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# ***AP Services A/S***

Nupark 51, DK-7500 Holstebro

## **Annual Report for 1 July 2017 - 30 June 2018**

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CVR No 31 47 36 24

The Annual Report was  
presented and adopted at  
the Annual General  
Meeting of the Company on  
13/11 2018

Jan Bendix  
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 AP Services A/S for the financial year 1 July 2017 - 30 June 2018.

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

In our opinion the Financial Statements give a true and fair view of the financial position at 30 June 2018 of the Company and of the results of the Company operations for 2017/18.

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

Holstebro, 13 November 2018

## Executive Board

Sisse Lind Pedersen

## Board of Directors

Jan Bendix  
Chairman

Allan Pedersen

Sisse Lind Pedersen

# Independent Auditor's Report

To the Shareholders of AP Services A/S

## Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 30 June 2018 and of the results of the Company's operations for the financial year 1 July 2017 - 30 June 2018 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of AP Services A/S for the financial year 1 July 2017 - 30 June 2018, which comprise income statement, balance sheet and notes, including a summary of significant accounting policies ("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 Company in accordance with the International Ethics Standards Board for 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.

## 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 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.

## 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 misstate-

# Independent Auditor's Report

ment, whether due to fraud or error.

In preparing the Financial Statements, Management is responsible for assessing 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 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 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 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 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

# Independent Auditor's Report

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.

Herning, 13 November 2018

**PricewaterhouseCoopers**

Statsautoriseret Revisionspartnerselskab

*CVR No 33 77 12 31*

Mads Hornbæk

statsautoriseret revisor

mne33762

## Company Information

### **The Company**

AP Services A/S  
Nupark 51  
DK-7500 Holstebro

CVR No: 31 47 36 24  
Financial period: 1 July - 30 June  
Financial year: 11st financial year  
Municipality of reg. office: Holstebro

### **Board of Directors**

Jan Bendix, Chairman  
Allan Pedersen  
Sisse Lind Pedersen

### **Executive Board**

Sisse Lind Pedersen

### **Auditors**

PricewaterhouseCoopers  
Statsautoriseret Revisionspartnerselskab  
Platanvej 4  
DK-7400 Herning

### **Lawyers**

Advokathuset Funch & Nielsen P/S  
Hjaltessvej 14  
7500 Holstebro

### **Bankers**

Vestjysk Bank  
Vestergade 1  
7500 Holstebro

# **Management's Review**

## **Key activities**

The purpose of the company is to provide counseling- and education in military- and civil first aid, as well as trading within equipment and aids.

## **Development in the year**

The income statement of the Company for 2017/18 shows a profit of DKK 884,690, and at 30 June 2018 the balance sheet of the Company shows equity of DKK 1,907,382.

## **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	2017/18 DKK	2016/17 DKK
<b>Gross profit/loss</b>		<b>4.164.451</b>	<b>4.180.087</b>
Staff expenses	1	-2.640.373	-2.440.002
Depreciation, amortisation and impairment of intangible assets and property, plant and equipment	2	-159.161	-284.367
Other operating expenses		0	-5.394
<b>Profit/loss before financial income and expenses</b>		<b>1.364.917</b>	<b>1.450.324</b>
Financial income	3	0	3.281
Financial expenses	4	-214.299	-287.586
<b>Profit/loss before tax</b>		<b>1.150.618</b>	<b>1.166.019</b>
Tax on profit/loss for the year	5	-265.928	-262.014
<b>Net profit/loss for the year</b>		<b>884.690</b>	<b>904.005</b>

## Distribution of profit

### Proposed distribution of profit

Retained earnings	884.690	904.005
	<b>884.690</b>	<b>904.005</b>

# Balance Sheet 30 June

## Assets

	Note	2018 DKK	2017 DKK
Goodwill		0	0
<b>Intangible assets</b>	6	<b>0</b>	<b>0</b>
Land and buildings		296.900	425.000
Other fixtures and fittings, tools and equipment		69.269	44.136
Leasehold improvements		33.600	43.200
<b>Tangible assets</b>	7	<b>399.769</b>	<b>512.336</b>
<b>Fixed assets</b>		<b>399.769</b>	<b>512.336</b>
Finished goods and goods for resale		1.589.341	1.351.482
Prepayments for goods		90.241	1.323.490
<b>Stocks</b>		<b>1.679.582</b>	<b>2.674.972</b>
Trade receivables		2.842.062	1.619.449
Receivables from group enterprises		167.361	100.154
Other receivables		21.841	19.202
Deferred tax asset	9	121.000	85.000
Prepayments		59.530	79.876
<b>Receivables</b>		<b>3.211.794</b>	<b>1.903.681</b>
<b>Cash at bank and in hand</b>		<b>1.840.872</b>	<b>615.143</b>
<b>Currents assets</b>		<b>6.732.248</b>	<b>5.193.796</b>
<b>Assets</b>		<b>7.132.017</b>	<b>5.706.132</b>

# Balance Sheet 30 June

## Liabilities and equity

	Note	2018 DKK	2017 DKK
Share capital		500.000	500.000
Retained earnings		1.407.382	522.692
<b>Equity</b>	<b>8</b>	<b>1.907.382</b>	<b>1.022.692</b>
Other credit institutions		407.248	424.654
<b>Long-term debt</b>	<b>10</b>	<b>407.248</b>	<b>424.654</b>
Other credit institutions	10	2.045.721	1.687.345
Prepayments received from customers		106.857	0
Trade payables		1.631.445	1.300.767
Corporation tax		0	135.014
Payables to group enterprises relating to corporation tax		436.942	0
Other payables		596.422	1.135.660
<b>Short-term debt</b>		<b>4.817.387</b>	<b>4.258.786</b>
<b>Debt</b>		<b>5.224.635</b>	<b>4.683.440</b>
<b>Liabilities and equity</b>		<b>7.132.017</b>	<b>5.706.132</b>
Contingent assets, liabilities and other financial obligations	11		
Accounting Policies	12		

# Notes to the Financial Statements

	<u>2017/18</u>	<u>2016/17</u>
	DKK	DKK
<b>1 Staff expenses</b>		
Wages and salaries	2.351.765	2.166.860
Pensions	267.466	253.965
Other social security expenses	21.142	19.177
	<u><b>2.640.373</b></u>	<u><b>2.440.002</b></u>
<b>Average number of employees</b>	<u><b>4</b></u>	<u><b>3</b></u>
<b>2 Af- og nedskrivninger af immaterielle og materielle anlægsaktiver</b>		
Afskrivninger af materielle anlægsaktiver	59.161	78.439
Nedskrivninger af materielle anlægsaktiver	100.000	205.928
	<u><b>159.161</b></u>	<u><b>284.367</b></u>
Bygninger	28.100	28.104
Andre anlæg, driftsmateriel og inventar	21.461	45.535
Indretning af lejede lokaler	9.600	4.800
Bygninger	100.000	205.928
	<u><b>159.161</b></u>	<u><b>284.367</b></u>
<b>3 Financial income</b>		
Interest received from group enterprises	0	3.281
	<u><b>0</b></u>	<u><b>3.281</b></u>
<b>4 Financial expenses</b>		
Other financial expenses	214.299	287.586
	<u><b>214.299</b></u>	<u><b>287.586</b></u>

## Notes to the Financial Statements

	2017/18 DKK	2016/17 DKK
<b>5 Tax on profit/loss for the year</b>		
Current tax for the year	301.928	135.014
Deferred tax for the year	-36.000	127.000
	<b>265.928</b>	<b>262.014</b>
<b>6 Intangible assets</b>		Goodwill DKK
Cost at 1 July		870.000
Cost at 30 June		870.000
Impairment losses and amortisation at 1 July		870.000
Impairment losses and amortisation at 30 June		870.000
<b>Carrying amount at 30 June</b>		<b>0</b>

## Notes to the Financial Statements

### 7 Tangible assets

	Land and buildings	Other fixtures and fittings, tools and equipment	Leasehold improvements
	DKK	DKK	DKK
Cost at 1 July	776.560	386.854	217.701
Additions for the year	<u>0</u>	<u>46.594</u>	<u>0</u>
Cost at 30 June	<u>776.560</u>	<u>433.448</u>	<u>217.701</u>
Impairment losses and depreciation at 1 July	351.560	342.718	174.501
Impairment losses for the year	100.000	0	0
Depreciation for the year	<u>28.100</u>	<u>21.461</u>	<u>9.600</u>
Impairment losses and depreciation at 30 June	<u>479.660</u>	<u>364.179</u>	<u>184.101</u>
<b>Carrying amount at 30 June</b>	<b><u>296.900</u></b>	<b><u>69.269</u></b>	<b><u>33.600</u></b>
Depreciated over	<u>25 years</u>	<u>3 - 10 years</u>	<u>10 years</u>

### 8 Equity

	Share capital	Retained earnings	Total
	DKK	DKK	DKK
Equity at 1 July	500.000	522.692	1.022.692
Net profit/loss for the year	<u>0</u>	<u>884.690</u>	<u>884.690</u>
<b>Equity at 30 June</b>	<b><u>500.000</u></b>	<b><u>1.407.382</u></b>	<b><u>1.907.382</u></b>

The share capital consists of 500 shares of a nominal value of DKK 1,000. No shares carry any special rights.

## Notes to the Financial Statements

	2018	2017
	DKK	DKK
<b>9 Deferred tax asset</b>		
Property, plant and equipment	-134.000	-103.000
Prepayments	13.000	18.000
Transferred to deferred tax asset	121.000	85.000
	<u>0</u>	<u>0</u>
<b>Deferred tax asset</b>		
Calculated tax asset	121.000	85.000
<b>Carrying amount</b>	<u>121.000</u>	<u>85.000</u>

## 10 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:

### Other credit institutions

After 5 years	290.448	307.854
Between 1 and 5 years	116.800	116.800
Long-term part	<u>407.248</u>	<u>424.654</u>
Within 1 year	29.200	29.200
Other short-term debt to credit institutions	2.016.521	1.658.145
Short-term part	<u>2.045.721</u>	<u>1.687.345</u>
	<u>2.452.969</u>	<u>2.111.999</u>

## Notes to the Financial Statements

	2018 DKK	2017 DKK
<b>11 Contingent assets, liabilities and other financial obligations</b>		
<b>Charges and security</b>		
The following assets have been placed as security with bankers:		
Ownership mortgage bonds totaling DKK 670,000 which provide mortgages in Land and Buildings with a carrying amount of	296.900	425.000
Company pledge regarding goodwill, stocks, trade receivables and operating assets worth up to DKK	2.000.000	2.000.000
<b>Rental and lease obligations</b>		
Lease obligations under operating leases. Total future lease payments:		
Within 1 year	87.420	78.616
Between 1 and 5 years	138.415	0
	<b>225.835</b>	<b>78.616</b>
Operating obligation regarding operational leasing. Expected values at the expiration of contracts DKK	0	129.120
Rental obligations, non-cancellation period 3 months	19.410	14.400

### Other contingent liabilities

The group companies are jointly and severally liable for tax on the jointly taxed incomes etc of the Group. The total amount of corporation tax payable is disclosed in the Annual Report of AGLP Holding 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

## 12 Accounting Policies

The Annual Report of AP Services A/S for 2017/18 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting class B.

The accounting policies applied remain unchanged from last year.

The Financial Statements for 2017/18 are presented in DKK.

### 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.

### Leases

Leases in terms of which the Company assumes substantially all the risks and rewards of ownership (finance leases) are recognised in the balance sheet at the lower of the fair value of the leased asset and the net present value of the lease payments computed by applying the interest rate implicit in the lease or an alternative borrowing rate as the discount rate. Assets acquired under finance leases are depreciated and written down for impairment under the same policy as determined for the other fixed assets of the Company.

The remaining lease obligation is capitalised and recognised in the balance sheet under debt, and the interest element on the lease payments is charged over the lease term to the income statement.

All other 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

## 12 Accounting Policies (continued)

### Translation policies

Danish kroner is used as the presentation currency. All other currencies are regarded as foreign currencies.

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences 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 rates at the time when the receivable or the debt arose are recognised in financial income and expenses in the income statement.

## 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 Company.

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

### Expenses for raw materials and consumables

Expenses for raw materials and consumables 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.

### Gross profit

With reference to section 32 of the Danish Financial Statements Act, revenue has not been disclosed in the Annual Report.

### Staff expenses

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

# Notes to the Financial Statements

## 12 Accounting Policies (continued)

### Amortisation, depreciation and impairment losses

Amortisation, depreciation and impairment losses comprise amortisation, depreciation and impairment of intangible assets and tangible assets.

### Other operating income and expenses

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

### 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 the parent AGLP Holding ApS. AGLP Holding ApS acts as the management company. 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 7 years.

### Tangible assets

Tangible assets 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:

# Notes to the Financial Statements

## 12 Accounting Policies (continued)

Other buildings	25 years	
Other fixtures and fittings, tools and equipment	3-10	years
Leasehold improvements	10 years	

Depreciation period and residual value are reassessed annually.

Assets costing less than DKK 13,500 are expensed in the year of acquisition.

### Impairment of fixed assets

The carrying amounts of intangible assets and tangible assets 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.

### Stocks

Stocks are measured at the lower of cost under the FIFO method and net realisable value.

The net realisable value of stocks is calculated at the amount expected to be generated by sale of the inventories in the process of normal operations with deduction of selling expenses. The net realisable value is determined allowing for marketability, obsolescence and development in expected selling price.

The cost of goods for resale equals landed cost.

The cost of finished goods and work in progress comprises the cost of raw materials, consumables and direct labour.

### Receivables

Receivables are measured in the balance sheet at amortised cost, which substantially corresponds to nominal value. Provisions for estimated bad debts are made.

### Prepayments

Prepayments comprise prepaid expenses concerning rent, insurance premiums, subscriptions and interest.

# Notes to the Financial Statements

## 12 Accounting Policies (continued)

### Equity

#### *Dividend*

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

#### **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.

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.