# Danske Private Equity Partners IV (USD-A) K/S CVR-no. 31 58 59 37

c/o Gorrissen Federspiel Axeltorv 2 1609 Copenhagen V

The Annual Report has been presented and approved at the Limited Partnership's Annual General Meeting:

2019

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## Management's statement on the annual report

The management has today discussed and approved the annual report for Danske Private Equity Partners IV (USD-A) K/S for the financial year October 1, 2017 - September 30, 2018.

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

In our opinion, the financial statements give a true and fair view of the Limited Partnership's assets, liabilities and financial position as of September 30, 2018, as well as of the result of the Limited Partnership's activities for the financial year October 1, 2017 – September 30, 2018.

Furthermore, in our opinion, the Management's review gives a fair review of the development in the Limited Partnership's operations and financial matters and the results of the Limited Partnership's operations and financial position as a whole.

The annual report is recommended to be approved at the Annual General Meeting.

Copenhagen, December 21, 2018

Management:

General Partner DPE Partners IV ApS

Erik Fosgrau

Chief Executive Officer

## Independent auditor's report

### To the Limited Partners of Danske Private Equity Partners IV (USD-A) K/S

#### Opinion

We have audited the financial statements of Danske Private Equity Partners IV (USD-A) K/S for the financial year October 1, 2017 – September 30, 2018, which comprise accounting policies, income statement, balance sheet, statement of changes in equity, cash flow statement and notes. 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 financial position of the Company at September 30, 2018 and of the results of the Company's operations and cash flows for the financial year October 1, 2017 - September 30 2018 in accordance with the Danish Financial Statements Act.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and 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 believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Independence

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 additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these rules and requirements.

#### 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 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 as to 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 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 the financial statements.

As part of an audit conducted in accordance with ISAs and 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.

## Independent auditor's report

- 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 note disclosures, 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's review

Management is responsible for the Management's review.

Our opinion on the financial statements does not cover the 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 the Management's review and, in doing so, consider whether the 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 the Management's review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that the Management's review is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statement Act. We did not identify any material misstatement of the Management's review.

Copenhagen, December 21, 2018 ERNST & YOUNG Godkendt Revisionspartnerselskab CVR no. 30 70 02 28

Ole Karstensen State Authorised Public Accountant MNE no.: mne16615 Rasmus Berntsen State Authorised Public Accountant

MNE no.: mne35461

## Management's review

## Fund summary

Company:

Danske Private Equity Partners IV (USD-A) K/S

c/o Gorrissen Federspiel

Axeltorv 2

1609 Copenhagen V, Denmark

CVR-no.:

31 58 59 37 June 16, 2008

Established: Registered office:

Copenhagen

Financial year:

October 1 - September 30

Management:

General Partner

DPE Partners IV ApS with Chief Executive Officer Erik Fosgrau

Auditor:

Ernst & Young

Godkendt Revisionspartnerselskab

Osvald Helmuths Vej 4

Postboks 250 2000 Frederiksberg

Manager (FAIF):

Danske Private Equity A/S (FT-no.:23026) Website: <a href="https://www.danskeprivateequity.com">www.danskeprivateequity.com</a>

## Main and key figures

USD 1,000	2017/18	2016/17	2015/16	2014/15	2013/14
Gain/losses on investments in portfolio					
funds	42,409	66,511	26,279	11,989	33,482
Operating profit	37,840	59,447	23,143	10,186	28,987
Net financial income and expenses	49	9	1	-28	-45
Profit/loss	37,889	59,456	23,144	10,158	28,942
Total assets	176,684	203,083	187,116	204,047	174,376
Total Limited Partners' capital	152,534	183,120	173,726	193,213	161,411
Investments in portfolio funds	167,008	198,243	184,364	189,854	174,376
Performance ratio *	1.90	1.74	1.51	1.47	1.53

<sup>\*</sup> Accumulated distributions and capital account end period (reduced by unpaid capital)/accumulated paid-up capital.

## Management's review

### Main activity

Danske Private Equity Partners IV (USD-A) K/S ("Danske PEP IV (USD-A)") is a fund-of funds with a geographical focus on investments in Northern America. Investments are mainly made in small and mid market buy-out funds.

#### Development in the financial year

The financial year resulted in a profit of USD 37.9 million, corresponding to an annual IRR of 25.4%. Gains on investments in portfolio funds amounted to USD 42.4 million. Administrative running costs amounted to USD 4.5 million primarily in the form of management fee amounted to USD 0.4 million and provision for performance fee to Danske Private Equity A/S amounted to USD 4.2 million.

The result is better than our expectations.

An aggregate amount of USD 0.9 million was contributed to the portfolio funds during the financial year bringing total contributions to the portfolio funds to USD 237.0 million corresponding to 95.0% of the commitments to the portfolio funds.

An aggregate amount of USD 74.5 million was distributed from the portfolio funds during the financial year, bringing total distributions from portfolio funds to USD 321.3 million, corresponding to 135.5% of the contributed capital to portfolio funds. In the financial year an aggregate amount of USD 67.7 million was distributed to the Limited Partners bringing the accumulated distributions to USD 308.6 million, corresponding to 127.1% of the Limited Partners' paid-up capital.

### Special risks

#### Financial risks

The objective of Danske PEP IV (USD-A)'s is to supply risk capital to the portfolio funds, and also to their investments in competitive companies in Northern America in Small and Mid Market. The highest factor of risk is therefore the changes in the value of the companies in which Danske PEP IV (USD-A)'s portfolio funds invest in, which to a significant extent depend on the valuations of comparable listed companies on the quoted market. The valuation of investments in portfolio funds is an accounting estimate and could be connected with some uncertainty.

#### Interest rate risks

Danske PEP IV (USD-A) is less sensitive to the changes in interest rate levels.

#### Foreign exchange currency risks

Danske PEP IV (USD-A)'s investments in portfolio funds have been made in USD. As the capital in Danske PEP IV (USD-A) is in USD, the currency risk is considered as insignificant.

### Investment activity

In the period from inception to September 30, 2018 Danske PEP IV (USD-A) has invested in nine portfolio funds.

Since inception the portfolio funds have in general performed very well.

## Management's review

#### Cash resources

Danske PEP IV (USD-A)'s cash resources as of September 30, 2018, include cash and cash equivalents, undrawn credit facilities and outstanding commitments from the Limited Partners, and are estimated as satisfactory to cover Danske PEP IV (USD-A)'s liabilities including investment obligations, management fees etc.

## Expectations for 2018/19

The US LBO markets are still characterized by high levels of fundraising, increasing earnings and relatively strong exit markets, following most than 10 years of expansion since the Global Financial Crisis of 2008. However, total purchase multiples have expanded from around 8.5x EBITDA in the early 2010's to about 10x as of mid-2018. The credit markets also continue to be a concern with leveraged loan spreads only 400-500 bps (the lowest for 10 years) and the debt multiples (debt/EBITDA) at a consistently high 5-5.5 times. According to market data, the total par amount of outstanding leveraged loans topped USD 1,000 billion in 2018, adding to the picture of highly accommodating debt markets and buyout funds that take full advantage of these favorable markets. Finally, the months of October 2018 and December 2018 have seen relatively high levels of stock market volatility and generally flat stock markets for the year.

The development in the valuation of the portfolio fund's investments will still be influenced mainly by the individual company results/cash generating ability as well as the valuations of comparable, listed companies.

The above-mentioned development along with the general economic development will affect the result for 2018/19.

On balance, the result is thus expected to be lower than the current year.

#### Post balance sheet events

No events have occurred, after the balance sheet date and to the signing of the annual report which is considered of significance to the annual report.

On October 16, 2018, an extraordinary general meeting of the Partnership resolved to:

- 1) Replace Danske Private Equity A/S as Manager with Saga Private Equity ApS and
- 2) Replace DPE Partners IV ApS as General Partner with Saga IV GP ApS

both effective January 1, 2019.

## Accounting policies

The annual report of Danske Private Equity Partners IV (USD-A) K/S has been prepared in accordance with the Danish Financial Statements Act for a reporting class C entity.

The presentation of the income statement, the balance sheet and the description of entries has been adjusted according to the Limited Partnership's activities as an investment company in private equity.

The accounting policies applied are consistent with those of last year.

The annual report is in USD. (USD/DKK: 30/9 2018: 644.13 and 30/9 2017: 630.38)

#### Income statement

### Gain/losses on investments in portfolio funds

Gain/losses on investments in portfolio funds includes income from investments (dividend and interest), realised and unrealised revaluations or depreciations of investments in portfolio funds.

#### Management fee

The management fee includes management fee and performance fee for the period to the Manager, Danske Private Equity A/S.

### Other administrative expenses

Other administrative expenses include costs paid by the Limited Partnership.

### Financial income and expenses

Financial income and expenses include interest income and expenses.

#### Tax

The Limited Partnership is not independently liable to pay tax, consequently no tax is charged to the profit and loss account.

## Accounting policies

#### Balance sheet

#### Investment assets

Investments in portfolio funds are measured in accordance with the IPEV Valuation Guidelines or similar guidelines depending on the country of origin of the portfolio funds according to which investments are measured at the fair value. Revaluations are included in the profit and loss account.

Investments in unlisted private equity funds are valued on the basis of the latest reporting received from the respective sub-funds. The reports from the funds contain a valuation of the private equity fund, including a valuation of each individual portfolio company. The value of a private equity fund consists of the sum of the values of the portfolio companies in which the fund has invested in, and the value of other net assets.

#### Other debtors

Other debtors are measured at amortised cost after deduction of write-downs for anticipated losses.

## Prepayments and accrued Income

Prepayments and accrued income included in assets primarily comprise prepaid management fee to the Manager, Danske Private Equity A/S.

#### Other liabilities

Financial liabilities are recognised at the date of borrowing at the net proceeds received less transaction costs paid. In subsequent periods, the financial liabilities are measured at fair value.

Other payables include a performance fee to the Manager, Danske Private Equity A/S and administration costs due. Liabilities are measured at net realised value.

### Foreign currency translation

Transactions in foreign currency are translated into USD according to the currency rate ruling on the transaction date.

Accounts receivable and accounts payable in foreign currency are translated into USD according to currency rate rulings on the balance sheet date. Realised and unrealised exchange rate profit margins and losses are booked in the profit and loss account under financial items.

#### Cash Flow Statement

The cash flow statement shows the Limited Partnerships' cash flow of investment activity, operating and financing activity for the period, the period's changes in cash and cash equivalents as well as the Limited Partnership's cash and cash equivalents at the beginning and end of the period.

#### Cash Flow from Investment Activity

Cash flows from investment activities comprise the cash flow between the limited partnership and the portfolio funds for the period.

## Cash Flow from Operations

Cash flows from operating activities are entered as the result adjusted for non-cash operating items in the Limited Partnership, and received and paid non-operating income.

#### Cash Flow from Limited Partners

Cash flow Limited Partners include payments to and from the Limited Partners and the Limited Partnership.

#### Cash and Cash Equivalents

Cash and cash equivalents include cash funds in open accounts and fixed short term loans.

## Income statement

Note	USD 1,000	1/102017 - 30/92018	1/102016 - 30/92017
1 2 3	Gain/losses investments in portfolio funds  Management fees etc.  Other administrative expenses	42,409 -4,542 -27	66,511 -7,033 -31
	Operating profit	37,840	59,447
4	Financial income PROFIT/LOSS	<u>49</u> <u>37,889</u>	9 59,456
	PROPOSED DISTRIBUTION OF THE PROFIT/LOSS Transferred to retained earnings TOTAL RETAINED EARNINGS	37,889 37,889	59,456 59,456

## Balance sheet

Note	USD 1,000	30/92018	30/92017
1	ASSETS FIXED ASSETS Investment assets Investments in portfolio funds	167,008	198,243
	Total Fixed Assets	167,008	198,243
	CURRENT ASSETS Receivables Other receivables	901	837
	Total Receivables	901	837
	Cash and Cash equivalent	8,775	4,003
	Total current assets	9,676	4,840
	TOTAL ASSETS	176,684	203,083
	LIMITED PARTNERS' CAPITAL AND LIABILITIES LIMITED PARTNERS' CAPITAL		
5	Paid-up capital from Limited Partners Distributed to Limited Partners Retained earnings	242,759 -308,617 218,392	242,759 -240,142 180,503
	Total Limited Partners' capital	152,534	183,120
	LIABILITIES SHORT-TERM LIABILITIES		
	Other payables	24,150	19,963
	Total short-term liabilities	24,150	19,963
	Total liabilities	24,150	19,963
	TOTAL LIMITED PARTNERS' CAPITAL AND LIABILITIES	176,684	203,083
6	Related parties		

<sup>7</sup> Contingent liabilities, contigent assets and securities

Statement of changes in Limited Partners' capital

USD 1,000	Paid-up capital from Limited Partners	Distributed to Limited Partners	Retained earnings	Total
Capital October 1, 2016	237,766	-185,087	121,047	173,726
Paid-up capital from Limited Partners	4,993	0	0	4,993
Distributed to Limited Partners	0	-55,055	0	-55,055
Retained earnings	0	0	59,456	59,456
Capital October 1, 2017	242,759	-240,142	180,503	183,120
Paid-up capital from Limited Partners	0	0	0	0
Distributed to Limited Partners	0	-68,475	0	-68,475
Retained earnings	0	0	37,889	37,889
Capital September 30, 2018	242,759	-308,617	218,392	152,534

## Cash flow statement

USD 1,000	30/092018	30/09 2017
Contributions to portfolio funds etc. Distributions from portfolio funds etc. Distributed tax from portfolio funds etc. Cash flow from investment activities	-861 74,505 -793 72,851	-10,536 63,168 -326 52,306
Cash flow from expenses Cash flow from financial items Cash flow from operations	-382 49 -333	-490 9 -481
Contributions from Limited Partners Distributions to Limited Partners, cash Cash flow Limited Partners	0 -67,746 -67,746	4,992 -55,055 -50,063
Net cash flow	4,772	1,762
Cash and cash equivalents, beginning of period Increase/decrease in cash and cash equivalents  Cash and cash equivalents, end period	4,003 4,772 8,775	2,241 1,762 4,003

#### Notes

Note	USD 1,000	30/92018	30/92017
1	Investments in portfolio funds Cost October 1 Additions in the year Disposals in the year	153,564 861 -13,564	159,554 10,536 -16,526
	Cost September 30	140,861	153,564
	Revaluations October 1 Revaluations on disposals in the year Revaluations in the year	44,679 -60,941 42,409	24,810 -46,642 
	Revaluations September 30  Carrying amount September 30	167,008	198,243
	Specification of revaluations in the year Realised gains/losses on investments in portfolio funds Unrealised gains/losses on investments in portfolio funds	64,071 -21,662	42,706 23,805
	Gains/losses on investments in portfolio funds	42,409	66,511

#### Investments in portfolio funds

Through investments in portfolio funds the Company has ownership of mainly unquoted investments. The Company has no controlling or significant influence on the portfolio funds in which the Company has invested.

The portfolio funds in which the Company has invested all use common accepted guidelines for measuring the fair value. The measuring of the fair value of the investments in underlying portfolio companies are made by the managers of the portfolio funds.

The value of a private equity fund is measured as the fair value of each investment in portfolio companies owned by the fund with the addition of other net assets in the fund. The valuation of a portfolio company in a private equity fund is based on the industry, market position and earnings capacity, and the [i] the peer group multiple, i.e. the market value of comparable listed companies, (ii) transaction multiple in recent M&A transactions involving comparable companies, (iii) value indications from potential buyers of the portfolio company, (iv) market value if the portfolio company is publicly traded, and or (v) future expected proceeds, if there is a concluded agreement on the sale of the portfolio company.

Usually the Company has no or very little information about specific methods and assumptions used by the managers of the portfolio funds when measuring the fair value of the underlying portfolio companies. At the assessment of the fair value of the underlying portfolio companies reported by the managers, information about the market conditions, company specific information as well as information received through dialog with the managers of the portfolio funds are used.

### Notes

Note USD 1,000

### 1 Investments in portfolio funds (continued)

The Company invests in buy-out funds. The investments made by the portfolio funds are classified within the fair value hierarchy based on the lowest level of input that is significant to the fair value measurement. The three levels of the fair value hierarchy are described below:

Level 1 - Inputs based upon quoted prices for identical assets and liabilities in active markets

Level 2 - Inputs other than quoted prices that are observable for the asset or liability either directly or indirectly, including inputs in markets that are not considered to be active

Level 3 - Unobservable input

## Fair value measurements as of September 30, 2018

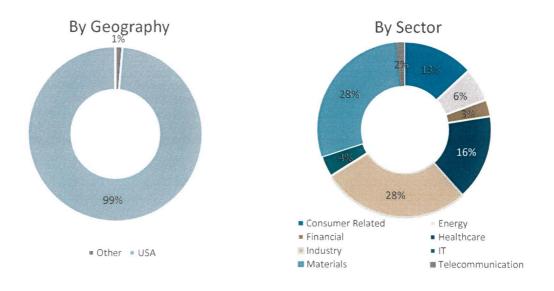
	Quoted prices Level 1	Observable input Level 2	Unobservable input Level 3	Total
Investments in portfolio funds	2,746	0	164,262	167,008
Total	2,746	0	164,262	167,008

#### Fair value measurements as of September 30, 2017

	Quoted prices Level 1	Observable input Level 2	Unobservable input Level 3	Total
Investments in portfolio funds	2,569	0	195,674	198,243
Total	2,569	0	195,674	198,243

The above measurement is based on the fair value of the portfolio funds underlying portfolio companies. The value of other net assets is classified as level 3.

## The investments divided by Geography and Sector based on fair value September 30, 2018:



Notes

Note	USD 1,000	1/102017 - 30/92018	1/102016- 30/92017
2	Management fees etc.  Management fee  Adjustment of provision for performance fee  Management fees etc. in total	355 4,187 <b>4,542</b>	458 6,575 <b>7,033</b>
3	Other administrative expenses Fee to auditor elected on the Annual General Meeting (incl. VAT) Statutory audit Tax consultancy Total incl. VAT	9 7 16	9 7 16
	The fund has not had any emplyees in the financial year		
4	Financial income Financial interest credit institutions Financial income in total	49 <b>49</b>	9

### Notes

Note USD 1,000

#### 5 Limited Partners

	Commitment	Paid-up	Outstanding Commitment
Limited Partners	249,623	242,759	6,864

The Limited Partnership may make distributions to the Limited Partners, which are subject to a redraw option. As of September 30, 2018 the recallable amount is USD 0 million.

### 6 Related parties

### Manager

Danske Private Equity A/S, Parallelvej 17, 2800 Kgs. Lyngby

Transactions: Annual management fee and possible performance fee

## Limited Partnerships administrated by Danske Private Equity A/S

Danske Private Equity Partners IV (USD-B) K/S, c/o Gorrissen Federspiel, Axeltorv 2, 1609 Copenhagen V

Transactions: The partnerships have syndicated some of the investments in the portfolio funds.

## General Partner

DPE Partners IV ApS, c/o Gorrissen Federspiel, Axeltorv 2, 1609 Copenhagen V

Transactions: Annual administration fee

### Notes

Note USD 1,000

## 7 Contingent liabilities, contigent assets and securities

Investment commitments

	Commitment		Outstanding commitment	
	Currency	USD	Currency	USD
Commitment USD	249,616	249,616	11,887	11,887
Total commitment, USD		249,616		11,887

The portfolio funds have made distributions to the Limited Partnership, which they have the opportunity to call again at a later time. As of September 30, 2018 the recallable amounts to USD 16.8 million.

The Limited Partnership has no other contingent liabilities, contingent assets or collaterals as of September 30, 2018.

