



PNO Danmark A/S

Mossvej 17
8700 Horsens
CVR No. 29173982

Annual report 2020

The Annual General Meeting adopted the
annual report on 26.03.2021

Thomas Glen Rimington
Chairman of the General Meeting

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Entity details

Entity

PNO Danmark A/S

Mossvej 17

8700 Horsens

CVR No.: 29173982

Registered office: Horsens

Financial year: 01.01.2020 - 31.12.2020

Board of Directors

Thomas Glen Rimington, chairman

Jacob Nelson Lee Ørnstrand

Pauli Majgaard Johannesen

Executive Board

Jacob Nelson Lee Ørnstrand

Auditors

Deloitte Statsautoriseret Revisionspartnerselskab

Weidekampsgade 6

2300 Copenhagen S

Statement by Management

The Board of Directors and the Executive Board have today considered and approved the annual report of PNO Danmark A/S for the financial year 01.01.2020 - 31.12.2020.

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 31.12.2020 and of the results of its operations for the financial year 01.01.2020 - 31.12.2020.

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.

Copenhagen, 26.03.2021

Executive Board

Jacob Nelson Lee Ørnstrand

Board of Directors

Thomas Glen Rimington
chairman

Jacob Nelson Lee Ørnstrand

Pauli Majgaard Johannesen

Independent auditor's report

To the shareholder of PNO Danmark A/S

Opinion

We have audited the financial statements of PNO DANMARK A/S for the financial year 01.01.2020 - 31.12.2020, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies. The financial statements are prepared 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 31.12.2020 and of the results of its operations for the financial year 01.01.2020 - 31.12.2020 in accordance with the Danish Financial Statements Act.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and 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 this auditor's report. We are independent of the Entity 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 financial statements

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

In preparing the financial statements, Management is responsible for assessing the Entity'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 financial statements unless Management either intends to liquidate the Entity 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 Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements, and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity'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 Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures in the notes, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

Statement on the management commentary

Management is responsible for the management commentary.

Our opinion on the 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 financial statements, our responsibility is to read the management commentary and, in doing so, consider whether the management commentary is materially inconsistent with the 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 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.

Copenhagen, 26.03.2021

Deloitte

Statsautoriseret Revisionspartnerselskab
CVR No. 33963556

Bjørn Winkler Jakobsen

State Authorised Public Accountant
Identification No (MNE) mne32127

Henrik Hartmann Olesen

State Authorised Public Accountant
Identification No (MNE) mne34143

Management commentary

Primary activities

The activity of the company is to conduct business with rental and sales of trailers in Denmark.

Description of material changes in activities and finances

The result for the year was a profit of TDKK 5.452, which is considered to be satisfactory. In the company`s balance sheet per December 31, 2020, equity is amounted to DKK 7.148 thousand.

For the coming year the company expects a result in line with 2020.

The depreciation period for trailers has been changed from 7 to 8 years as this will better reflect the use life of the trailers and the profit when selling used trailers. The change has had a positive effect on profit, equity and trailers (recognized as other fixtures and fittings, tools and equipment) of DKK 8.393 thousand.

The depreciation principles have a positive effect on the overall environmental performance, and it is in line with our sustainability focus being integrated into our products, services and financial model.

Events after the balance sheet date

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

Income statement for 2020

	Notes	2020 DKK	2019 DKK
Gross profit/loss		60,217,450	50,622,054
Staff costs	1	(4,131,464)	(3,587,411)
Depreciation, amortisation and impairment losses	2	(45,633,974)	(43,851,429)
Operating profit/loss		10,452,012	3,183,214
Other financial income	3	418,053	0
Other financial expenses	4	(5,418,296)	(4,786,939)
Profit/loss before tax		5,451,769	(1,603,725)
Tax on profit/loss for the year	5	440,150	0
Profit/loss for the year		5,891,919	(1,603,725)
Proposed distribution of profit and loss			
Ordinary dividend for the financial year		10,900,000	5,000,000
Retained earnings		(5,008,081)	(6,603,725)
Proposed distribution of profit and loss		5,891,919	(1,603,725)

Balance sheet at 31.12.2020

Assets

	Notes	2020 DKK	2019 DKK
Other fixtures and fittings, tools and equipment		281,626,519	238,517,792
Property, plant and equipment	6	281,626,519	238,517,792
Fixed assets		281,626,519	238,517,792
Trade receivables		18,202,656	17,621,909
Receivables from group enterprises		46,547	1,015,586
Other receivables		107,930	1,404,317
Joint taxation contribution receivable		440,150	0
Prepayments		5,804,441	3,451,270
Receivables		24,601,724	23,493,082
Cash		6,759,427	981,486
Current assets		31,361,151	24,474,568
Assets		312,987,670	262,992,360

Equity and liabilities

	Notes	2020 DKK	2019 DKK
Contributed capital		600,000	600,000
Retained earnings		524,861	5,532,942
Proposed dividend		10,900,000	5,000,000
Equity		12,024,861	11,132,942
Lease liabilities		195,193,825	170,947,024
Payables to group enterprises		37,097,092	30,411,572
Other payables		417,076	132,799
Non-current liabilities other than provisions	7	232,707,993	201,491,395
Current portion of non-current liabilities other than provisions	7	54,103,821	46,690,278
Trade payables		6,123,913	3,244,239
Payables to group enterprises		6,209,968	0
Other payables	8	1,817,114	433,506
Current liabilities other than provisions		68,254,816	50,368,023
Liabilities other than provisions		300,962,809	251,859,418
Equity and liabilities		312,987,670	262,992,360
Unrecognised rental and lease commitments	9		
Contingent liabilities	10		
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Statement of changes in equity for 2020

	Contributed capital DKK	Retained earnings DKK	Proposed dividend DKK	Total DKK
Equity beginning of year	600,000	5,532,942	5,000,000	11,132,942
Ordinary dividend paid	0	0	(5,000,000)	(5,000,000)
Profit/loss for the year	0	(5,008,081)	10,900,000	5,891,919
Equity end of year	600,000	524,861	10,900,000	12,024,861

Notes

1 Staff costs

	2020	2019
	DKK	DKK
Wages and salaries	3,715,462	3,126,752
Pension costs	544,766	443,690
Other social security costs	110,431	138,155
Other staff costs	(239,195)	(121,186)
	4,131,464	3,587,411
Average number of full-time employees	6	6

2 Depreciation, amortisation and impairment losses

	2020	2019
	DKK	DKK
Depreciation of property, plant and equipment	45,633,974	43,851,429
	45,633,974	43,851,429

3 Other financial income

	2020	2019
	DKK	DKK
Other interest income	4,547	0
Exchange rate adjustments	413,506	0
	418,053	0

4 Other financial expenses

	2020	2019
	DKK	DKK
Financial expenses from group enterprises	681,473	410,799
Other interest expenses	4,736,823	4,147,054
Exchange rate adjustments	0	229,086
	5,418,296	4,786,939

5 Tax on profit/loss for the year

	2020	2019
	DKK	DKK
Refund in joint taxation arrangement	(440,150)	0
	(440,150)	0

6 Property, plant and equipment

	Other fixtures and fittings, tools and equipment DKK
Cost beginning of year	326,834,242
Additions	101,626,651
Disposals	(24,269,640)
Cost end of year	404,191,253
Depreciation and impairment losses beginning of year	(88,316,450)
Depreciation for the year	(45,633,974)
Reversal regarding disposals	11,385,690
Depreciation and impairment losses end of year	(122,564,734)
Carrying amount end of year	281,626,519
Recognised assets not owned by entity	268,332,462

7 Non-current liabilities other than provisions

	Due within 12 months 2020 DKK	Due within 12 months 2019 DKK	Due after more than 12 months 2020 DKK
Lease liabilities	54,103,821	46,690,278	195,193,825
Payables to group enterprises	0	0	37,097,092
Other payables	0	0	417,076
	54,103,821	46,690,278	232,707,993

8 Other payables

	2020 DKK	2019 DKK
Wages and salaries, personal income taxes, social security costs, etc payable	529,015	333,892
Holiday pay obligation	125,332	99,614
Other costs payable	1,162,767	0
	1,817,114	433,506

9 Unrecognised rental and lease commitments

	2020 DKK	2019 DKK
Liabilities under rental or lease agreements until maturity in total	414,440	665,556

10 Contingent liabilities

The Entity participates in a Danish joint taxation arrangement in which Jacob Lee Ørnstrand Holding A/S, Central Business Registration No 34619530, serves as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Entity is therefore liable for income taxes etc. for the jointly taxed entities, and for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed entities. The total known net liability of the jointly taxed entities under the joint taxation arrangement is evident from the administration company`s financial statements .

11 Related parties with controlling interest

PNO Holding A/S, Copenhagen, holds all shares in PNO Danmark A/S.

12 Transactions with related parties

It is only required to report on transaction with related parties which has not been on marked conditions. All transaction with related parties in the fiscal year has been on marked conditions.

13 Group relations

Name and registered office of the Parent preparing consolidated financial statements for the largest group:
PNO Holding A/S, Copenhagen

Accounting policies

Reporting class

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class B enterprises with addition of certain provisions for reporting class C.

The accounting policies applied to these financial statements are consistent with those applied last year.

Changes in accounting estimates

The depreciation period for trailers has been changed from 7 to 8 years as this will better reflect the useful life of the trailers and the profit when selling used trailers. The change has had a positive effect on profit, equity and trailers (recognised as other fixtures and fittings, tools and equipment) of DKK 8.393 thousand.

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 Entity, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when the Entity 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 Entity, and the value of the liability 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.

Assets held under finance leases

For assets held under finance leases, cost is measured at the lower of fair value and present value of future lease payments. At the calculation of the present value, the lease agreements' rate of return is applied. Assets held under finance leases are amortized and written down according to the same policies as established for the Company's other fixed assets.

The capitalized remaining lease obligation is recognized in the balance sheet as a liability, and the interest element of the lease payment is charged to the income statement on a current basis.

All other leases are considered as being operational leases. Payments made in connection with operational leases are recognized on a straight-line basis in the income statement over the term of the lease.

Income statement

Gross profit or loss

Gross profit or loss comprises revenue, work capitalized, other operating income, cost of raw materials and

consumables and external expenses.

Revenue

Revenue from the sale of rental services, divestment of trailers and related service is recognised in the income statement when delivery is made and risk has passed to the buyer.

Revenue can be divided into three categories. Rental sales, divestment sales and workshop sales. All revenue categories are recognized in the income statement when:

- Delivery to customer has taken place before balance date
- A binding agreement has been signed
- The value of the contract has been determined
- Payment has been received or is highly likely to be received in the future.

Revenue is recognized net of VAT, duties and sales discounts and is measured at fair value of the consideration fixed.

Other operating income

Other operating income comprises income of a secondary nature as viewed in relation to the Entity`s primary activities.

Cost of sales

Cost of sales comprises goods consumed in the financial year measured at cost.

Other external expenses

Other external expenses include expenses relating to the Entity`s ordinary activities, including expenses for premises, stationery and office supplies, marketing costs, etc. This item also includes writedowns of receivables recognized in current assets.

Staff costs

Staff costs comprise salaries and wages, and social security contributions, pension contributions, etc. for entity staff.

Depreciation, amortisation and impairment losses

Depreciation, amortization and impairment losses relating to property, plant and equipment and intangible assets comprise depreciation, amortization and impairment losses for the financial year, as well as gains and losses from the sale of intangible assets as well as property, plant and equipment.

Other financial income

Other financial income comprises interest income, including interest income on receivables from group enterprises, net capital and exchange gains, payables and transactions in foreign currencies, amortization of financial assets as well as tax relief under the Danish Tax Prepayment Scheme etc.

Other financial expenses

Other financial expenses comprise interest expenses, including interest expenses on payables to group enterprises, net capital or exchange losses, payables and transactions in foreign currencies, amortization of

financial liabilities as well as tax surcharge under the Danish Tax Prepayment Scheme etc.

Tax on profit/loss for the year

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 for the year and recognised directly in equity by the portion attributable to entries directly in equity.

The Entity is jointly taxed with Jacob Lee Ørnstrand Holding A/S. The current Danish income tax is allocated among the jointly taxed entities proportionally to their taxable income (full allocation with a refund concerning tax losses).

Balance sheet

Property, plant and equipment

Other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses.

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. For assets held under finance leases, cost is the lower of the asset's fair value and present value of future lease payments.

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

Other fixtures and fittings, tools and equipment	3-8 years
Trailers (included in above)	3-8 years

Estimated useful lives and residual values are reassessed annually.

Items of property, plant and equipment are written down to the lower of recoverable amount and carrying amount.

Receivables

Receivables are measured at amortised cost, usually equalling nominal value less writedowns for bad and doubtful debts.

Joint taxation contributions receivable or payable

Current joint taxation contributions payable or joint taxation contributions receivable are recognised in the balance sheet, calculated as tax computed on the taxable income for the year, which has been adjusted for prepaid tax. For tax losses, joint taxation contributions receivable are only recognised if such losses are expected to be used under the joint taxation arrangement.

Prepayments

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

Cash

Cash comprises cash in hand and bank deposits.

Dividend

Dividend is recognized as a liability at the time of adoption at the general meeting. Proposed dividend for the financial year is disclosed as a separate item in equity. Extraordinary dividend adopted in the financial year is recognized directly in equity when distributed and disclosed as a separate item in Management's proposal for distribution of profit/loss.

Finance lease liabilities

Lease commitments relating to assets held under finance leases are recognised in the balance sheet as liabilities other than provisions, and, at the time of inception of the lease, measured at the present value of future lease payments. Subsequent to initial recognition, lease commitments are measured at amortised cost. The difference between present value and nominal amount of the lease payments is recognised in the income statement as a

financial expense over the term of the leases.

Other financial liabilities

Other financial liabilities are measured at amortised cost, which usually corresponds to nominal value.