

# Verdane Capital VII K/S

Sundkrogsgade 21, 2100 Copenhagen

CVR no. 32 15 35 34

Annual Report 2017

Chairman

A handwritten signature in blue ink, appearing to read 'Rasmus', is written over a horizontal line.

Approved at the Company's general partner meeting on 21/3 - 2018

## CONTENTS

---

Management's statement .....	2
Independent auditor's report on the financial statement .....	3
Company information .....	5
Management's review .....	6
Financial highlights.....	8
Statement of comprehensive income .....	9
Balance sheet 31 December .....	10
Statement of changes in equity for the years 2016 and 2017.....	11
Cash flow statement .....	12
Notes to the financial statements.....	13

## MANAGEMENT'S STATEMENT

---

The Management has today discussed and approved the Annual Report of Verdane Capital VII K/S for the financial year 1 January 2017 - 31 December 2017.

The Annual Report has been prepared in accordance with the International Financial Reporting Standards, which is approved by EU and further Danish disclosure requirements according to the Danish Financial Statements Act.

It is my opinion that the financial statements give a true and fair view of the Company's financial position at 31 December 2017 and of the results of the Company's operations and cash flow for the financial year 1 January 2017 - 31 December 2017.

Further, in my opinion, the Management's review gives a fair review of the matters discussed in the Management's review.

I recommend that the Annual Report be approved at the General Partner meeting.

Copenhagen, 27 February 2018

On behalf of the General Partner:  
Verdane Capital VII GP ApS

  
Birger Nergaard

## INDEPENDENT AUDITOR'S REPORT ON THE FINANCIAL STATEMENT

---

### To the Limited Partners of Verdane Capital VII K/S.

#### **Opinion**

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 December 2017, and of the results of the Company's operations and cash flows for the financial year 1 January - 31 December 2017 in accordance with International Financial Reporting Standards as adopted by the EU and further requirements in the Danish Financial Statements Act.

We have audited the Financial Statements of Verdane Capital VII K/S for the financial year 1 January - 31 December 2017, which comprise statement of comprehensive income, balance sheet, statement of cash flows, statement of changes in equity and notes, including a summary of significant accounting policies.

#### **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 Financial 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 International Financial Reporting Standards as adopted by the EU and further requirements in 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 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

## INDEPENDENT AUDITOR'S REPORT ON THE FINANCIAL STATEMENT

---

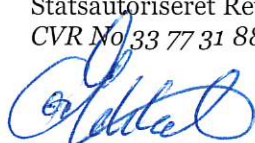
accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic 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 judgment and maintain professional skepticism 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 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.

Copenhagen, 27 February 2018  
**PricewaterhouseCoopers**  
Statsautoriseret Revisionspartnerselskab  
CVR No 33 77 31 88



Niels Henrik B. Mikkelsen  
State Authorised Public Accountant  
mne16675

## COMPANY INFORMATION

---

Company name	Verdane Capital VII K/S
CVR NO.	32 15 35 34
Address	c/o Intertrust (Denmark) A/S, Harbour House Sundkrogsgade 21 DK-2100 Copenhagen
Management	Birger Nergaard
Auditors	PricewaterhouseCoopers Statsautoriseret Revisionspartnerselskab Strandvejen 44 DK-2900 Hellerup
Chairman	Rasmus Madsen
General Partner (Authorised to sign for the Company)	Verdane Capital VII GP ApS c/o Intertrust (Denmark) A/S, Harbour House Sundkrogsgade 21 DK-2100 Copenhagen

## REVIEW

---

### **Principal activities of the Company**

The Company contributes venture capital to competitive enterprises. The objects of the Company are to conduct business through investments in shares in other companies. The Company is an investment company, advocating an independent approach for each portfolio company to optimize its growth and development potential. Each portfolio company develops and executes independent value creation plans and the Company aims to create long-term value for its investors through active ownership in the portfolio companies.

### **Development in activities and financial matters**

The Company's financial position and the result of the year will be shown in the following income statement of the financial year 1 January 2017 - 31 December 2017 and the balance sheet as per 31 December 2017.

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

At the end of 2017, the portfolio was valued at 2.9x multiple to cost. The positive value development in 2017 was mainly driven by improved operating performance across the portfolio, resulting in fully or partial exits in both the Core and Core Candidates portfolio. The fund has also received several escrow and earn-out payments from several of the prior years' exits.

As the investment period ended in 2013 only minor follow-on investments were made to the portfolio during 2017. The remaining investment portfolio consist of a broad range of promising companies with strong offerings and value propositions, well positioned for continued growth. Focus the years ahead will be development and value creation in existing portfolio.

The Company's net profit was MSEK 936 which is considered satisfactory by the Management.

The Management confirms that the Company is a going concern and that the 2017 financial statements have been prepared on a going concern basis.

### **Expectations to next year**

Management expect expenses to be at a level similar to 2017. The expectations to next year does not include expectations to value adjustments of investments.

### **Risks**

Financial and other risks material to the financial statements is presented in section "Notes to the financial statements". Please refer to note 3. For information about the methods and assumptions used in determining fair value please refer to note 2 and 4.

### **Employees**

There have been no employees in the Company during the period.

### **Non-discrimination efforts**

As there have been no employees in the Company during the period there are no policies or measurements regarding equal opportunities or non-discrimination in the Company.

### **Environmental efforts**

The Company's activities usually do not cause detectable harm or damage to the environment. The Company through its ownership in the portfolio companies strives to contribute to environmental improvements. The Company believes that strengthening sustainability practices will benefit companies both in the short and long term. The direct positive impact on the environment also translates into economic gains.

## REVIEW

---

### **Corporate Responsibility**

The Company's operating model reflects the fact that each of the portfolio companies are independent companies which operates in different industries and countries and therefore face different corporate responsibility risks. As a holding company, the Company is responsible for setting the overall corporate responsibility priorities and providing the appropriate risk management framework through active ownership. In turn, each portfolio company is responsible for defining their own corporate responsibility strategy with relevant activities and actions, and where necessary, supporting policies.

Within the corporate responsibility efforts, the Company is focused on the environmental, social and governance areas that build financial and non-financial value in the portfolio companies. Also, by creating value and return to the Company's investors the Company build value to universities and pension funds among others and by that affecting the society at large.

### **Consolidated financial statements**

The Company meets the conditions of being an investment entity and is exempt from preparing consolidated financial statements for 2017. For further explanation, please refer to the disclosures.



## FINANCIAL HIGHLIGHTS

### Financial Highlights

The financial highlights and ratios for the Fund per December 31, 2017, were as follows:

	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>
	TSEK	TSEK	TSEK	TSEK	TSEK
<b>Financial highlights</b>					
Value adjustments of investments	962,097	571.446	687.139	744.007	410.638
Financial income/expense	3,027	-266	-10,397	2,705	8,095
Net profit/loss for the year	932,637	540.030	643.392	706.082	360.929
Total non-current assets	2,225,337	2.708.611	2.262.184	2.628.856	1.517.210
Total assets	3,195,401	2.727.373	2.262.300	2.680.269	1.734.414
Equity	3,189,225	2.726.600	2.244.223	2.533.204	1.637.227
<b>Financial ratios</b>					
Gross IRR	33.5%	31.3%	33.3%	32.8%	28.3%
Net IRR	23.8%	22.2%	22.0%	24.0%	17.8%
Distributions to paid-in capital (DPI)	1.1	0.8	0.8	0.2	0.2
Residual value to paid-in-capital (RVPI)	1.3	1.2	1.2	1.5	1.2
Total value to paid-in capital (TVPI)	2.4	2.0	2.0	1.7	1.4
Paid-in capital to committed capital	1.3	1.3	1.2	1.1	1.0

The financial ratios have been calculated in accordance with the recommendations of Invest Europe, previously The European Venture Capital Association (EVCA reporting guidelines June 2006 (updated 2010)).

**IRR (Internal rate of return)** – in line with the “International Private Equity and Venture Capital” (IPEV) “Valuation Guidelines” and in order to present to the investors the reporting of IRR ratio will start 24 months after the first of 1) the due date of the initial capital call or 2) the date of the first investment.

**Gross IRR** – the total rate of return on an investment, before deduction of fees, expenses etc.

**Net IRR** – the total rate of return on an investment, after deduction of fees, expenses, carried interest etc.

**DPI** – the ratio of capital distributed to the Limited Partners by the fund, relative to contributions.

**RVPI** – the ratio of the current value of all remaining investments in a fund, relative to the total contributions of Limited Partners.

**TVPI** – the ratio of the current value of remaining investments in the fund, including the total value of all distributions to date, relative to the total amount of capital paid in to the fund.

**STATEMENT OF COMPREHENSIVE INCOME**

	<u>Note</u>	<u>2017</u> TSEK	<u>2016</u> TSEK
Value adjustment of investments		962,097	571,446
Other external costs		-29,460	-31,416
<b>Operating profit/(loss) (EBIT)</b>		<b>932,637</b>	<b>540,030</b>
Financial income		3,046	98
Financial expenses		-19	-364
<b>Profit/(loss) before tax</b>		<b>935,664</b>	<b>539,764</b>
Tax on net profit/(loss) for the year		0	0
<b>Net profit/(loss) for the year</b>		<b>935,664</b>	<b>539,764</b>
Other comprehensive income		0	0
<b>Comprehensive income</b>		<b>935,664</b>	<b>539,764</b>

**STATEMENT OF CHANGES IN EQUITY FOR THE YEARS 2016 AND 2017**

	<u>Note</u>	<u>2017</u> TSEK	<u>2016</u> TSEK
<b>ASSETS</b>			
Investments in subsidiaries	4+5	620,722	713.078
Investments in associates	4+5	1,507,067	1.988.334
Other investments		97,548	7.199
<b>Total non-current assets</b>		<b>2,225,337</b>	<b>2.708.611</b>
Other receivables		933,609	12.237
<b>Total receivables</b>		<b>933,609</b>	<b>12.237</b>
Cash and cash equivalents		36,455	6.525
<b>Total cash and cash equivalents</b>		<b>36,455</b>	<b>6.525</b>
<b>Total current assets</b>		<b>970,064</b>	<b>18.762</b>
<b>Total assets</b>		<b>3,195,401</b>	<b>2.727.373</b>
<b>EQUITY AND LIABILITIES</b>			
Contributed capital		-145,566	327,474
Revaluation reserve		433,260	520,370
Retained earnings/(losses)		2,901,531	1,878,756
<b>Total equity</b>		<b>3,189,225</b>	<b>2,726,600</b>
Trade payables		5,845	131
Other payables		331	642
<b>Total short-term liabilities</b>		<b>6,176</b>	<b>773</b>
<b>Total liabilities</b>		<b>6,176</b>	<b>773</b>
<b>Total liabilities and equity</b>		<b>3,195,401</b>	<b>2.727.373</b>

**STATEMENT OF CHANGES IN EQUITY FOR THE YEARS 2016 AND 2017**

	<b>Contributed capital</b>	<b>Revaluation reserve</b>	<b>Retained earnings</b>	<b>Equity</b>
	<b>TSEK</b>	<b>TSEK</b>	<b>TSEK</b>	<b>TSEK</b>
Balance 1 January 2016	384,861	0	1,859,362	2,244,223
Capital increase	61,179	0	0	61,179
Capital reduction	-118,566	0	0	-118,566
Result of the year	0	520,370	19,394	539,764
<b>Limited partners equity total 31 December 2016</b>	<b>327,474</b>	<b>520,370</b>	<b>1,878,756</b>	<b>2,726,600</b>
	<b>Contributed capital</b>	<b>Revaluation reserve</b>	<b>Retained earnings</b>	<b>Equity</b>
	<b>TSEK</b>	<b>TSEK</b>	<b>TSEK</b>	<b>TSEK</b>
Balance 1 January 2017	327,474	520,370	1,878,756	2,726,600
Capital increase	8,342	0	0	8,342
Capital reduction	-481,382	0	0	-481,382
Result of the year	0	-87,110	1,022,775	935,665
<b>Limited partners equity total 31 December 2017</b>	<b>-145,566</b>	<b>433,260</b>	<b>2,901,531</b>	<b>3,189,225</b>

**CASH FLOW STATEMENT**

	<u>2017</u> TSEK	<u>2016</u> TSEK
Operating profit/(loss) (EBIT)	932,637	540,030
Purchase of financial investments (portfolio Companies)	-4,197	-28,328
Proceeds from financial investments	1,449,566	165,957
Value adjustment of investments (unrealized)	-476,677	-520,370
Realized gain/loss from financial investments	-485,419	-51,075
Change in working capital	-915,968	-29,426
Financial income received	3,046	98
Financial expense paid	-19	-364
<b>Cash flow from operating activities</b>	<b><u>502,969</u></b>	<b><u>76,522</u></b>
Paid in contributed capital	8,342	61,179
Distributions paid to limited partners	-481,382	-118,566
<b>Cash flow from financing activities</b>	<b><u>-473,040</u></b>	<b><u>-57,387</u></b>
<b>Net increase in cash and cash equivalents</b>	<b><u>29,929</u></b>	<b><u>19,135</u></b>
Cash and cash equivalents at the beginning of the year	6,526	-12,610
<b>Cash and cash equivalents at the end of the year</b>	<b><u>36,455</u></b>	<b><u>6,525</u></b>

## NOTES TO THE FINANCIAL STATEMENTS

---

### 1. Summary of significant accounting policies

#### **General information**

The Annual Report of the Company has been prepared in accordance with the provisions of the International Financial Reporting Standard which is approved by the EU and further disclosure requirements according to the Danish Financial Statements Act for Class C (large entities).

The Annual Report is prepared in TSEK which is the functional currency of the Company.

Currency exchange rate (SEK/DKK):

31/12/17: 75.63

31/12/16: 77.83

The most significant elements of the accounting principles applied are described below.

#### **New standards, amendments and interpretations not yet adopted**

The International Accounting Standards Board (IASB) has issued a number of new or amended and revised accounting standards and interpretations that have not yet come into effect. These new IFRSs have not been applied in preparing the financial statements for 2017. The Company has assessed the impact of these new standards and none is expected to have a significant effect on the financial statements.

There are no IFRSs or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the financial statements for 2017.

However, the Company has evaluated the expected impact on future periods from some of the IFRSs not yet effective:

IFRS 9 "Financial Instruments", with effective date 1 January 2018. The standard includes requirements on the classification and measurement of financial instruments and hedging requirements. The Company has assessed the impact of the standard and it is expected not to have significant impact on the financial statements, as the Company continues to recognise and measure entity investments at fair value through profit/loss.

#### **Explanation on omitting consolidated financial statements**

Verdane Capital VII K/S has multiple unrelated investors and holds multiple investments in both subsidiaries and in associates. The Company has been deemed to meet the definition of an investment entity per IFRS 10 as the following conditions exist:

- 1) The Company has obtained funds for the purpose of providing investors with professional investment management services,
- 2) the Company's business purpose, which was communicated directly to investors, is investing for capital appreciation and investment income and
- 3) the investments are measured and evaluated on a fair value basis.

As the Company meets the conditions above, it is exempt from consolidating its subsidiaries. Instead, it records its controlled investments as financial assets at fair value through profit or loss.

#### **Foreign currency translation**

Transactions denominated in foreign currencies are translated at the exchange rates at the date of the transaction.

Receivables, liabilities and other items in foreign currencies which have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date.

## NOTES TO THE FINANCIAL STATEMENTS

---

Realised and unrealised exchange rate adjustments are included in the income statement as financial income/expenses.

### **Balance sheet**

#### ***Investments in portfolio companies etc.***

Investments in subsidiaries, associates, other securities and investments comprise investments in portfolio companies and are measured at fair value on the balance sheet date. Value adjustments are recognised in the income statement.

Investments in portfolio companies are measured according to the guidelines of the "International Private Equity and Venture Capital" (IPEV) "Valuation Guidelines" which is why investments are recognised at fair value at the balance sheet date.

Investments in portfolio companies traded in an active market are measured on the basis of the last market price. Unlisted portfolio companies are valued either by way of a capital increase round or part sale based on the value of comparable companies as well as by applying traditional measurement methods.

#### ***Fair value estimation***

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value of financial assets traded in active markets (such as publicly traded derivatives and equity securities publicly traded on a stock exchange) are based on quoted market prices at the close of trading on the reporting date.

Fair value for unlisted equity securities are determined by the General Partner using valuation techniques. Such valuation techniques may include earnings multiples and discounted cash flows. The Partnership adjust the valuation model as deemed necessary for factors such as non-maintainable earnings, tax risk, growth stage and cash traps.

In determining fair value, the General Partner in many instances relies on the financial data of investee portfolio companies and on estimates by the management of the investee portfolio companies as to the effect of future developments. Although the General Partner uses its best judgement, and cross-references results of primary valuation models against secondary models in estimating the fair value of investments, there are inherent limitations in any estimation techniques.

The fair value estimates presented herein are not necessarily indicative of an amount the Partnership could realise in a current transaction. Future confirming events will also affect the estimates of fair value. The effect of such events on the estimates of fair value, including the ultimate liquidation of investments, could be material to the financial statements.

#### ***Receivables***

Receivables are measured at amortised cost. Write-downs for bad debt are based on individual assessment of receivables.

#### ***Equity***

An amount corresponding to net positive unrealised value adjustments is presented as "revaluation reserve" under the equity.

#### ***Liabilities***

Liabilities are measured at amortised cost equal to nominal value.

## NOTES TO THE FINANCIAL STATEMENTS

---

### **Comprehensive income statement**

#### ***Value adjustments of investments***

The value adjustment of investments in to portfolio companies comprises value adjustments realized from sale and value adjustments unrealized from any revaluation or impairment of investments in portfolio companies at fair value. Dividend received from investments are included in value adjustments.

#### ***Other external costs***

Management fee comprises of management fee for the period calculated according to the Limited Partnership Agreement. Administrative expenses comprise expenses for establishing the Company and managing the operations of the company, including audit costs, legal advisors and other general expenses.

#### ***Financial items***

Financial income and expense and similar items are recognised in the income statement with the amounts relating to the reporting period. Net financials include interest income and expense and realised and unrealised exchange rate gains and losses on foreign currency transactions.

#### ***Tax on profit/loss for the year***

The Company is not independently liable to tax and consequently tax has not been recognized.

#### ***Cash Flow Statement***

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

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

Cash flows from financing activities comprise cash flows from payments/distributions and contributions to and from shareholders/limited partners.

Cash and cash equivalents comprise "Cash at bank and in hand" as well as balances in "Credit institutions". The cash flow statement cannot be immediately derived from the published financial records.



## NOTES TO THE FINANCIAL STATEMENTS

---

### **2. Critical accounting estimates and judgments**

Verdane Capital VII K/S makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are to be reasonable under the circumstances. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are presented below.

#### ***Fair value of investments***

The fair value of securities that are not quoted in an active market are determined by using valuation techniques described below. The Company's general partner seeks to adhere both to Invest Europe, previously the European Venture Capital Association (EVCA) reporting standards and to the IPEV Valuation Guidelines. The EVCA reporting standards are in line with IFRS.

The general partner has chosen to adopt different valuation techniques depending on the portfolio company. For holdings with substantial and sustainable cash flow or earnings, the general partner has adopted a valuation technique using averages of P/E and EBITDA. For holdings without significant profits or positive cash flow, the general partner has maintained cost or the price of a recent investment or the use of multiples based on revenues. Please refer to note 3 for further details on the valuations models and processes.

### **3. Financial risks and financial instruments**

The objective of the Partnership is to achieve medium to long-term capital growth through investing in a selection of unlisted private companies operating mainly in the Nordic market.

The Partnership's activities expose it to a variety of financial risks: operating risk, market risk, foreign exchange risk, interest rate risk and credit risk.

#### **Special operating risks, market risks and foreign exchange risks**

##### ***Operating risks***

The object of the Company is to contribute venture capital to competitive enterprises. The most important risk factor is therefore changes in the value of the investments made in portfolio companies.

##### ***Market risks***

The Partnership's Investment Advisor, Verdane Capital Advisors AS, provides the General Partner and Partnership with investment recommendations. The Investment Advisor's recommendations are reviewed and approved by the General Partner before the investment decisions are implemented. To manage the market price risk, the Investment Advisor, as engaged by the General Partner to do so, reviews the performance of the portfolio companies on a quarterly basis and is often in contact with the management of the portfolio companies for business and operational matters. Any relevant results of these reviews are communicated to the General Partner.

The portfolio of investments is well diversified among various industries. However, the majority of the investments are still in the Nordics and a negative event in the Nordic capital markets would most likely affect the financing and/or exit possibilities in general.

##### ***Foreign exchange risks***

The Partnership holds investments denominated in currencies other than the functional currency (SEK). It is therefore exposed to currency risk, as the value of the financial instruments denominated in other currencies will fluctuate due to the changes in exchange rates. The General Partner monitors the exposure on all foreign currency denominated investments.

## NOTES TO THE FINANCIAL STATEMENTS

---

### ***Foreign exchange sensitivity***

The Company's portfolio companies are affected by the development in foreign exchange rates. The fair value of the Company's investments will be affected by changes in local currency compared to the Company's chosen currency (SEK).

The calculation below shows the Company's sensitivity for changes in chosen currency, all other variables kept unchanged. The calculation is based on equal changes in all relevant currencies. The effect on the fair value is as follows, with a change in foreign exchange rates of 5% as per Q4 2017:

EUR/SEK – MSEK 6.3

USD/SEK – MSEK 3.9

USD/EUR – MSEK 4.2

### ***Interest rate risks***

The Company is less sensitive to changes in the interest level. Cash carries current interest at fixed-term deposits.

### ***Credit risks***

The Company has no significant receivables, why the credit risk is minimal.

### ***Capital risk management***

The capital of the Partnership is represented by the net assets attributable to the partners. The Partnership's objective when managing the capital is to safeguard the ability to continue as a going concern in order to provide returns for partners and benefits for other stakeholders and to maintain a strong capital base to support the development of the investment activities of the Partnership. In order to maintain or adjust the capital structure, the General Partner may call unfunded commitment from the limited partners or distribute funds to the limited partners.

## **4. Fair value estimation**

### ***Methods and assumptions in determining fair value***

#### ***The valuations process***

The valuations are prepared by the relevant team of the Investment Advisor and are reviewed on a quarterly basis as well as per year end by the Investment Advisor's valuation committee who report and make recommendations to the general partner. The recommendations are reported to the General Partner on a quarterly basis, in line with the quarterly valuations that are provided to investors. The valuation committee considers the appropriateness of the valuation model itself, the significant and key inputs as well as the valuation results using various valuation methods and techniques generally recognized as standard within the industry. The fair value estimates are measured according to the guidelines of the "International Private Equity and Venture Capital" (IPEV) "Valuation Guidelines" which is why investments are recognized at fair value at the balance sheet date.

## NOTES TO THE FINANCIAL STATEMENTS

In determining the valuation recommended to the General Partner for Partnership's investments, the Investment Advisor utilizes comparable trading multiples in arriving at the valuation. In accordance with the Partnership's policy the Investment Advisor determines appropriate public companies based on industry, size, development stage, revenue generation and strategy. The Investment Advisor then calculate a trading multiple for each comparable company identified. The multiple is calculated by dividing the enterprise value (EV) with EBITDA or Sales. The trading multiple is the adjusted or the enterprise value is then adjusted for discounts/premium with regards to such considerations as illiquidity and other differences, advantages and disadvantages between the Partnership's portfolio company and the comparable public companies based in company specific facts and circumstances.

In determining the continued appropriateness of the chosen valuation techniques, the valuation committee may perform back testing to consider the various models' actual results and how they have historically aligned with the market transactions.

### ***Fair value hierarchy for financial instruments***

International Financial Reporting Standards require Verdane Capital VII K/S to classify, for disclosure purposes, fair value measurements using a fair value hierarchy that reflects the significance of inputs used in making the measurements. The fair value hierarchy has the following levels:

Level 1: inputs are quoted (unadjusted) in active markets for identical assets or liabilities that Verdane Capital VII K/S can access at the measurement date;

Level 2: inputs are inputs other than quoted prices included within level 1 that are observable for the assets or the liability, either direct or indirect;

Level 3: inputs are unobservable inputs that have been applied in valuing the respective asset or liability. The determination of what constitutes "observable" requires significant judgement by Verdane Capital VII K/S. The Company considers observable data to be market data that is readily available, regularly distributed or updated, reliable and verifiable, not proprietary and provided by independent sources that are involved in the relevant market.

The following table shows the classification of the financial instruments, measured at fair value. The values is classified in respect of the fair value hierarchy.

	Level 1 MSEK	Level 2 MSEK	Level 3 MSEK	Total MSEK
<b>2017</b>				
Quoted investments	340.9	0	0	340.9
Unquoted investments (portfolio Companies)		0	1,884.5	1,884.5
<b>Financial instruments, measured at fair value</b>	<b>340.9</b>	<b>0</b>	<b>1,884.5</b>	<b>2,225.4</b>
<b>2016</b>				
Quoted investments	3.2	0	0	3.2
Unquoted investments (portfolio Companies)	0	0	2,705.4	2,705.4
<b>Financial instruments, measured at fair value</b>	<b>3.2</b>	<b>0</b>	<b>2,705.4</b>	<b>2,708.6</b>

## NOTES TO THE FINANCIAL STATEMENTS

### **Significant unobservable inputs at level 3**

Investments classified within level 3, has been valued based on significant unobservable inputs, as they trade infrequently. As quoted market prices are not available for these investments, the general partner has used valuation techniques to determine fair value. In order to assess the valuation made for investments within level 3, the Investment Advisor reviews the performance of the portfolio companies. Furthermore the Investment Advisor is regularly in contact with the management of the portfolio companies in order to make assessments of business and operational matter which are considered in the valuation process. Where appropriate the Investment Advisor also track peer group company multiples, recent transaction results and credit ratings for similar companies.

	<u>EV/EBITDA</u> Range used	<u>EV/EBITDA</u> Weighted average	<u>EV/S</u> Range used	<u>EV/S</u> Weighted average
Level of applied multiples, 2017	5.3 – 10.9	7.9	0.4 – 2.7	1.4
Level of applied multiples, 2016	6.3 – 12.9	9.9	0.3 – 3.1	1.4

### **Sensitivity analyse**

The fair value of the Company's portfolio companies is affected by the development in applied multiples. A change in significant unobservable input will have an affect on the valuation of the portfolio companies, as well as the fair value will be affected of development in general macro – economic conditions.

A change of applied multiples of 10 % will have the following effect on the fair value.

Change in applied multiples of 10%, 2017 – MSEK 126

Change in applied multiples of 10%, 2016 – MSEK 157

Total fair value adjustment of investments includes MSEK 518.4 in unrealized fair value adjustment.

## **5. Financial assets at fair value through profit or loss**

Industry of investment	Stage of initial investment	Geography	2017		2016	
			<u>Cost of investment</u> MSEK	<u>Fair value</u> MSEK	<u>Cost of investment</u> MSEK	<u>Fair value</u> MSEK
E-commerce	Venture	Scandinavian	244.4	901.0	255.5	785.4
	Growth	Scandinavian	132.6	617.6	285.5	723.2
Industry	Mature	Scandinavian	188.6	446.4	198.0	388.8
ICT	Growth	Scandinavian, USA	27.1	84.1	62.5	521.0
	Mature	Scandinavian, USA	37.5	78.2	37.5	91.3
Industrial	Mature	Scandinavian	28.0	42.7	28.0	32.6
Core Candidates		Scandinavian	130.0	55.4	163.7	166.4
<b>Total portfolio</b>			<b>788.2</b>	<b>2,225.4</b>	<b>1,030.7</b>	<b>2,708.7</b>

## NOTES TO THE FINANCIAL STATEMENTS

### **Industry of investment**

The holdings are monitored based on a company classification and by different sector teams. All core companies are categorized within software, consumer internet, energy and industrial.

All portfolio companies are categorized in groups. The groups are Core Companies and Core Candidates, where Core Companies are considered to become the value drivers in the portfolio and therefore are managed and monitored more closely than the Core Candidates.

### **Stage of investment**

Portfolio companies are at various stages of development and categorized from early stage investments as Venture (up to MSEK 25 in revenue) to Growth companies (revenue between MSEK 25-100) and then finally Mature companies (revenue exceeds MSEK 100). An understanding of the stage of investment influences how a company can develop and why, to whom, and at what value, a liquidity event is likely to occur.

### **Investments in subsidiaries**

Investment	Place of registered office	Currency	Share capital Local Currency	Votes and ownership	Equity at last reporting date	Net profit/loss for the last reported year
Cumasa VC K/S	Copenhagen, Denmark	TEUR	3,599	80%	1,587	-510
Cumasa VC Gp ApS	Copenhagen, Denmark	TEUR	11	100%	-7	-7
Verdane ETF II SPV Ky	Helsinki, Finland	TEUR	-16,426	64%	8,572	-850
MJP Intressenter AB	Uppsala, Sweden	TSEK	50	100%	62,093	-45,803
Scanacon Intressenter AB	Sollentuna, Sweden	TSEK	517	93%	59,337	5,919
Capillaceous AB	Stockholm, Sweden	TSEK	50	100%	207	2,397
Outnorth AB	Kalmar, Sweden	TSEK	386	58%	32,917	-9,883
Verdane NVP I SPV K/S	Copenhagen, Denmark	TSEK	-294,367	72%	76,864	-10,730
Verdane NVP Seed SPV K/S	Copenhagen, Denmark	TSEK	276,317	72%	31,539	-7,126

## NOTES TO THE FINANCIAL STATEMENTS

### Investments in associates

Investment	Place of registered office	Currency	Share capital Local Currency	Votes and ownership	Equity at last reporting date	Net profit/loss for the last reported year
Babyshop Stockholm AB	Lidingö, Sweden	TSEK	5,440	26%	49,652	-72,997
Reseguiden AB	Göteborg, Sweden	TSEK	125	20%	12,577	5,794
Verdane ETF III SPV K/S	Copenhagen, Denmark	TEUR	15,046	31%	18,342	-623
PV Capital AS	Oslo, Norway	TNOK	1,684	47%	15,214	-280
Mathem i Sverige AB	Stockholm, Sweden	TSEK	583	36%	205,326	-118,628
BEWI Group AB	Stockholm, Sweden	TSEK	103	23%	331,545	43,395

### 6. Limited partners equity

Limited Partners' and General Partner's total committed capital is MSEK 1,526 of which MSEK 0 is not yet called.

Capital reduction comprise of return of capital and distributions from investment companies.

### 7. Personnel expenses

The Company has no expenses to personnel.

Average number of employees 2017, 0.

Average number of employees 2016, 0.

### 8. Appointed auditor's fee

	2017 TSEK	2016 TSEK
Audit	152	246
Tax services	45	0
Other services	0	0
<b>Total expenses</b>	<b>197</b>	<b>246</b>

## NOTES TO THE FINANCIAL STATEMENTS

---

### 9. Related party transactions

The following transactions has occurred with other related parties:

	<u>2017</u> TSEK	<u>2016</u> TSEK
Management fee	25,834	27,988
<b>Total transactions with related parties</b>	<b><u>25,834</u></b>	<b><u>27,988</u></b>

### 10. Subsequent events

No significant events have occurred after the balance sheet date, which could have influence on the evaluation of the Annual Report.