

Tel.: +45 89 30 78 00 aarhus@bdo.dk www.bdo.dk BDO Statsautoriseret revisionsaktieselskab Kystvejen 29 DK-8000 Aarhus C CVR no. 20 22 26 70

# COLLIERS INTERNATIONAL DANMARK A/S PALÆGADE 2, 2., 1261 KØBENHAVN K ANNUAL REPORT 1 JANUARY - 31 DECEMBER 2019

The Annual Report has been presented and adopted at the Company's Annual General Meeting on 25 March 2020

Flemming Michelsen



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### **COMPANY DETAILS**

Company Colliers International Danmark A/S

Palægade 2, 2. 1261 Copenhagen K

CVR No.: 31 77 41 79

Established: 12 September 2008

Registered Office: Copenhagen

Financial Year: 1 January - 31 December

**Board of Directors** Christopher Ross McLernon, chairman

Davoud Reza Amel-Azizpour Richard Alexander Bruce

Peter Winther Jeppe Schønfeld

**Board of Executives** Peter Winther

Carsten Gørtz Petersen

Auditor BDO Statsautoriseret revisionsaktieselskab

Kystvejen 29 8000 Aarhus C

Bank Danske Bank

Kannikegade 4 8000 Aarhus C

Law Firm DLA Piper Denmark Law Firm P/S

Hack Kampmanns Plads 2, Level 3

8000 Aarhus C



### STATEMENT BY BOARD OF DIRECTORS AND BOARD OF EXECUTIVES

Today the Board of Directors and Board of Executives have discussed and approved the Annual Report of Colliers International Danmark A/S for the financial year 1 January - 31 December 2019.

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

In our opinion the Consolidated Financial Statements and the Parent Company Financial Statements give a true and fair view of Group's and the Company's financial position at 31 December 2019 and of the results of Group's and the Company's operations and cash flows for the financial year 1 January - 31 December 2019.

The Management's Review includes in our opinion a fair presentation of the matters dealt with in the Review.

We recommend the Annual Report be approved at the Annual General Meeting.

Copenhagen K, 10 March 2020

Board of Executives

Peter Winther

Carsten Gørtz Petersen

Christopher Ross McLernon
Chairman

Davoud Reza Amel-Azizpour
Richard Alexander Bruce

Peter Winther

Jeppe Schønfeld



### INDEPENDENT AUDITOR'S REPORT

### To the Shareholders of Colliers International Danmark A/S

### Opinion

We have audited the Consolidated Financial Statements and the Parent Company Financial Statements of Colliers International Danmark A/S for the financial year 1 January - 31 December 2019, which comprise income statement, balance sheet, statement of changes in equity, cash flows, notes and a summary of significant accounting policies for both the Group and the Parent Company. The Consolidated Financial Statements and the Parent Company Financial Statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the Consolidated Financial Statements and the Parent Company Financial Statements give a true and fair view of the assets, liabilities and financial position of the Group or the Company at 31 December 2019 and of the results of the Group and the Parent Company's operations and cash flows for the financial year 1 January - 31 December 2019 in accordance with the Danish Financial Statements Act.

### **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 Consolidated Financial Statements and the Parent Company Financial Statements" section of our report. We are independent of the Group 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 evidence we have obtained is sufficient and appropriate to provide a basis for our conclusion.

# Management's Responsibilities for the Consolidated Financial Statements and the Parent Company Financial Statements

Management is responsible for the preparation of Consolidated Financial Statements and the 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 Consolidated Financial Statements and the Parent Company Financial Statements that are free from material misstatement, whether due to fraud or error.

In preparing the Consolidated Financial Statements and the Parent Company Financial Statements, Management is responsible for assessing the Group's and the Parent 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 Consolidated Financial Statements and the Parent Company 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 Consolidated Financial Statements and the Parent Company Financial Statements

Our objectives are to obtain reasonable assurance about whether the Consolidated Financial Statements and the Parent Company 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 Consolidated Financial Statements and the Parent Company Financial Statements.

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



### INDEPENDENT AUDITOR'S REPORT

- Identify and assess the risks of material misstatement of the Consolidated Financial Statements and the Parent Company 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 Group's and the Parent 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 Consolidated Financial Statements and the Parent Company 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 Parent 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 Consolidated Financial Statements and the Parent Company 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 Parent Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and contents of the Consolidated Financial Statements and the Parent Company Financial Statements, including the disclosures, and whether the Consolidated Financial Statements and the Parent Company 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.

### Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the Consolidated Financial Statements and the Parent Company 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 Consolidated Financial Statements and the Parent Company Financial Statements, our responsibility is to read Management's Review and, in doing so, consider whether Management's Review is materially inconsistent with the Consolidated Financial Statements and the Parent Company 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 Financial Statements Act.

Based on the work we have performed, we conclude that 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 of Management's Review.



# INDEPENDENT AUDITOR'S REPORT

Aarhus, 10 March 2020

BDO Statsautoriseret revisionsaktieselskab CVR no. 20 22 26 70

Morten Trap Olesen State Authorised Public Accountant MNE no. mne35625



### FINANCIAL HIGHLIGHTS OF THE GROUP

	<b>2019</b> DKK '000	<b>2018</b> DKK '000	<b>2017</b> DKK '000	<b>2016</b> DKK '000	<b>2015</b> DKK '000
Income statement					
Gross profit	186.550	223.009	113.931	98.083	88.949
Operating profit before depreciation/EBITDA	58.960	107.500	39.985	31.581	30.723
Operating profit	34.562	73.642	39.511	31.038	30.140
Financial income and expenses, net	-372	-7.255	154	-154	25
Profit/loss for the year	24.533	62.664	30.883	23.415	23.590
Balance sheet Balance sheet total	306.272	315.777	71.447	31.395	57.962
Equity	223.567	234.034	34.961	4.079	31.493
Invested capital	162.527	170.170	38.347	3.200	30.621
Cash flows Investment in tangible fixed assets	-908	-1.592	-359	-163	-1.666
Average number of full-time	132	130	83	78	71
employees					
Ratios					
Rate of return	20.8	70.6	190.2	183.5	118.2
Solvency ratio	73.0	74.1	48.9	13.0	54.3
Return on equity	10.7	46.6	158.2	131.6	88.4

The ratios stated in the list of key figures and ratios have been calculated as follows:

Rate of return: Profit/loss on ordinary activities x 100

Average invested capital

Invested capital:

Invested capital:

Invested capital:

Invested capital:

Invested capital:

Invested capital:

Intangible fixed assets (ex goodwill) + tangible
assets + inventories + receivables + other working
current assets - trade payables - other provisions
- other long and short term working liabilities

Solvency ratio: Equity (ex. minorities), at year end x 100
Total equity and liabilities, at year end

Return on equity:  $\frac{\text{Profit/loss after tax x 100}}{\text{Average equity}}$ 

The ratios follow in all material respects the recommendations of the Danish Finance Society.

Due to the merger of Colliers International Danmark A/S and Sadolin & Albæk A/S numbers relating to financial years 2018 and 2019 contains both companies and subsidiaries in Sadolin & Akbæk A/S, whereas comparative figures only concerns Colliers International Danmark A/S.



### MANAGEMENT'S REVIEW

### Principal activities

The Group's core business areas are transaction procurement, rental services, property valuations, advisory services and analyses regarding commercial and investment properties, property portfolios and property companies.

### Development in activities and financial position

With a total of around 150 staff members and offices in Copenhagen, Aarhus, Aalborg, Odense and Vejle. Colliers Denmark is the leading commercial property advisor in Denmark, providing top-end value-added real estate advisory services.

In 2019, the Group gained market share. However, a substantial drop in transaction activity in the market compared to previous years had a negative impact on revenues.

Colliers Denmark is a part of the Colliers International Group (CIGI), which is the world's fastest growing listed commercial real estate company. Colliers is currently represented in 68 countries, employing more than 17,000 people, including affiliates.

### Profit/loss for the year compared to future expectations

In 2019, EBITDA ended at DKK ('000) 58,960 compared to DKK ('000) 107,500 in 2018. The decline is driven by a general slowdown in the market as well as substantial investments in the company's organization, aimed at further strengthening the ability to deliver strong performance going forward.

In 2019, profit amounted to DKK ('000) 24,533 after goodwill amortization of DKK ('000) 23,518. The balance sheet shows an equity of DKK ('000) 223,567 as of 31 December 2019.

Profit for the year is considered satisfactory and in line with management expectations.

# Significant events after the end of the financial year

No events have occurred after the end of the financial year that may be deemed of material importance to the Group's financial position.

### Special risks

The Group is not affected by any material risks other than those usual to the sector.

### **Knowledge resources**

The Group's activities are largely based on skills and knowledge. We are therefore committed to investing in the recruitment, development and retention of the best professionals in the sector, offering career options that stimulate and challenge talents.

### Future expectations

To maintain and develop our Group's market position and professional skills, there will be a continuous need to invest in organization, training and information technology. We will furthermore relocate to a new HQ in Copenhagen.

The Group expects somewhat brisker market activity in 2020, and we expect to match or even exceed the results achieved in 2019. The current situation after the coronavirus outbreak has however created substantial uncertainties.



# **INCOME STATEMENT 1 JANUARY - 31 DECEMBER**

	_	Gro	up	Parent company		
	Note	<b>2019</b> DKK	<b>2018</b> DKK	<b>2019</b> DKK		
GROSS PROFIT		186.549.968	223.008.586	111.289.590	135.319.817	
Staff costs  Depreciation, amortisation and	1	-127.589.724	-115.182.082	-114.988.528	-110.694.129	
impairment losses		-24.375.690	-33.857.752	-24.375.690	-33.857.752	
Other operating expenses		-22.250	-326.791	-22.250	-326.791	
OPERATING PROFIT		34.562.304	73.641.961	-28.096.878	-9.558.855	
Result of equity investments in						
group enterprises		0	13.671.452	49.378.203	78.718.265	
Other financial income	2	634.455		610.222		
Other financial expenses	3	-1.006.775	-7.754.325	-1.628.830	-7.750.400	
PROFIT BEFORE TAX		34.189.984	80.058.290	20.262.717	61.908.212	
Tax on profit for the year	4	-9.657.297	-17.394.251	4.269.970	755.827	
PROFIT FOR THE YEAR	5	24.532.687	62.664.039	24.532.687	62.664.039	



# **BALANCE SHEET AT 31 DECEMBER**

		Gro	oup	Parent company		
ASSETS	Note	<b>2019</b> DKK	<b>2018</b> DKK	<b>2019</b> DKK	<b>2018</b> DKK	
Client relationships, brand and						
backlog		86.400.000	98.720.000	86.400.000	98.720.000	
Goodwill		89.586.089	100.784.349	89.586.089	100.784.349	
Intangible fixed assets	6	175.986.089	199.504.349	175.986.089	199.504.349	
Other plants, fixtures and						
equipment		1.807.579	2.661.625	1.807.579	2.661.625	
Leasehold improvements		867.330	1.104.187	867.330	1.104.187	
Tangible fixed assets	7	2.674.909	3.765.812	2.674.909	3.765.812	
Equity investments in group						
enterprises		0	0	49.878.203	41.374.578	
Other securities		1.059	1.059	1.059	1.059	
Rent deposit		1.639.422	1.739.937	1.639.422	1.739.937	
Fixed asset investments	8	1.640.481	1.740.996	51.518.684	43.115.574	
FIXED ASSETS		180.301.479	205.011.157	230.179.682	246.385.735	
Trade receivables		49.954.402	54.255.431	30.062.339	25.131.205	
enterprises		60.059.268	34.951.303	60.059.273	34.951.303	
Other receivables		157.324		8.169	14.168	
Joint tax contribution receivable		157.524		968.653	0	
Prepayments and accrued income.	9	•	2.143.696	1.502.090	2.143.696	
Receivables	,	111.673.084		92.600.524	62.240.372	
Cash and cash equivalents		14.297.589	19.400.953	10.702.907	9.955.405	
CURRENT ASSETS		125.970.673	110.765.551	103.303.431	72.195.777	
ASSETS		306.272.152	315.776.708	333.483.113	318.581.512	



# **BALANCE SHEET AT 31 DECEMBER**

		Gro	ир	Parent company		
EQUITY AND LIABILITIES	Note	<b>2019</b> DKK	<b>2018</b> DKK	<b>2019</b> DKK	<b>2018</b> DKK	
Share capital	10	1.092.180	1.092.180	1.092.180	1.092.180	
according to equity value method		0	0	400.000	400.000	
Retained earnings		177.474.403	197.941.716	177.074.403	197.541.716	
Proposed dividend		45.000.000	35.000.000	45.000.000	35.000.000	
EQUITY		223.566.583	234.033.896	223.566.583	234.033.896	
Provision for deferred tax	11	17.228.355	20.007.539	17.228.355	20.007.539	
PROVISION FOR LIABILITIES		17.228.355	20.007.539	17.228.355	20.007.539	
Prepayments received		3.462.563	1.581.223	3.462.563	1.581.223	
Trade payables		1.267.065	2.360.148	1.207.065	2.360.148	
Payables to group enterprises		246.479	1.289.811	48.787.931	22.715.170	
Corporation tax		12.958.614		0	351.003	
Other liabilities		47.542.493	37.849.772	39.230.616	37.532.533	
Current liabilities		65.477.214	61.735.273	92.688.175	64.540.077	
LIABILITIES		65.477.214	61.735.273	92.688.175	64.540.077	
EQUITY AND LIABILITIES		306.272.152	315.776.708	333.483.113	318.581.512	
Contingencies etc.	12					
Charges and securities	13					
Related parties	14					
Consolidated financial statements	15					



# **EQUITY**

	Group			
	Share capital	Retained earnings	Proposed dividend	Total
Equity at 1 January 2019			35.000.000 -35.000.000 45.000.000	-35.000.000
Equity at 31 December 2019	1.092.180 17	77.474.403	45.000.000	223.566.583

### Parent company Reserve for net revaluation according to equity value Proposed Retained method dividend Share capital earnings Total Equity at 1 January 2019..... 400.000 197.541.716 35.000.000 234.033.896 1.092.180 Dividend paid..... -35.000.000 -35.000.000 Transfers to/from other items..... -49.378.203 49.378.203 Proposed distribution of profit..... 49.378.203 -69.845.516 45.000.000 24.532.687 Equity at 31 December 2019...... 1.092.180 400.000 177.074.403 45.000.000 223.566.583



# CASH FLOW STATEMENT 1 JANUARY - 31 DECEMBER

_	Gro	up	Parent company		
	<b>2019</b> DKK	<b>2018</b> DKK	<b>2019</b> DKK	<b>2018</b> DKK	
Profit for the year	24.532.687	62.664.039	24.532.687	62.664.039	
Reversed depreciation of the year	24.375.690 22.250 0 10.179.430 -18.654.319 -20.308.486	326.791 -13.671.452 17.394.251	24.375.690 22.250 -49.378.203 -3.747.837 -351.003 -29.391.499	33.857.752 326.791 -78.718.265 -755.827 -854.509 28.799.885	
Change in current liabilities (ex bank and tax)	9.437.646	-24.039.849	28.499.101	-22.035.850	
CASH FLOWS FROM OPERATING ACTIVITY	29.603.116	98.161.120	-5.420.596	23.284.016	
Other cash flow from investing activity Purchase of tangible fixed assets Sale of tangible fixed assets Purchase of financial assets Sale of financial assets Dividend and sales of associated companies. Received dividend in the financial year	0 -907.721 1.100.727 -23.117 123.631 0	-212.378 214.458	0 -907.721 1.100.727 -23.117 123.631 0 40.874.578	-212.378 214.458	
CASH FLOWS FROM INVESTING ACTIVITY	293.520	26.295.454	41.168.098	91.727.010	
Dividend paid in the financial year	-35.000.000	-153.083.548	-35.000.000	-153.083.548	
CASH FLOWS FROM FINANCING ACTIVITY	-35.000.000	-153.083.548	-35.000.000-	153.083.548	
CHANGE IN CASH AND CASH EQUIVALENTS.	-5.103.364	-28.626.974	747.502	-38.072.522	
Cash and cash equivalents at 1. januar	19.400.953	48.027.927	9.955.405	48.027.927	
CASH AND CASH EQUIVALENTS AT 31. DECEMBER	14.297.589	19.400.953	10.702.907	9.955.405	



_	Gro	ир	Parent co		
	<b>2019</b> DKK	<b>2018</b> DKK	<b>2019</b> DKK	<b>2018</b> DKK	Note
Staff costs Average number of employees Group: 132 (2018: 130) Parent company: 128 (2018: 127)					1
Wages and salaries Pensions Social security costs Other staff costs	120.899.307 1.492.832 889.247 4.308.338	109.029.861 1.258.073 922.517 3.971.631	108.319.450 1.492.832 867.908 4.308.338	104.586.785 1.258.073 877.640 3.971.631	
	127.589.724	115.182.082	114.988.528	110.694.129	
Remuneration of management	11.858.297	7.588.022	8.829.703	7.524.998	
	11.858.297	7.588.022	8.829.703	7.524.998	
Other financial income Interest income from group	548.577	492.501	524.344	492.501	2
Other interest income	85.878	6.701	85.878	6.701	
	634.455	499.202	610.222	499.202	
Other financial expenses Interest expenses group enterprises. Other interest expenses	0 1.006.775	7.088.165 666.160	669.310 959.520	7.088.165 662.235	3
	1.006.775	7.754.325	1.628.830	7.750.400	
Tax on profit for the year Calculated tax on taxable income of the year	12.958.614	23.749.549	-968.653	5.446.233	4
Adjustment of tax in previous years. Adjustment of deferred tax	-522.133 -2.779.184	53.260 -6.408.558	-522.133 -2.779.184	206.498 -6.408.558	
	9.657.297	17.394.251	-4.269.970	-755.827	
Proposed distribution of profit Proposed dividend for the year Extraordinary dividend Allocation to reserve for net revaluation according to equity	45.000.000 0	35.000.000 59.322.148	45.000.000 0	35.000.000 59.322.148	5
value method	0 -20.467.313	0 -31.658.109	49.378.203 -69.845.516	41.274.578 -72.932.687	
	24.532.687	62.664.039	24.532.687	62.664.039	



Intangible fixed assets	Gro	up
	Client	<u>'</u>
	relationships,	
	brand and	
	backlog	Goodwill
Cost at 1 January 2019	120.190.000	111.982.610
Cost at 31 December 2019	120.190.000	111.982.610
Amortisation at 1 January 2019	21.470.000	11.198.261
Amortisation for the year	12.320.000	11.198.260
Amortisation at 31 December 2019	33.790.000	22.396.521
Carrying amount at 31 December 2019Intangible fixed assets	86.400.000	89.586.089
intaligible liked assets	Parent c	ompany
	Client	
	relationships,	
	brand and	
	backlog	Goodwill
Cost at 1 January 2019	120.190.000	111.982.610
Cost at 31 December 2019	120.190.000	111.982.610
Amortisation at 1 January 2019	21.470.000	11.198.261
Amortisation for the year	12.320.000	11.198.260
Amortisation at 31 December 2019	33.790.000	22.396.521
Carrying amount at 31 December 2019	86.400.000	89.586.089
Tangible fixed assets		
	Gro	ир
	Other plants,	
	fixtures and	Leasehold
	equipment	improvements
Cost at 1 January 2019	11.425.110	2.047.439
Additions	893.601	14.120
Disposals	-1.325.904	0
Cost at 31 December 2019	10.992.807	2.061.559
Depreciation and impairment losses at 1 January 2019	8.763.485	943.252
Reversal of depreciation of assets disposed of	-184.709	0
Depreciation for the year	606.452	250.977
Depreciation and impairment losses at 31 December 2019	9.185.228	1.194.229
Carrying amount at 31 December 2019	1.807.579	867.330



Tangible fixed assets (continued)		Parent co	mpany
			,
		Other plants,	1
		fixtures and	Leasehold
		equipment	improvements
Cost at 1 January 2019		11.425.110	2.047.439
Additions		893.601	14.120
Disposals		-1.325.904	0
Cost at 31 December 2019		10.992.807	2.061.559
Depreciation and impairment losses at 1 January		8.763.485	943.252
Reversal of depreciation of assets disposed of		-184.709	0
Depreciation for the year		606.452	250.977
Depreciation and impairment losses at 31 Dece	mber 2019	9.185.228	1.194.229
Carrying amount at 31 December 2019		1.807.579	867.330
Fixed asset investments		Grou	מו
		Other securities	Rent deposit
		Carlot Securities	acposit
Cost at 1 January 2019		11.550	1.739.936
Additions		0	23.117
Disposals		0	-123.631
Cost at 31 December 2019		11.550	1.639.422
Revaluation at 1 January 2019		-10.491	0
Carrying amount at 31 December 2019		1.059	1.639.422
, ,			
_	P	arent company	
	Equity		
	investments in		
g	roup enterprises	Other securities	Rent deposit
Cost at 1 January 2019	100.000	11.550	1.739.936
Additions	0	0	23.117
Disposals	0	0	-123.631
Cost at 31 December 2019	100.000	11.550	1.639.422
Develoption at 4 January 2040	44 274 570	40 404	^
Revaluation at 1 January 2019	41.274.578	-10.491	0
Dividend	-40.874.578	0	0
Profit for the year	49.378.203	0	0
Revaluation at 31 December 2019	49.778.203	-10.491	0
Carrying amount at 31 December 2019	49.878.203	1.059	1.639.422



Fixed asset investments (continued) Investments in subsidiaries (DKK)	)			
Name and registered office		Equity	Profit/loss for the year	Ownership
Colliers International Investment Serv		49.878.203	49.378.203	100 %
	Gro	un.	Parent co	ompany
<del>-</del>	<b>2019</b> DKK	<b>2018</b> DKK	2019 DKK	2018 DKK
Prepayments and accrued income Prepaid expenses	1.502.090	2.143.696	1.502.090	2.143.696
	1.502.090	2.143.696	1.502.090	2.143.696
Prepayments and accrued income inc relating to the following financial yea		expenses, prim	2019	2018
Share capital Specification of the share capital: A-shares, 1.092 in the denomination o	of 1.000 DKK		DKK 1.092.180	DKK 1.092.180
			1.092.180	1.092.180
Provision for deferred tax Provision for deferred tax comprises intangible and tangible fixed assets.	deferred tax (	on contract wo	rk in progress, i	inventory and
_	Gro		Parent co	
	<b>2019</b> DKK	<b>2018</b> DKK	<b>2019</b> DKK	<b>2018</b> DKK
Deferred tax, beginning of year Deferred tax of the year, income statement	20.007.539 -2.779.184	-134.552 -6.299.709	20.007.539 -2.779.184	-134.552 -6.299.709
Deferred tax of the year, equity	0	26.441.800	0	26.441.800
Provision for deferred tax 31	17.228.355	20.007.539	17.228.355	20.007.539



Note Contingencies etc. 12 Contingent liabilities Rental liabilities relating to non-terminable contracts amount to DKK ('000) 4,801 of which DKK ('000) 3,558 is due for payment in 2020. The company has signed lease agreements with the latest expiry on 31 December 2022. The total liability in the lease period is DKK ('000) 1,090 of which DKK ('000) 774 is due for payment in 2020. Danske Bank has issued a bank guarantee of DKK ('000) 189 relating to non-paid rent deposit for tenancies in Aalborg. The company has entered into a rental liability after the balance sheet date which at the time of signing the agreement is DKK ('000) 19,153 during the period of non-terminability which expires at 01 June 2020. Joint liabilities The company is jointly and severally liable together with the parent company and the other group companies in the joint taxable group for tax on the group's joint taxable income and for certain possible withholding taxes, such as dividend tax, etc. Tax payable on the Group's joint taxable income is stated in the annual report of Colliers International Denmark Holdings ApS, which serves as management company for the joint taxation. Charges and securities 13 As security for all accounts with Danske Bank, a receivables charge has been registered of a nominal amount of DKK ('000) 15,000 which is secured on claims of carrying amount of DKK ('000) 30,062 at 31 December 2019. The company does not have any debt to its bank at 31 December 2019. Related parties 14 The Company's related parties include: Controlling interest Colliers International Group Inc. is the ultimate parent company.

# Other related parties having performed transactions with the company

The company's related parties having af significant influence comprise other companies in the international Colliers Group subsidiaries as well as the companies' Board of Directors, Board of Executives and executive officers and their relatives. Related parties include also companies in which the above mentioned group of persons has material interests.

# Transactions with related parties

The company did not carry out any substantial transactions that were not concluded on market conditions.



Note

# Consolidated financial statements

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The company is included in the consolidated financial statements of Colliers International Group Inc., Toronto, Canada,, which is the company's ultimate parent company at the balance sheet date. The consolidated financial statements may be obtained Nasdaq.



The Annual Report of Colliers International Danmark A/S for 2019 has been presented in accordance with the provisions of the Danish Financial Statements Act for enterprises in reporting class C, medium enterprise.

The Annual Report is prepared consistently with the accounting principles applied last year.

### Consolidated financial statements

The consolidated financial statements include the parent company Colliers International Danmark A/S and its subsidiaries in which Colliers International Danmark A/S directly or indirectly holds more than 50% of the voting rights or in any other way has a controlling influence. Enterprises in which the group holds between 20% and 50% of the voting rights and exercises significant, but not controlling influence, are considered associates, see the group structure.

The consolidated financial statements consolidate the financial statements of the parent company and the subsidiaries by combining uniform accounts items. Intercompany income and expenses, shareholdings, internal balances and dividend, and realised and unrealised gains and losses arising from transactions between the consolidated enterprises are fully eliminated in the consolidation.

New acquired or established enterprises are recognised in the consolidated financial statements from the time of acquisition. Sold or wound up enterprises are recognised in the consolidated income statement up to the time of disposal. Comparative figures are not adjusted for new acquired, sold or wound up enterprises.



### INCOME STATEMENT

### Net revenue

Net revenue comprises fees for consultancy services and commission from sale of properties and property companies. The production method is used in the income recognition, however, success fees are not recognised until the successful event has occurred.

The successful event is assessed to be completed when the income generating service has been delivered, the income can be measured reliably and it is most likely at the time of recognition that the economic benefits related to the transaction will be received by the company.

### Other operating income

Other operating income includes items of a secondary nature in relation to the enterprises' principal activities, including profit from sale of intangible and tangible fixed assets.

### Other operating expenses

Other operating expenses include items of a secondary nature in relation to the enterprises' principal activities, including loss from sale of intangible and tangible fixed assets.

### Cost of sales

Cost of sales comprise costs incurred to achieve the net revenue for the year.

### Other external expenses

Other external expenses include cost of sales, advertising, administration, buildings, bad debts, operational lease expenses, etc.

Payments related to operating lease expenses and other lease agreements are recognised in the Income Statement during the continuance of the contract. The Company's total liability concerning operating and other lease agreements are stated under contingencies, etc.

### Staff costs

Staff costs comprise wages and salaries, including holiday pay and pensions and other costs for social security etc. for the company's employees. Repayments from public authorities are deducted from staff costs.

### Investments in subsidiaries

The income statement of the parent company recognises the proportional share of the results of each subsidiary after full elimination of intercompany profits/losses and deduction of amortisation of goodwill.

# Financial income and expenses

Financial income and expenses include interest income and expenses, financial expenses of finance leases, realised and unrealised gains and losses arising from investments in financial assets, debt and transactions in foreign currencies, amortisation of financial assets and liabilities as well as charges and allowances under the tax-on-account scheme etc. Financial income and expenses are recognised in the income statement by the amounts that relate to the financial year.

# Tax

The tax for the year, which consists of the current tax for the year and changes in deferred tax, is recognised in the income statement by the portion that may be attributed to the profit for the year, and is recognised directly in the equity by the portion that may be attributed to entries directly to the equity.



### **BALANCE SHEET**

### Intangible fixed assets

Acquired goodwill is measured at cost less accumulated amortisation. Goodwill is amortised on a straight-line basis over the expected useful life which is estimated to 10 years. The period of amortisation is determined based on an assessment of the acquired company's position in the market and earnings profile, and the industry-specific conditions.

Client Relationships, Brand and Backlog are measured at cost less accumulated depreciation and impairment losses. The depreciation base is cost.

Straight-line depreciation is provided on the basis of an assessment of the expected useful lives of the assets.

The depreciation period is 10 years regarding Client Relationships, 2 years regarding Brand and 1 year regarding Backlog.

### Tangible fixed assets

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

The depreciation base is cost less estimated residual value after end of useful life.

The cost includes the acquisition price and costs incurred directly in connection with the acquisition until the time when the asset is ready to be used.

Straight-line depreciation is provided on the basis of an assessment of the expected useful lives of the assets and their residual value:

	Useful life	Residual value
Other plant, fixtures and equipment	5 years	0 %
Leasehold improvements	5-10 years	0 %

Profit or loss on disposal of tangible fixed assets is stated as the difference between the sales price less selling costs and the carrying amount at the time of sale. Profit or loss is recognised in the income statement as other operating income or other operating expenses.

# Fixed asset investments

Fixed asset investments also include public quoted shares that are not expected to be disposed of. These shares are measured at market value (quoted price) on the balance sheet date.

Deposits include rental deposits which are recognised and measured at amortised cost. Deposits are not depreciated.

# Impairment of fixed assets

The carrying amount of intangible fixed and tangible assets together with fixed assets, which are not measured at fair value, are valued on an annual basis for indications of impairment other than that reflected by amortisation and depreciation.

In the event of impairment indications, an impairment test is made for each asset or group of assets, respectively. If the net realisable value is lower than the carrying amount, the assets are written down to the lower value.

The recoverable amount is calculated at the higher of net selling price and capital value. The capital value is determined as the fair value of the expected net cash flows from the use of the asset or group of assets and the expected net cash flows from sale of the asset or group of assets after the end of its useful life.



### **Receivables**

Receivables are measured at amortised cost which usually corresponds to nominal value. The value is reduced by impairment losses to meet expected losses.

### Accruals, assets

Accruals recognised as assets include costs incurred relating to the subsequent financial year.

### Tax payable and deferred tax

Current tax liabilities and receivable current tax are recognised in the balance sheet as the calculated tax on the taxable income for the year, adjusted for tax on the taxable income for previous years and taxes paid on account.

The Company is subject to joint taxation with Danish group companies. The current corporation tax is distributed among the joint taxable companies in proportion to their taxable income and with full allocation and refund related to tax losses. The joint taxable companies are included in the on account tax scheme. Joint taxation contributions receivable and payable are recognised in the Balance Sheet under current assets and liabilities, respectively.

Deferred tax is measured on the temporary differences between the carrying amount and the tax value of assets and liabilities.

Deferred tax assets, including the tax value of tax loss carry-forwards, are measured at the expected realisable value of the asset, either by set-off against 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 under the legislation in force on the balance sheet date will be applicable when the deferred tax is expected to crystallise as current tax. Any changes in the deferred tax resulting from changes in tax rates, are recognised in the income statement, except from items recognised directly in equity.

### Liabilities

Amortised cost for short-term liabilities usually corresponds to the nominal value.

### Foreign currency translation

Transactions in foreign currencies are translated at the rate of exchange on the transaction date. Exchange differences arising between the rate on the transaction date and the rate on the payment date are recognised in the income statement as a financial income or expense.

If the foreign exchange position is considered to hedge future cash flows, the unrealised exchange adjustments are recognised directly in the equity.

Receivables, payables and other monetary items in foreign currencies that are not settled on the balance sheet date are translated at the exchange rate on the balance sheet date. The difference between the exchange rate on the balance sheet date and the exchange rate at the time of occurrence of the receivables or payables is recognised in the income statement as financial income or expenses.

Fixed assets acquired in foreign currencies are translated at the rate of exchange on the transaction date.

### **CASH FLOW STATEMENT**

The cash flow statement shows the company's cash flows for the year for operating activities, investing activities and financing activities in the year, the change in cash and cash equivalents of the year and cash and cash equivalents at beginning and end of the year.



# Cash flows from operating activities:

Cash flows from operating activities are computed as the results for the year adjusted for non-cash operating items, changes in net working capital and corporation tax paid.

### Cash flows from investing activities:

Cash flows from investing activities include payments in connection with purchase and sale of intangible and tangible fixed asset and fixed asset investments.

# Cash flows from financing activities:

Cash flows from financing activities include changes in the size or composition of share capital and related costs, and borrowings and repayment of interest-bearing debt and payment of dividend to shareholders.

# Cash and cash equivalents:

Cash and cash equivalents include bank overdraft and cash in hand.