

Pandora Jewelry Central Western Europe A/S

Havneholmen 17-19, DK-1561 Copenhagen V

CVR no. 32 65 44 87

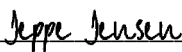
Annual report 2020

11th financial year

Approved at the general meeting of the shareholders on / 18 May 2021

Chairman:

DocuSigned by:



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Management's Statement

The Executive Board and Board of Directors have today considered and approved the Annual Report of PANDORA Jewelry Central Western Europe A/S for the financial year 1 January 2020 - 31 December 2020.

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

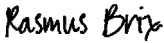
In our opinion, the financial statements give a true and fair view of the financial position of the Company at 31 December 2020 and of the results of the Company's operations and cash flows for the financial year 1 January – 31 December 2020.

Further, in our opinion, the Management's review gives a fair review of the development in the Company's operations and financial matters and the results of the Company's operations and its financial position.


We recommend that the annual report be approved at the annual general meeting.

Copenhagen, 18 May 2021

Executive board

DocuSigned by:

Rasmus Vestergaard Brix

Board of Directors

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Anders Boyer Sogaard
Chairman

DocuSigned by:

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Rasmus Vestergaard Brix

DocuSigned by:

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Peter Ring

Independent auditors' report

To the shareholder of PANDORA Jewelry Central Western Europe A/S

Opinion

We have audited the financial statements of PANDORA Jewelry Central Western Europe A/S for the financial year 1 January – 31 December 2020, which comprise accounting policies, income statement, balance sheet, statement of changes in equity 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 31 December 2020 and of the results of the Company's operations for the financial year 1 January – 31 December 2020 in accordance with the Danish Financial Statements Act.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the financial statements" section of 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.
- 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.

Independent auditors' report

- 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 Statements Act. We did not identify any material misstatement of the Management's review.

Copenhagen, 18 May 2021

EY Godkendt Revisionspartnerselskab

CVR-no. 30 70 02 28



Mikkel Sthyr
State Authorised Public Accountant
mne26693



Tommy Borggaard Nielsen
State Authorised Public Accountant
mne34340

Management review

Company details

Name	PANDORA Jewelry Central Western Europe A/S
Address, postal code, city	Havneholmen 17-19, DK-1561 Copenhagen V
Website	www.pandora.net
CVR no.	32 65 44 87
Financial year	1 January - 31 December
Registered office	Copenhagen municipality, Denmark
Parent company	PANDORA A/S Interest: 100% CVR no.: 28 50 51 16
Board of Directors	Anders Boyer-Søgaard (Chairman) Rasmus Vestergaard Brix Peter Ring
Executive Board	Rasmus Vestergaard Brix
Auditors	EY Godkendt Revisionspartnerselskab Dirch Passers Allé 36, P.O. Box 250, DK-2000 Frederiksberg CVR no.: 30 70 02 28

Management review – continued

Financial highlights

	2020	2019	2018	2017	2016
Key figures (DKK '000)					
Revenue	1,509,431	1,409,215	1,937,016	2,504,358	1,883,160
Gross profit	333,349	132,492	529,254	832,800	498,311
Operating profit (EBIT)	331,762	67,689	463,194	767,225	430,568
Net financials	5,932	1,175	219,071	133,599	686
Net income for the year	263,403	53,715	478,072	833,418	336,358
Equity	341,414	78,011	124,296	336,224	402,806
Total assets	1,061,618	513,220	502,519	2,012,123	861,301
Investment in property, plant and equipment	0	0	0	0	0
Number of employees	0	0	0	0	0
Ratios					
Gross margin	22.1%	9.4%	27.3%	33.3%	26.5%
EBIT-margin	22.0%	4.8%	23.9%	30.6%	22.9%
Return on assets	31.3%	13.2%	92.2%	38.1%	50.0%
Solvency ratio	32.2%	15.2%	24.7%	16.7%	46.8%

The financial ratios have been calculated as follows:

$$\text{Gross margin} = \frac{\text{Gross profit} \times 100}{\text{Revenue}}$$

$$\text{EBIT margin} = \frac{\text{EBIT} \times 100}{\text{Revenue}}$$

$$\text{Return on assets} = \frac{\text{EBIT} \times 100}{\text{Total assets}}$$

$$\text{Solvency ratio} = \frac{\text{Equity} \times 100}{\text{Total assets}}$$

Management review - continued

Management review

Business review

Pandora Jewelry Central Western Europe A/S (the Company) distributes Pandora jewellery to its subsidiaries. The subsidiaries sell the jewellery in various western European markets.

Development in the year

In 2020, the Company's revenue was DKK 1,509 million (2019: DKK 1,409 million) and the gross profit was DKK 333 million (2019: DKK 132 million). Furthermore, the income statement of the Company for 2020 shows a net profit of DKK 263 million (2019: DKK 54 million). The profit excluding dividends from subsidiaries amounts to DKK 263 million (2019: DKK 54 million).

The gross margin and EBIT margin of the Company was higher than previous year, due to underlying business of the subsidiaries improving in 2020. Despite the disruption from COVID-19, our retail operations proved their resilience. This was particularly evident in our online stores.

Subsequent events and outlook

The COVID-19 pandemic is affecting people and businesses around the globe in an unprecedented way. Pandora has first and foremost prioritised a safe environment for employees and consumers. All necessary measures have been taken across markets to comply with local authorities. Consequently, around 30% of physical stores are temporarily closed during Q1 2021 for entire group. COVID-19 has impacted the commercial results both directly as physical stores close and indirectly as open stores are negatively impacted by suppressed consumer confidence and spending and less travelling. The online stores have continued to operate as normal in most markets.

The company is planned to be merged with its parent company Pandora A/S in 2021. Please refer to the merger plan published by the Danish Business Authority.

Statement of Corporate Social Responsibility

The Company has no formal policies related to Corporate Social Responsibility, as the parent company has prepared a corporate social responsibility statement for the group. The corporate social responsibility statement is available at the following link:

<https://pandoragroup.com/sustainability/resources/sustainability-reports>

Statement on gender composition

The Company is subject to Pandora A/S's annual discussions on diversity in the Pandora Group management levels and the determination of specific targets.

Management review - continued

Board of Directors:

The Company's Board of Directors consist of three men elected by the general meeting. The Board of Directors do not comply with the rules for gender diversity. The Company's long-term goal for gender diversity in the Board of Directors is that one member of the Board should be a woman before 2022.

In 2020, one male candidate was elected for the board, based on his specific competencies. Hence, the target was not met in 2020.

Other management

The company has no employees. Based on that the Company has no policies for gender diversity for other management.

Accounting policies

The Annual Report of Pandora Jewelry Central Western Europe A/S for 2020 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to large enterprises of reporting class C.

According to section 112 (1) of Danish Financial Statements Act, no consolidated financial statements have been prepared. The financial statements of Pandora Jewelry Central Western Europe A/S and its subsidiaries are included in the consolidated financial statements of Pandora A/S.

According to section 96 (3) of the Danish Financial Statements Act the Company has not disclosed information about audit fees. Audit fees in Pandora Jewelry Central Western Europe A/S and its subsidiaries are included in the consolidated financial statements of Pandora A/S.

According to section 86 (4) of the Danish Financial Statements Act no cash flow statement have been prepared. The cashflow statement for Pandora Jewelry Central Western Europe A/S and its subsidiaries is included in the consolidated financial statements of Pandora A/S.

In accordance with section 98b of the Danish Financial Statements Act, remuneration to management is not disclosed.

The accounting policies applied remain unchanged from last year.

Recognition and measurement

Assets are recognised in the balance sheet when it is probable that future economic benefits will flow to the Company and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow from the Company and the value of the liability can be measured reliably.

On initial recognition assets and liabilities are measured at cost. Measurement of assets and liabilities after initial recognition is affected as described below for each item.

In recognition and measuring assets and liabilities, any gains, losses and risks occurring prior to the presentation of the annual report that evidence conditions existing at the balance sheet date are taken into account.

Income is recognised in the income statement when earned. Furthermore, costs incurred to achieve earnings for the year are recognised in the income statement including depreciation, amortization, impairment losses and provisions as well as reversal of entries as a result of changed accounting estimates, which were formerly recognised in the income statement.

Accounting policies – continued

Foreign currency translation

On initial recognition, transactions denominated in foreign currencies are translated at the exchange rate at the transaction date. Foreign exchange differences arising between the exchange rates at the transaction date and the date of payment are recognised in the income statement as financial income or financial expenses.

Receivables, payables and other monetary items denominated in foreign currencies are translated at the exchange rate at the balance sheet date. The difference between the exchange rates at the balance sheet date and the date at which the receivable or payable arose or was recognised in the most recent financial statements is recognised in the income statement as financial income or financial expenses.

Income statement

Revenue

Revenue from the sale of goods is recognised when the risks and rewards relating to the goods sold have been transferred to the purchaser, the revenue can be measured reliably, and it is probable that the economic benefits relating to the sale will flow to the Company.

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

A refund liability is recognised for products expected to be returned. The estimate for returned products is based on historical experience and expectations. Please refer to provision section for more details.

Cost of sales

Cost of sales comprise the goods consumed to achieve revenue for the year.

Other external expenses

Other external expenses comprise the year's expenses relating to the entity's core activities, including expenses relating to distribution, sale, advertising, administration, premises, bad debts, payments under operating leases, etc.

Amortisation, depreciation and impairment losses

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

Income from investments in subsidiaries

Income from investments in subsidiaries includes dividends received from subsidiaries provided it does not exceed the accumulated earnings of the subsidiary during the period of ownership.

Accounting policies – continued

Financial income and expenses

Financial income and expenses are recognised in the income statement at the amounts relating to the financial year.

Tax on profit/loss for the year

Tax for the year, which consists of current tax for the year and changes in deferred tax for the year, is recognised in the income statement by the portion attributable to the profit/loss for the year and recognised directly on equity by the portion attributable to entries directly on equity.

Current tax is computed on the basis of the pre-tax profit/loss for the year adjusted for non-taxable income expenditure. Taxes paid on account are offset against taxes payable at year end.

The Company is jointly taxed with the parent company and its Danish subsidiaries. Danish corporation taxes are fully allocated among the jointly taxed companies on the basis of the companies' taxable income (full allocation with reimbursement of tax losses)

Balance sheet

Intangible assets

Intangible assets consist of distributions rights. Intangible assets are measured at cost less accumulated amortization. Intangible assets are amortised on a straight-line basis over its useful life, which is assessed at 5 years.

Investments in subsidiaries

Investments in subsidiaries are measured at cost. Where the cost exceeds the net realizable value, a write-down is made to such lower value.

Impairment of assets

The carrying amount of intangible assets and investments in subsidiaries is assessed for impairment on an annual basis.

Impairment tests are conducted on assets or groups of assets when there is evidence of impairment. The carrying amount of impaired assets is reduced to the higher of the net selling price and the value in use (recoverable amount).

The recoverable amount is the higher of the net selling price of an asset and its value in use. The value in use is calculated as the present value of the expected net cash flows from the use of the asset or the group of assets and the expected net cash flow from the disposal of the asset or the group of assets after the end of the useful life.

Accounting policies - continued

Receivables

Receivables are measured at amortised cost, which usually corresponds to the nominal value. An impairment loss is recognised if there is objective evidence that a receivable or a group of receivables is impaired, in which case the carrying amount is reduced to the net realisable value.

Equity – dividend

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

Provisions

Provisions are recognised when the company has a legal or constructive obligation as a result of a past event at the balance sheet date and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation. Provisions comprise primarily return provisions related to subsidiaries.

The company recognizes a refund and warranty liability related to return rights provided to customers (subsidiaries). The return provision for estimated sales returns is recognized when there is historical experience or when a reasonably accurate estimate of expected future returns can otherwise be made.

Corporation tax and deferred tax

The current tax payable and receivable is recognized in the balance sheet as tax calculated on this year's taxable income, adjusted for prior years' taxable income and prepaid taxes.

Deferred income tax is measured using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets, including the tax base of tax loss carry-forwards, are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity. Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to be applied as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement.

Other payables

Other payables are measured at net realisation value.

Income statement 1 January – 31 December

	<u>Notes</u>	<u>2020</u> DKK '000	<u>2019</u> DKK '000
Revenue	1	1,509,431	1,409,215
Cost of sales		-1,176,082	-1,276,723
Gross profit		333,349	132,492
Other external expenses		-789	385
Amortisation	2	-798	-65,188
Operating profit (EBIT)		331,762	67,689
Financial income	3	6,170	1,214
Financial expenses	4	-238	-39
Profit before tax		337,694	68,864
Income tax expense	5	-74,292	-15,149
Net profit for the year		263,403	53,715

Balance sheet at 31 December

Assets

	Notes	2020	2019
		DKK '000	DKK '000
Distributions rights	6	-	798
Intangible assets		-	798
Investments in subsidiaries	7	1,559	1,559
Deferred tax assets		-	1,056
Other non-current assets		1,559	2,615
Total non-current assets		1,559	3,413
Receivables from subsidiaries		1,023,541	407,348
Other receivables		34,533	96,338
Cash		1,985	6,121
Total current assets		1,060,059	509,807
Total assets		1,061,618	513,220

Balance sheet at 31 December

Equity and liabilities

	<u>Notes</u>	<u>2020</u> DKK '000	<u>2019</u> DKK '000
Share capital		1,000	1,000
Retained earnings		340,414	77,011
Dividend proposed		0	0
Total equity		<u>341,414</u>	<u>78,011</u>
Other provisions	8	0	5,600
Trade payables		2	3
Payables to parent company		643,780	401,932
Income tax payable		73,236	27,600
Other payables		3,185	74
Total current liabilities		<u>720,203</u>	<u>435,209</u>
Total liabilities		<u>720,203</u>	<u>435,209</u>
Total equity and liabilities		<u>1,061,618</u>	<u>513,220</u>
Collaterals	9		
Contingent liabilities and other financial obligations	10		
Related parties	11		
Subsequent events	12		

Statement of changes in equity

	<u>Notes</u>	<u>Share capital</u>	<u>Retained earnings</u>	<u>Total</u>
		DKK '000	DKK '000	DKK '000
Equity at 1 January 2020		1,000	77,011	78,011
Appropriation of profit	13	<u>0</u>	<u>263,403</u>	<u>263,403</u>
Equity at 31 December 2020		<u>1,000</u>	<u>340,414</u>	<u>341,414</u>

The share capital consists of 1,000,000 shares of a nominal value of DKK 1. There has been no changes during the past 5 years.

Notes

1 Revenue

The Company's only business activity is sale of jewellerys to one geographical segment, the western European market.

	2020	2019
	DKK '000	DKK '000
2 Amortisation of intangible assets		
Distributions rights	<u>798</u>	<u>65,188</u>
	<u>798</u>	<u>65,188</u>
3 Financial income		
Exchange rate adjustments	6,143	608
Interest income from group entities	28	606
Other financial income	<u>0</u>	<u>0</u>
	<u>6,170</u>	<u>1,214</u>
4 Financial expenses		
Exchange rate adjustments	0	0
Interest expenses to group entities	196	0
Other financial expenses	<u>42</u>	<u>39</u>
	<u>238</u>	<u>39</u>
5 Tax on profit/loss for the year		
Current income tax charge for the year	73,236	27,600
Deferred tax change for the year	1,056	-12,449
Changes regarding prior years	<u>0</u>	<u>-2</u>
	<u>74,292</u>	<u>15,149</u>

6 Intangible assets	Distribution rights
	DKK '000
Cost at 1 January 2020	829,136
Disposals	<u>-829,136</u>
Cost at 31 December 2020	<u>0</u>
Amortisation at 1 January 2020	-828,338
Amortisation for the year	-798
Disposals	<u>829,136</u>
Amortisation at 31 December 2020	<u>0</u>
Carrying amount at 31 December 2020	<u>0</u>

7 Investments in subsidiaries	DKK '000
Cost at 1 January 2020	<u>1,559</u>
Cost at 31 December 2020	<u>1,559</u>
Accumulated impairment at 1 January 2020	<u>0</u>
Accumulated impairment at 31 December 2020	<u>0</u>
Carrying amount at 31 December 2020	<u>1,559</u>

According to the latest annual report net result for the year and equity are as follows:

Subsidiaries	Domicile	Interest	Currency	Equity	Net result
Pandora Jewelry GmbH	Germany	100%	EUR '000	10,595	3,734
Pandora Italia SRL	Italy	100%	EUR '000	17,678	7,379
Pandora Jewelry B.V.	The Netherlands	100%	EUR '000	640	280
Pandora Schweiz AG	Switzerland	100%	CHF '000	3,436	755
Pandora Österreich GmbH	Austria	100%	EUR '000	1,052	501

The annual reports of the subsidiaries regarding 2020 are not yet released. Instead, the net result and equity from the approved annual reports of 2019 are disclosed. The annual reports of Pandora Jewelry B.V. regarding 2016 and 2017 are not approved hence the annual report from 2015 is used.

	<u>2020</u>	<u>2019</u>
	DKK '000	DKK '000
8 Other provisions		
Other provisions at 1 January	5,600	14,200
Additions in the year	0	5,600
Unused provisions reversed	-5,600	-14,200
Other provisions at 31 December	<u>0</u>	<u>5,600</u>
Other provisions are recognised in the balance sheet:		
Current liabilities	0	5,600
Other provisions at 31 December	<u>0</u>	<u>5,600</u>

The provision is relating to return rights provided to the company's subsidiaries.

9 Collaterals

The Company has not provided any security or other collateral in assets at 31 December 2020.

10 Contingent liabilities and other financial obligations

The Company is jointly taxed with Pandora A/S and other Danish group entities. The Company is jointly and severally liable with other jointly taxed group entities for payment of income taxes as well as withholding taxes on interest, royalties and dividends in the group of jointly taxed entities. Any subsequent adjustments of corporation taxes and withholding taxes may increase the Company's liability.

11 Related parties

Shareholders

Pandora A/S, Havneholmen 17-19, Copenhagen V, owns 100% of the shares in Pandora Jewelry Central Western Europe A/S and holds the majority of the share capital in the Company.

Pandora Jewelry Central Western Europe A/S is included in the Group Annual Report of Pandora A/S. The Group Annual Report of Pandora A/S can be obtained in the following link:

<https://pandoragroup.com/staticcontent?url=http://pandoragroup.gcs-web.com/static-files/fcc4e1f1-52ac-4c3f-8256-03ccd06ebc7c&format=pdf&title=Annual%20Report%202020>

Other related parties

Other related parties with significant influence on Pandora include the Board of directors and Executive Board and their close family members.

Transactions with related parties

	2020	2019
	DKK '000	DKK '000
Revenue	1,509,431	1,409,215
Cost of sales	-1,176,082	-1,276,723
Other external expenses	-519	-721
Dividend received	0	0
Interest income from group entities	28	606
Interest expenses to group entities	196	0
Extraordinary dividend paid	0	0
Paid dividend (ordinary in respect of the prior year)	0	100,000
Receivables from subsidiaries	1,023,541	407,348
Payables to subsidiaries	-643,780	-401,932
Income tax payable	-73,236	-27,600

12 Subsequent events

The COVID-19 pandemic is affecting people and businesses around the globe in an unprecedented way. Pandora has first and foremost prioritised a safe environment for employees and consumers. All necessary measures have been taken across markets to comply with local authorities. Consequently, around 30% of physical stores are temporarily closed during Q1 2021 for entire group. COVID-19 has impacted the commercial results both directly as physical stores close and indirectly as open stores are negatively impacted by suppressed consumer confidence and spending and less travelling. The online stores have continued to operate as normal in most markets.

The company is planned to be merged with its parent company Pandora A/S in 2021. Please refer to the merger plan published by the Danish Business Authority.

	2020	2019
	DKK '000	DKK '000
13 Appropriation of profit		
Retained earnings	263,403	53,715
	<u>263,403</u>	<u>53,715</u>