business – improving scalability especially through focus on IT development – and further optimizing our customer experience.

We will also focus on expanding our innight business with new customer segments – and develop and add new products to our portfolio. EV battery transportation will become an increasing part of our business – as will operating distribution centres for our automotive customers.

Research and development

Our primary investment focus is on effective development of our IT systems landscape – as well as technology to improve customer experience and optimization of our network.

Statement of corporate social responsibility

Business model

DANX is a leading and highly respected provider of service logistics operating in the Nordic and Baltic region. We are a corporation consisting of several companies with similar activities within service logistics. We utilize our own exclusive network in the region for our core business, which is in-night delivery – directly into the boot of service vans, workshops and other pre-defined delivery points. We cover all aspects of service logistics, including in-night distribution, warehousing and a PUDO (Pick Up Drop Off) network. Flexibility is key to our business model – we prioritize the adaptability of our system, and we integrate our customers' systems into ours and not vice versa. Quality on time delivery is at the heart of DANX.

Management's Review

Our vision is to:

Strive to be the most reliable supplier in all our markets, meeting our customers' needs for innovative and time-critical distribution and logistics services.

Our exclusive network is based on long-term agreements with dedicated and well-trained hauliers, employing uniformed drivers who know and live by the DANX's values and quality demands. We deliver to a broad variety of industries including home appliances, forklift, automotive, IT, agriculture, and various other important industries – all with a second-to-none quality that we document and continuously improve through our ISO 9001:2015 management system.

Risk analysis

We have assessed the impact that DANX's activities might have on the environment, social and employee conditions, human rights and anti-corruption and the risks that might be derived therefrom. The risks identified are described throughout this statement, along with information on how we handle them.

Environmental policy

As a service logistics provider, DANX acknowledges that we impact the climate and environment in terms of CO₂ emission and waste creation. Consequently, the biggest risks derived from our activities are emission of CO₂ from the transport of goods and creation of waste, mainly due to large quantities of packaging materials. To mitigate these risks, we have implemented an environmental management system in accordance with ISO 14001:2015 and we, amongst other things, have undertaken to reduce our CO₂ emissions and waste creation.

Actions and results:

All employees in DANX are committed to protecting the environment, including prevention of pollution and we are determined to continually improve our environmental performance in regards to our carbon footprint.

In 2020/2021 we have continued to focus on improvement of CO₂ emission reduction, electricity usage, waste management and recycling of materials.

DANX takes action to constantly optimize the kilometers we drive, and we ask all drivers to take ECO – Driving Education. Also, we have started implementing a new fleet management system, which will further reduce our CO₂ emission.

Management's Review

In relation to waste management, we have several sites in the Nordic countries, which this year have had focus on the sorting process and have good control of the different waste fractions, e.g. wood, plastic, packing materials. We have gotten a very high degree of re-usage of pallets, which further reduces our carbon footprint because we transport less waste to recycling plants and generally have reduced our need for producing new pallets. The recycling of printer cartridges from both large and small sites in the Nordic region is close to 100 %. Our large terminals have been, or are in the process of, changing the classical lighting to more efficient LED light.

Finally, we have reduced our CO2 emission with 2% per parcel. The goal for 2021/22 is to further reduce our CO2 emission with 3% per parcel.

Social and employee conditions

At DANX we take pride in what we do. We have great respect for our people and know for a fact that keeping customers happy starts with outstanding staff.

DANX is a truly Nordic and Baltic company, as our distribution system is completely interconnected and interdependent. Our customers rely on our ability to make their distribution work seamlessly across borders and we are therefore always looking for people with an international mindset. We have people from a lot of different cultures – from Poland to Afghanistan – and we have colleagues in all countries, where DANX has offices and we expect our people to cooperate cross border, respect and to help each other. At DANX we believe that all our staff makes a significant contribution to the success of our company. We also believe that we give our employees the opportunity to grow and develop with our company.

Work environment and staff conditions

Our people are at the heart of our operations. We are aware that recruiting and retaining talent is the most important key to our success, and we strive to ensure that our employees have the best tools, training and conditions to perform their best. To this end, we have amongst other things established the DANX Academy, available to all office employees, which is a platform that gives access to e-learning programs and a broad variety of trainings from customer service to leadership training. Our internal HR Development department runs the necessary courses on both employee and management level.

Actions and results:

The general obligations and benefits of our staff are described in our Personnel handbook. The handbook is applicable in all our countries and 90% of the content is the same in all countries, it only differs with regards to legal obligations (holidays etc.), which deviate slightly from country to country. Benefits, salary regulation and general work conditions are monitored closely through the Nordic HR department with local representatives in all countries. The handbook is handed out at employment and all employees are asked to familiarize themselves with it.

Management's Review

Moreover, we frequently conduct workplace evaluations and going forward we will also on a yearly basis conduct an employee satisfaction survey and monitor and discuss employee satisfaction KPIs at Top Management level. We use Gallup's engagement survey to measure our Employee satisfaction. The employee survey was launched for the first time in Q3 2019/20 but the preparation in getting the most suitable framework, relevant for all countries, were undertaken in 2018/19. The result our first Employee Engagement survey from October 2020 was 3.66 which led to several actions both on a global and local level – hereunder focus on setting tangible targets and improving conditions for employees working evening and night shift. The second launch of the employee engagement showed a significant increase in the result from 3.66 to 4.02 – 5 being the maximum. The goal for further improvement on our engagement is to reach 4.52 within 2024.

During first half of 2021 we have drafted a code of conduct and new policies for health and safety, and harassment. Our new code of conduct and the additional policies will be rolled out during Q4 2021. Furthermore, we will implement a 3rd party whistleblower system towards both employees, subcontractors and drivers during Q4 2021.

During 2020/21 we put our management training program on hold mainly due to the COVID related restrictions. We plan to resume the program during 2021/22. The primary risks identified as part of the workplace evaluations relate to the high work-pace and risk of accidents for our warehouse personnel. To improve this, we have put together a Nordic Quality Task Force that has warehouse improvement/working safe as one of their objectives. Along with a successful project that identifies, describes and regulates legal compliance issues in our warehouses, we believe that these risks will be reduced. With respect to office personnel, it is our assessment that there are no significant risks of negatively impacting their wellbeing, and there are security procedures in place in case they need to access the warehouse.

Social conditions

At DANX we also support our employees and their families and we encourage a healthy lifestyle. To this end, we have established our DANX foundation, which supports sports activities for selected employees, either through financial donations or through donating sportswear etc. Approximately, every six months we provide support to at least one employee and his or her family in each country. In 2020/21, five employees have received support through the DANX foundation.

Management's Review

Human rights

Due to the fact that DANX solely operates in the Nordic and Baltic region, it is our assessment that a separate policy on human rights is not necessary, as respect for human rights is widely acknowledged and regulated in these locations. Moreover, DANX has always consistently followed local laws and international conventions with due care. We have however assessed that the area where there might be a risk is with our subcontractors/hauliers, as we do not directly control their conduct towards their employees. It will therefore going forward be an area of increased attention – to begin with, we will introduce a Code of Conduct to our hauliers, which they must adhere to when they sign a contract with DANX. In the Code of Conduct, we will stress that it is a precondition for working for DANX that human rights and fair pay are upheld. We were not able to roll out our Code of Conduct during 2020/21 as expected, and we will instead roll it out during 2021/22.

Anti-corruption

We have a 4-eye approval system, meaning no invoices can be approved by one single individual – they must all be approved by both the employee who has made the request and his/her manager. The same goes for all contracts for employees as well as suppliers, which must be signed by two individuals. These procedures are part of our aim to ensure that all contracts, within procurement but also employment contracts, are thoroughly reviewed in order to eliminate the risk of corruption.

Actions and results:

We uphold the tightened procedures for which employees can form and sign new contracts. We have for example developed new templates for office employees, hauliers and service level agreements, respectively. Moreover, the vast majority of our clients are large, international customers who already have thorough anti-corruption and human rights clauses incorporated in their contracts.

Besides this, we have a code of conduct stating that DANX employees must comply with anti-corruption and bribery laws when considering giving gifts etc. to customers and suppliers. This is available on our intranet and all new employees are trained in our code of conduct. The plan for further implementation during 2021/2022 is to roll out training in Code of Conduct hereunder social conditions, Human Rights and anti-corruption to all employees and drivers/hauliers through our intranet and external Partner Platform – the latter being under construction and expected to go live end of 2021.

Again in 2020/21, we have not been involved in any case relating to corruption or bribery.

Management's Review

Statement on gender composition

At DANX, our goal is to keep up and even improve our position in the upper percentile of the industry when it comes to representation of women on executive management and management level. As we are in an industry where women are generally underrepresented at all levels – DANX sees a competitive advantage in having a diversified workforce which is why we have in particular during the last 5 years furthered the hiring and growth of female employees in DANX. Today managers and executive managers of female gender account for 29 % of the total management group in DANX – which exceeds the percentage of female employees on all levels in DANX. The executive Board of DANX currently represented by 5 male board members. DANX is working on adding at least one female board member before 2024. There have been no women candidates for a board position within the fiscal period of 2020/21.

DANX Group A/S is a private limited company without any direct activities or employees. As there are no employees directly employed in the company, and only one registered owner, it is irrelevant to discuss equal gender representation of management. With reference to the Danish Business Authority's guidance, no policy for equal gender representation in the management has therefore been developed.

Uncertainty relating to recognition and measurement

Recognition and measurement in the Annual Report have not been subject to any uncertainty.

Unusual events

The first reports of the new coronavirus (COVID-19) reached the World Health Organization (WHO) from China in December 2019 and the virus is now spreading around the world, causing problems for businesses and affecting general economic activity. On March 11, the WHO declared the coronavirus outbreak a pandemic, and, as a result, many countries have declared a state of emergency. Crossing internal and external Schengen borders have temporarily been restricted and border controls have been restored in Europe to prevent the spread of the coronavirus. At the same time, states and governments assure that trade and transport will continue unrestricted. During 2020/21 there has not been a substantial financial effect due to COVID-19.

Subsequent events

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.

Income Statement 1 July - 30 June

| | Note | Group | | Parent | |
|---|------|----------------|----------------|---------------|---------------|
| | | 2020/21 | 2019/20 | 2020/21 | 2019/20 |
| | | TDKK | TDKK | TDKK | TDKK |
| Revenue | 1 | 705,937 | 603,091 | 0 | 0 |
| Other operating income | 2 | 623 | 2,290 | 0 | 0 |
| Cost of sales | | -481,952 | -435,366 | 0 | 0 |
| Other external expenses | | -69,796 | -55,756 | -263 | -552 |
| Gross profit/loss | | 154,812 | 114,259 | -263 | -552 |
| Staff expenses | 3 | -100,531 | -90,143 | 0 | 0 |
| Depreciation, property, plant and equipment | 4 | -4,424 | -3,653 | 0 | 0 |
| Profit/loss before financial income and expenses | 2 | 49,857 | 20,463 | -263 | -552 |
| Income from investments in subsidiaries | | 0 | 0 | 35,593 | 15,312 |
| Income from investments in associates | | -2,880 | -42 | -2,880 | -42 |
| Financial income | 5 | 867 | 1,429 | 1,256 | 1,907 |
| Financial expenses | 6 | -3,660 | -1,790 | -957 | -836 |
| Profit/loss before tax | | 44,184 | 20,060 | 32,749 | 15,789 |
| Tax on profit/loss for the year | 7 | -11,443 | -4,392 | -8 | -121 |
| Net profit/loss for the year | | 32,741 | 15,668 | 32,741 | 15,668 |

Balance Sheet 30 June

Assets

| | Note | Group | | Parent | |
|--|------|----------------|----------------|----------------|----------------|
| | | 2020/21 | 2019/20 | 2020/21 | 2019/20 |
| | | TDKK | TDKK | TDKK | TDKK |
| Customer rights | | 6,933 | 0 | 0 | 0 |
| Goodwill | | 33,427 | 0 | 0 | 0 |
| Intangible assets | 8 | 40,360 | 0 | 0 | 0 |
| Other fixtures and fittings, tools and equipment | | 17,140 | 8,772 | 0 | 0 |
| Property, plant and equipment | 9 | 17,140 | 8,772 | 0 | 0 |
| Investments in subsidiaries | 10 | 0 | 0 | 83,992 | 46,914 |
| Investments in associates | 11 | 0 | 680 | 0 | 680 |
| Deposits | 12 | 1,976 | 866 | 0 | 0 |
| Fixed asset investments | | 1,976 | 1,546 | 83,992 | 47,594 |
| Fixed assets | | 59,476 | 10,318 | 83,992 | 47,594 |
| Trade receivables | | 111,448 | 85,859 | 0 | 0 |
| Receivables from group enterprises | | 10,417 | 39,232 | 17,099 | 68,291 |
| Receivables from associates | | 0 | 107 | 0 | 107 |
| Other receivables | | 12,869 | 3,203 | 0 | 0 |
| Deferred tax asset | 15 | 194 | 147 | 0 | 0 |
| Corporation tax | | 206 | 2,525 | 0 | 0 |
| Prepayments | 13 | 1,870 | 1,934 | 0 | 0 |
| Receivables | | 137,004 | 133,007 | 17,099 | 68,398 |
| Cash at bank and in hand | | 36,107 | 24,257 | 0 | 25 |
| Currents assets | | 173,111 | 157,264 | 17,099 | 68,423 |
| Assets | | 232,587 | 167,582 | 101,091 | 116,017 |

Balance Sheet 30 June

Liabilities and equity

| | Note | Group | | Parent | |
|---|------|---------------|---------------|---------------|---------------|
| | | 2020/21 | 2019/20 | 2020/21 | 2019/20 |
| | | TDKK | TDKK | TDKK | TDKK |
| Share capital | | 643 | 643 | 643 | 643 |
| Reserve for net revaluation under the equity method | | 0 | 0 | 42,375 | 35,488 |
| Reserve for exchange adjustments | | 1,485 | 0 | 0 | 0 |
| Retained earnings | | 43,194 | 38,453 | 2,304 | 2,965 |
| Proposed dividend for the year | | 28,000 | 38,000 | 28,000 | 38,000 |
| Equity | | 73,322 | 77,096 | 73,322 | 77,096 |
| Provision for deferred tax | 15 | 6,134 | 2,872 | 0 | 0 |
| Other provisions | 16 | 14,877 | 0 | 0 | 0 |
| Provisions | | 21,011 | 2,872 | 0 | 0 |
| Credit institutions | | 6,997 | 0 | 0 | 0 |
| Corporation tax | | 61 | 0 | 0 | 0 |
| Payables to group enterprises relating to corporation tax | | 6,437 | 2,474 | 8 | 121 |
| Long-term debt | 17 | 13,495 | 2,474 | 8 | 121 |

Balance Sheet 30 June

Liabilities and equity

| | Note | Group | | Parent | |
|--|------|----------------|----------------|----------------|----------------|
| | | 2020/21 | 2019/20 | 2020/21 | 2019/20 |
| | | TDKK | TDKK | TDKK | TDKK |
| Credit institutions | 17 | 0 | 84 | 0 | 0 |
| Trade payables | | 83,456 | 71,146 | 98 | 50 |
| Payables to group enterprises | | 0 | 0 | 27,542 | 37,633 |
| Corporation tax | 17 | 3,049 | 735 | 0 | 0 |
| Payables to group enterprises relating to corporation tax | 17 | 2,474 | 0 | 121 | 0 |
| Other payables | | 35,715 | 13,175 | 0 | 1,117 |
| Deferred income | 18 | 65 | 0 | 0 | 0 |
| Short-term debt | | 124,759 | 85,140 | 27,761 | 38,800 |
| Debt | | 138,254 | 87,614 | 27,769 | 38,921 |
| Liabilities and equity | | 232,587 | 167,582 | 101,091 | 116,017 |
| Distribution of profit | 14 | | | | |
| Contingent assets, liabilities and other financial obligations | 21 | | | | |
| Related parties | 22 | | | | |
| Fee to auditors appointed at the general meeting | 23 | | | | |
| Accounting Policies | 24 | | | | |

Statement of Changes in Equity

Group

| | Share capital | Reserve for net revaluation under the equity method | Reserve for exchange adjustments | Retained earnings | Proposed dividend for the year | Total |
|------------------------------|---------------|---|----------------------------------|-------------------|--------------------------------|---------------|
| | TDKK | TDKK | TDKK | TDKK | TDKK | TDKK |
| Equity at 1 July | 643 | 0 | 0 | 38,453 | 38,000 | 77,096 |
| Exchange adjustments | 0 | 0 | 1,485 | 0 | 0 | 1,485 |
| Ordinary dividend paid | 0 | 0 | 0 | 0 | -38,000 | -38,000 |
| Net profit/loss for the year | 0 | 0 | 0 | 4,741 | 28,000 | 32,741 |
| Equity at 30 June | 643 | 0 | 1,485 | 43,194 | 28,000 | 73,322 |

Parent

| | Share capital | Reserve for net revaluation under the equity method | Reserve for exchange adjustments | Retained earnings | Proposed dividend for the year | Total |
|---------------------------------|---------------|---|----------------------------------|-------------------|--------------------------------|---------------|
| | TDKK | TDKK | TDKK | TDKK | TDKK | TDKK |
| Equity at 1 July | 643 | 35,488 | 0 | 2,965 | 38,000 | 77,096 |
| Exchange adjustments | 0 | 1,485 | 0 | 0 | 0 | 1,485 |
| Ordinary dividend paid | 0 | 0 | 0 | 0 | -38,000 | -38,000 |
| Dividend from group enterprises | 0 | -27,311 | 0 | 27,311 | 0 | 0 |
| Net profit/loss for the year | 0 | 32,713 | 0 | -27,972 | 28,000 | 32,741 |
| Equity at 30 June | 643 | 42,375 | 0 | 2,304 | 28,000 | 73,322 |

Dividends from group enterprises have been transferred to retained earnings, as the concurrency principle has been applied.

After the balance sheet date, the Group has paid an extraordinary dividend of DKK 10,500k. The sufficient retained earnings for the extraordinary dividend is secured by received dividends from group enterprises after the balance sheet date, but before the proposed extraordinary dividend from DANX Group A/S.

Cash Flow Statement 1 July - 30 June

| | Note | Group | |
|--|------|-----------------|-----------------|
| | | 2020/21 TDKK | 2019/20 TDKK |
| Net profit/loss for the year | | 32,741 | 15,668 |
| Adjustments | 19 | 23,231 | 5,035 |
| Change in working capital | 20 | -276 | 16,678 |
| Cash flows from operating activities before financial income and expenses | | 55,696 | 37,381 |
| Financial income | | 867 | 1,428 |
| Financial expenses | | -3,660 | -1,785 |
| Cash flows from ordinary activities | | 52,903 | 37,024 |
| Corporation tax paid | | 2,997 | -7,447 |
| Cash flows from operating activities | | 55,900 | 29,577 |
| Purchase of property, plant and equipment | | -4,825 | -4,560 |
| Fixed asset investments made etc | | 0 | 629 |
| Adjustment of fixed asset investments etc | | -1,110 | 2 |
| Business acquisition | | -35,950 | 0 |
| Cash flows from investing activities | | -41,885 | -3,929 |
| Repayment of loans from credit institutions | | -84 | 12 |
| Raising of loans from credit institutions | | 6,997 | 0 |
| Raising of loans from group enterprises | | 28,922 | -28,030 |
| Dividend paid | | -38,000 | 0 |
| Cash flows from financing activities | | -2,165 | -28,018 |
| Change in cash and cash equivalents | | 11,850 | -2,370 |
| Cash and cash equivalents at 1 July | | 24,257 | 26,627 |
| Cash and cash equivalents at 30 June | | 36,107 | 24,257 |
| Cash and cash equivalents are specified as follows: | | | |
| Cash at bank and in hand | | 36,107 | 24,257 |
| Cash and cash equivalents at 30 June | | 36,107 | 24,257 |

Notes to the Financial Statements

| | Group | | Parent | |
|---|-----------------|-----------------|-----------------|-----------------|
| | 2020/21 TDKK | 2019/20 TDKK | 2020/21 TDKK | 2019/20 TDKK |
| 1 Revenue | | | | |
| Geographical segments | | | | |
| Revenue, Nordic Area | 687,533 | 581,981 | 0 | 0 |
| Revenue, Rest of Europe | 18,404 | 21,110 | 0 | 0 |
| | 705,937 | 603,091 | 0 | 0 |
| 2 Special items | | | | |
| Government's economic stimulus packages | 0 | 2,113 | 0 | 0 |
| | 0 | 2,113 | 0 | 0 |
| 3 Staff expenses | | | | |
| Wages and salaries | 86,911 | 73,877 | 0 | 0 |
| Pensions | 4,099 | 3,605 | 0 | 0 |
| Other staff expenses | 9,521 | 12,661 | 0 | 0 |
| | 100,531 | 90,143 | 0 | 0 |
| Including remuneration to the Executive Board and Board of Directors | 5,258 | 4,726 | 0 | 0 |
| Average number of employees | 251 | 220 | 0 | 0 |
| 4 Depreciation, property, plant and equipment | | | | |
| Amortisation of intangible assets | 385 | 0 | 0 | 0 |
| Depreciation of property, plant and equipment | 4,039 | 3,598 | 0 | 0 |
| Gain and loss on disposal | 0 | 55 | 0 | 0 |
| | 4,424 | 3,653 | 0 | 0 |

Notes to the Financial Statements

| | Group | | Parent | |
|--|-----------------|-----------------|-----------------|-----------------|
| | 2020/21 TDKK | 2019/20 TDKK | 2020/21 TDKK | 2019/20 TDKK |
| 5 Financial income | | | | |
| Interest received from group enterprises | 191 | 307 | 580 | 867 |
| Other financial income | 0 | 38 | 0 | 0 |
| Exchange adjustments | 676 | 1,084 | 676 | 1,040 |
| | 867 | 1,429 | 1,256 | 1,907 |
| 6 Financial expenses | | | | |
| Interest paid to group enterprises | 0 | 0 | 957 | 836 |
| Other financial expenses | 308 | 214 | 0 | 0 |
| Exchange adjustments | 3,352 | 1,576 | 0 | 0 |
| | 3,660 | 1,790 | 957 | 836 |
| 7 Tax on profit/loss for the year | | | | |
| Current tax for the year | 11,392 | 4,695 | 8 | 121 |
| Deferred tax for the year | 51 | -303 | 0 | 0 |
| | 11,443 | 4,392 | 8 | 121 |

Notes to the Financial Statements

8 Intangible assets

| Group | <u>Customer rights</u> TDKK | <u>Goodwill</u> TDKK |
|---|--------------------------------|-------------------------|
| Cost at 1 July | 0 | 0 |
| Net effect from acquisitions | 7,021 | 33,724 |
| Cost at 30 June | <u>7,021</u> | <u>33,724</u> |
| Amortisation for the year | <u>88</u> | <u>297</u> |
| Impairment losses and amortisation at 30 June | <u>88</u> | <u>297</u> |
| Carrying amount at 30 June | <u>6,933</u> | <u>33,427</u> |
| Amortised over | <u>10 years</u> | <u>20 years</u> |

Goodwill is amortised on a straight-line basis over its life, which is deemed at 20 years. The estimated useful life is based on the Company's unique market- and commercial position and the strenght in the operation and thus the expected earnings profile.

Customer rights is amortised on a straight-line basis over its life, which is deemed at 10 years. The estimated useful life is based on the Company's unique market- and commercial position and the strenght in the operation and thus the expected earnings profile.

Notes to the Financial Statements

9 Property, plant and equipment

Group

| | Other fixtures and fittings, tools and equipment |
|---|---|
| | <u>TDKK</u> |
| Cost at 1 July | 32,094 |
| Net effect from acquisition | 7,581 |
| Additions for the year | <u>4,825</u> |
| Cost at 30 June | <u>44,500</u> |
| Impairment losses and depreciation at 1 July | 23,322 |
| Depreciation for the year | <u>4,038</u> |
| Impairment losses and depreciation at 30 June | <u>27,360</u> |
| Carrying amount at 30 June | <u>17,140</u> |
| Depreciated over | <u>2-8 years</u> |

Notes to the Financial Statements

| | Parent | |
|--|----------------------|----------------------|
| | 2020/21 | 2019/20 |
| | TDKK | TDKK |
| 10 Investments in subsidiaries | | |
| Cost at 1 July | 10,314 | 10,314 |
| Transfers for the year | 3,992 | 0 |
| Cost at 30 June | <u>14,306</u> | <u>10,314</u> |
| Value adjustments at 1 July | 36,600 | 54,956 |
| Net profit/loss for the year | 35,593 | 15,312 |
| Dividend to the Parent Company | 0 | -30,491 |
| Currency adjustments | 1,485 | -3,177 |
| Transfer for the year | -3,992 | 0 |
| Value adjustments at 30 June | <u>69,686</u> | <u>36,600</u> |
| Equity investments with negative net asset value transferred to provisions | <u>0</u> | <u>0</u> |
| Carrying amount at 30 June | <u>83,992</u> | <u>46,914</u> |

Investments in subsidiaries are specified as follows:

| Name | Place of registered office | Share capital | Votes and ownership |
|---------------------------|----------------------------|---------------|---------------------|
| DANX A/S | Ishøj | 500 | 100% |
| DANX AB | Skårholmen | 71 | 100% |
| DANX AS | Oslo | 77 | 100% |
| DANX OY | Helsingfors | 19 | 100% |
| DANX OÜ | Estland | 19 | 100% |
| Algoplan Technologies ApS | Vallensbæk | 5.919 | 53% |

Notes to the Financial Statements

| | Group | | Parent | |
|-------------------------------------|----------|------------|----------|------------|
| | 2020/21 | 2019/20 | 2020/21 | 2019/20 |
| | TDKK | TDKK | TDKK | TDKK |
| 11 Investments in associates | | | | |
| Cost at 1 July | 1,792 | 1,723 | 1,792 | 1,723 |
| Additions for the year | 2,200 | 0 | 2,200 | 0 |
| Transfer for the year | -3,992 | 69 | -3,992 | 69 |
| Cost at 30 June | 0 | 1,792 | 0 | 1,792 |
| Value adjustments at 1 July | -1,112 | -1,070 | -1,112 | -1,070 |
| Net profit/loss for the year | -2,880 | -42 | -2,880 | -42 |
| Transfers for the year | 3,992 | 0 | 3,992 | 0 |
| Value adjustments at 30 June | 0 | -1,112 | 0 | -1,112 |
| Carrying amount at 30 June | 0 | 680 | 0 | 680 |

12 Other fixed asset investments

| | Group |
|-----------------------------------|--------------|
| | Deposits |
| | TDKK |
| Cost at 1 July | 866 |
| Additions for the year | 1,110 |
| Cost at 30 June | 1,976 |
| Carrying amount at 30 June | 1,976 |

13 Prepayments

Prepayments consist of prepaid expenses concerning costs related to the subsequent year.

Notes to the Financial Statements

| | Group | | Parent | |
|---|-----------------|-----------------|-----------------|-----------------|
| | 2020/21 TDKK | 2019/20 TDKK | 2020/21 TDKK | 2019/20 TDKK |
| 14 Distribution of profit | | | | |
| Proposed dividend for the year | 28,000 | 38,000 | 28,000 | 38,000 |
| Reserve for net revaluation under the equity method | 0 | 0 | 32,713 | 15,270 |
| Retained earnings | 4,741 | -22,332 | -27,972 | -37,602 |
| | 32,741 | 15,668 | 32,741 | 15,668 |
| Extraordinary dividend after year end | 10,500 | 0 | 10,500 | 0 |
| 15 Provision for deferred tax | | | | |
| Provision for deferred tax at 1 July | 2,725 | 3,028 | 0 | 0 |
| Amounts recognised in the income statement for the year | 51 | -303 | 0 | 0 |
| Deferred tax from acquisitions | 3,164 | 0 | 0 | 0 |
| Provision for deferred tax at 30 June | 5,940 | 2,725 | 0 | 0 |
| Periodiseringsfond | 4,589 | 2,872 | 0 | 0 |
| Property, plant and equipment | -64 | -147 | 0 | 0 |
| Accounts receivables | -110 | 0 | 0 | 0 |
| Intangible assets | 1,525 | 0 | 0 | 0 |
| Transferred to deferred tax asset | 194 | 147 | 0 | 0 |
| | 6,134 | 2,872 | 0 | 0 |
| Deferred tax asset | | | | |
| Calculated tax asset | 194 | 147 | 0 | 0 |
| Carrying amount | 194 | 147 | 0 | 0 |

The recognised tax asset is primarily attributable to temporary difference between value for accounting purposes and tax base.

The recognised deferred tax liability is primarily related to the Swedish "Periodiseringsfond", where taxation of income can be postponed to subsequent years.

Notes to the Financial Statements

| | Group | | Parent | |
|---|-----------------|-----------------|-----------------|-----------------|
| | 2020/21 TDKK | 2019/20 TDKK | 2020/21 TDKK | 2019/20 TDKK |
| 16 Other provisions | | | | |
| Other provisions consist of an expected earn-out payment from business acquisitions. | | | | |
| Earn-out | 14,877 | 0 | 0 | 0 |
| | 14,877 | 0 | 0 | 0 |
| The provisions are expected to mature as follows: | | | | |
| Between 1 and 5 years | 14,877 | 0 | 0 | 0 |
| | 14,877 | 0 | 0 | 0 |
| 17 Long-term debt | | | | |
| Payments due within 1 year are recognised in short-term debt. Other debt is recognised in long-term debt. | | | | |
| The debt falls due for payment as specified below: | | | | |
| Credit institutions | | | | |
| Between 1 and 5 years | 6,997 | 0 | 0 | 0 |
| Long-term part | 6,997 | 0 | 0 | 0 |
| Other short-term debt to credit institutions | 0 | 84 | 0 | 0 |
| | 6,997 | 84 | 0 | 0 |
| Corporation tax | | | | |
| Between 1 and 5 years | 61 | 0 | 0 | 0 |
| Long-term part | 61 | 0 | 0 | 0 |
| Within 1 year | 3,049 | 735 | 0 | 0 |
| | 3,110 | 735 | 0 | 0 |
| Payables to group enterprises relating to corporation tax | | | | |
| Between 1 and 5 years | 6,437 | 2,474 | 8 | 121 |
| Long-term part | 6,437 | 2,474 | 8 | 121 |
| Within 1 year | 2,474 | 0 | 121 | 0 |
| | 8,911 | 2,474 | 129 | 121 |

Notes to the Financial Statements

18 Deferred income

Deferred income consists of payments received in respect of income in subsequent years.

| | Group | |
|---|---------------|--------------|
| | 2020/21 | 2019/20 |
| | TDKK | TDKK |
| 19 Cash flow statement - adjustments | | |
| Financial income | -867 | -1,429 |
| Financial expenses | 3,660 | 1,790 |
| Depreciation, amortisation and impairment losses, including losses and gains on sales | 4,424 | 3,653 |
| Exchange adjustments | 0 | -3,177 |
| Income from investments in associates | 2,880 | 42 |
| Tax on profit/loss for the year | 11,443 | 4,392 |
| Other adjustments | 1,691 | -236 |
| | 23,231 | 5,035 |

20 Cash flow statement - change in working capital

| | | |
|-------------------------------|-------------|---------------|
| Change in receivables | -35,191 | 7,293 |
| Change in trade payables, etc | 34,915 | 9,385 |
| | -276 | 16,678 |

Notes to the Financial Statements

| | Group | | Parent | |
|--|---------|---------|---------|---------|
| | 2020/21 | 2019/20 | 2020/21 | 2019/20 |
| | TDKK | TDKK | TDKK | TDKK |
| 21 Contingent assets, liabilities and other financial obligations | | | | |

Charges and security

The Company's shares have been provided as security for bank loans in other group enterprises.

The Company's equity interests in subsidiaries have been provided as security for bank loans in a subsidiary. Group enterprises have provided surety in respect of bank loans of other group enterprises.

Rental and lease obligations

Lease obligations under operating leases. Total future lease payments:

| | | | | |
|-----------------------|---------------|---------------|----------|----------|
| Within 1 year | 25,450 | 21,712 | 0 | 0 |
| Between 1 and 5 years | 47,549 | 45,716 | 0 | 0 |
| After 5 years | 11,476 | 19,327 | 0 | 0 |
| | 84,475 | 86,755 | 0 | 0 |

Other contingent liabilities

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

Notes to the Financial Statements

22 Related parties

Transactions

The Company has chosen only to disclose transactions which have not been made on an arm's length basis in accordance with section 98(c)(7) of the Danish Financial Statements Act.

Consolidated Financial Statements

The company is a part of the consolidated financial statement mentioned below.

| <u>Name</u> | <u>Place of registered office</u> |
|--------------------|-----------------------------------|
| DANX Holding I ApS | Denmark, Ishøj |

23 Fee to auditors appointed at the general meeting

In accordance with section 96(3) of the Danish Financial Statements Act, fees paid the auditors appointed at the annual general meeting has been omitted as it is included in the consolidated financial statements of DANX Holding I ApS.

Notes to the Financial Statements

24 Accounting Policies

The Annual Report of DANX Group A/S for 2020/21 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to large enterprises of reporting class C .

The accounting policies applied remain unchanged from last year.

The Consolidated and Parent Company Financial Statements for 2020/21 are presented in TDKK.

Recognition and measurement

Revenues are recognised in the income statement as earned. Furthermore, value adjustments of financial assets and liabilities measured at fair value or amortised cost are recognised. Moreover, all expenses incurred to achieve the earnings for the year are recognised in the income statement, including depreciation, amortisation, impairment losses and provisions as well as reversals due to changed accounting estimates of amounts that have previously been recognised in the income statement.

Assets are recognised in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the Company, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow out of the Company, and the value of the liability can be measured reliably.

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

Basis of consolidation

The Consolidated Financial Statements comprise the Parent Company, DANX Group A/S, and subsidiaries in which the Parent Company directly or indirectly holds more than 50% of the votes or in which the Parent Company, through share ownership or otherwise, exercises control. Enterprises in which the Group holds between 20% and 50% of the votes and exercises significant influence but not control are classified as associates.

On consolidation, items of a uniform nature are combined. Elimination is made of intercompany income and expenses, shareholdings, dividends and accounts as well as of realised and unrealised profits and losses on transactions between the consolidated enterprises.

The Parent Company's investments in the consolidated subsidiaries are set off against the Parent Company's share of the net asset value of subsidiaries stated at the time of consolidation.

Notes to the Financial Statements

24 Accounting Policies (continued)

Business combinations

Business acquisitions carried through on or after 1 July 2018

Acquisitions of subsidiaries are accounted for using the purchase method under which the identifiable assets and liabilities of the entity acquired are measured at fair value at the time of acquisition. Acquired contingent liabilities are recognised at fair value in the Consolidated Financial Statements to the extent that the value can be measured reliably.

The time of acquisition is the time when the Group obtains control of the entity acquired.

The cost of the entity acquired is the fair value of the consideration agreed, including consideration contingent on future events. Transaction costs directly attributable to the acquisition of subsidiaries are recognised in the income statement as incurred.

Positive differences between the cost of the entity acquired and identifiable assets and liabilities are recognised as goodwill in intangible assets in the balance sheet and are amortised in the income statement on a straight-line basis over their estimated useful lives. Amortisation of goodwill is allocated in the Consolidated Financial Statements to the operations to which goodwill is related. Where the differences are negative, they are recognised immediately in the income statement.

Where the purchase price allocation is not final, positive and negative differences from acquired subsidiaries due to changes to the recognition and measurement of identifiable net assets may be adjusted for up to 12 months after the time of acquisition. These adjustments are also reflected in the value of goodwill or negative goodwill, including in amortisation already made.

Where cost includes contingent consideration, this is measured at fair value at the time of acquisition. Contingent consideration is subsequently measured at fair value. Any value adjustments are recognised in the income statement.

In respect of step acquisitions, any previously held investments in the entity acquired are remeasured at fair value at the time of acquisition. The difference between the carrying amount of the investment previously held and the fair value is recognised in the income statement.

Leases

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

Notes to the Financial Statements

24 Accounting Policies (continued)

Translation policies

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Gains and losses arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement.

Receivables, payables and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the transaction date rates are recognised in financial income and expenses in the income statement; however, see the section on hedge accounting.

Income statements of enterprises that are integrated entities are translated at transaction date rates or approximated average exchange rates; however, items derived from non-monetary balance sheet items are translated at the transaction date rates of the underlying assets or liabilities. Monetary balance sheet items are translated at the exchange rates at the balance sheet date, whereas non-monetary items are translated at transaction date rates. Exchange adjustments arising on the translation are recognised in financial income and expenses in the income statement.

Revenue

Information on business segments and geographical segments based on the Group's risks and returns and its internal financial reporting system. Business segments are regarded as the primary segments.

Income Statement

Revenue

Revenue from the sale of goods is recognised when the risks and rewards relating to the goods sold have been transferred to the purchaser, the revenue can be measured reliably and it is probable that the economic benefits relating to the sale will flow to the Group.

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

Cost of sales

Cost of sales comprise the raw materials and consumables consumed to achieve revenue for the year.

Other external expenses

Other external expenses comprise expenses for premises, sales and distribution as well as office expenses, etc.

Notes to the Financial Statements

24 Accounting Policies (continued)

Staff expenses

Staff expenses comprise wages and salaries as well as payroll expenses.

Depreciation and impairment losses

Depreciation and impairment losses comprise amortisation, depreciation and impairment of property, plant and equipment.

Other operating income and expenses

Other operating income and other operating expenses comprise items of a secondary nature to the main activities of the Group, including gains and losses on the sale of intangible assets and property, plant and equipment.

Income from investments in subsidiaries

The item "Income from investments in subsidiaries" in the income statement includes the proportionate share of the profit for the year.

Financial income and expenses

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

Tax on profit/loss for the year

Tax for the year consists of current tax for the year and changes in deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity transactions is recognised directly in equity.

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

Balance Sheet

Intangible assets

Goodwill acquired is measured at cost less accumulated amortisation. Goodwill is amortised on a straight-line basis over its useful life, which is assessed at 20 years.

Customer rights is measured at cost less accumulated amortisation. Customer rights is amortised on a straight-line basis over its useful life, which is assessed at 10 years.

Notes to the Financial Statements

24 Accounting Policies (continued)

The estimated useful life is based on the company's unique market- and commercial position and the strength in the operation and thus the expected earnings profile.

Property, plant and equipment

Property, plant and equipment are measured at cost less accumulated depreciation and less any accumulated impairment losses.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use.

Depreciation based on cost reduced by any residual value is calculated on a straight-line basis over the expected useful lives of the assets, which are:

| | | |
|--|-----|-------|
| Other fixtures and fittings, tools and equipment | 2-8 | years |
|--|-----|-------|

The fixed assets' residual values are determined at nil.

Depreciation period and residual value are reassessed annually.

Impairment of fixed assets

The carrying amounts of property, plant and equipment are reviewed on an annual basis to determine whether there is any indication of impairment other than that expressed by amortisation and depreciation.

If so, the asset is written down to its lower recoverable amount.

Investments in subsidiaries and associates

Investments in subsidiaries and associates are recognised and measured under the equity method.

The items "Investments in subsidiaries" and "Investments in associates" in the balance sheet include the proportionate ownership share of the net asset value of the enterprises calculated on the basis of the fair values of identifiable net assets at the time of acquisition with deduction or addition of unrealised inter-company profits or losses and with addition of the remaining value of any increases in value and goodwill calculated at the time of acquisition of the enterprises.

The total net revaluation of investments in subsidiaries and associates is transferred upon distribution of profit to "Reserve for net revaluation under the equity method" under equity. The reserve is reduced by dividend distributed to the Parent Company and adjusted for other equity movements in the subsidiaries and the associates.

Notes to the Financial Statements

24 Accounting Policies (continued)

Subsidiaries and associates with a negative net asset value are recognised at DKK 0. Any legal or constructive obligation of the Parent Company to cover the negative balance of the enterprise is recognised in provisions.

Other fixed asset investments

Other fixed asset investments consist of deposits.

Receivables

Receivables are measured in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts.

Prepayments

Prepayments comprise prepaid expenses concerning costs incurred in respect of subsequent financial year.

Equity

The net revaluation of equity investments in subsidiaries and associates is recognised in the financial statements of the parent in the net revaluation reserve in equity according to the equity method to the extent that the carrying amount exceeds the cost.

Dividend

Dividend distribution proposed by Management for the year is disclosed as a separate equity item.

Provisions

Provisions are recognised when - in consequence of an event occurred before or on the balance sheet date - the Group has a legal or constructive obligation and it is probable that economic benefits must be given up to settle the obligation.

Deferred tax assets and liabilities

Deferred income tax is measured using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity.

Notes to the Financial Statements

24 Accounting Policies (continued)

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement or in equity if the deferred tax relates to items recognised in equity.

Current tax receivables and liabilities

Current tax liabilities and receivables are recognised in the balance sheet as the expected taxable income for the year adjusted for tax on taxable incomes for prior years and tax paid on account. Extra payments and repayment under the on-account taxation scheme are recognised in the income statement in financial income and expenses.

Financial debts

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

Deferred income

Deferred income comprises payments received in respect of income in subsequent years.

Notes to the Financial Statements

24 Accounting Policies (continued)

Cash Flow Statement

The cash flow statement shows the Group's cash flows for the year broken down by operating, investing and financing activities, changes for the year in cash and cash equivalents as well as the Group's cash and cash equivalents at the beginning and end of the year.

Cash flows from operating activities

Cash flows from operating activities are calculated as the net profit/loss for the year adjusted for changes in working capital and non-cash operating items such as depreciation, amortisation and impairment losses, and provisions. Working capital comprises current assets less short-term debt excluding items included in cash and cash equivalents.

Cash flows from investing activities

Cash flows from investing activities comprise cash flows from acquisitions and disposals of intangible assets, property, plant and equipment as well as fixed asset investments.

Cash flows from financing activities

Cash flows from financing activities comprise cash flows from the raising and repayment of long-term debt as well as payments to and from shareholders.

Cash and cash equivalents

Cash and cash equivalents comprise "Cash at bank and in hand".

The cash flow statement cannot be immediately derived from the published financial records.

Financial Highlights

Explanation of financial ratios

Solvency ratio

$$\frac{\text{Equity at year end} \times 100}{\text{Total assets at year end}}$$

EBITDA ratio

$$\frac{\text{EBITDA} \times 100}{\text{Revenue}}$$

EBITDA is composed of Gross profit less Staff expenses.