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# ***Belgravia Topco ApS Group***

Englandsvej 14, DK-5700 Svendborg

## **Annual Report for 6 October - 31 December 2017**

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CVR No 38 99 39 76

The Annual Report was  
presented and adopted at  
the Annual General  
Meeting of the Company on  
30/5 2018

Kevin Kristoffer Ehnhuus  
Iermiin  
Chairman



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## **Management's Statement**

The Executive Board has today considered and adopted the Annual Report of Belgravia Topco ApS for the financial year 6 October - 31 December 2017.

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

In our opinion the Financial Statements and the Consolidated Financial Statements give a true and fair view of the financial position at 31 December 2017 of the Company and the Group and of the results of the Company and Group operations and of consolidated cash flows for 2017.

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

Svendborg, 30 May 2018

### **Executive Board**

Kevin Kristoffer Ehnhuus Iermiin

Martin Nicholas Calderbank

Liam Stuart Goddard

# Independent Auditor's Report

To the Shareholder of Belgravia Topco ApS

## Opinion

In our opinion, the Consolidated Financial Statements and the Parent Company Financial Statements give a true and fair view of the financial position of the Group and the Parent Company at 31 December 2017 and of the results of the Group's and the Parent Company's operations and of consolidated cash flows for the financial year 6 October - 31 December 2017 in accordance with the Danish Financial Statements Act.

We have audited the Consolidated Financial Statements and the Parent Company Financial Statements of Belgravia Topco ApS for the financial year 6 October - 31 December 2017, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies, for both the Group and the Parent Company, as well as consolidated statement of cash flows ("the Financial Statements").

## Basis for opinion

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

# Independent Auditor's Report

## Management's responsibilities for the Financial Statements

Management is responsible for the preparation of consolidated financial statements and 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 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 Group's and 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 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 Financial Statements

Our objectives are to obtain reasonable assurance about whether the Financial Statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these Financial Statements.

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

- Identify and assess the risks of material misstatement of the Financial Statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's and the Group'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 Group's and 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

## Independent Auditor's Report

audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and 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.
- 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.

Odense, 30 May 2018

**PricewaterhouseCoopers**

Statsautoriseret Revisionspartnerselskab

*CVR No 33 77 12 31*

Line Hedam  
State Authorised Public Accountant  
mne27768

Bo Damgaard Hansen  
State Authorised Public Accountant  
mne34543

## Company Information

### **The Company**

Belgravia Topco ApS  
Englandsvej 14  
DK-5700 Svendborg  
Facsimile: + 45 Telefax

CVR No: 38 99 39 76  
Financial period: 6 October - 31 December  
Municipality of reg. office: Svendborg

### **Executive Board**

Kevin Kristoffer Ehnhuus Iermiin  
Martin Nicholas Calderbank  
Liam Stuart Goddard

### **Auditors**

PricewaterhouseCoopers  
Statsautoriseret Revisionspartnerselskab  
Rytterkasernen 21  
DK-5000 Odense C

# Financial Highlights

Seen over a one-year period, the development of the Group is described by the following financial highlights:

	<b>Group</b>
	<b>2017</b>
	TDKK
<b>Key figures</b>	
<b>Profit/loss</b>	
Revenue	83,237
Operating profit/loss	-26,136
Profit/loss before financial income and expenses	-26,169
Net financials	-1,100
Net profit/loss for the year	-28,271
<b>Balance sheet</b>	
Balance sheet total	498,650
Equity	92,047
<b>Cash flows</b>	
Cash flows from:	
- operating activities	-991
- investing activities	-245,046
including investment in property, plant and equipment	-600
- financing activities	249,836
Change in cash and cash equivalents for the year	3,799
Number of employees	60
<b>Ratios</b>	
Gross margin	-24.5%
Profit margin	-31.4%
Return on assets	-5.2%
Solvency ratio	18.5%
Return on equity	-61.4%

The ratios have been prepared in accordance with the recommendations and guidelines issued by the Danish Society of Financial Analysts. For definitions, see under accounting policies.



# Management's Review

## Key activities

The Group's principal activities comprise of providing IT infrastructure and other high-technology solutions til international public institutions and international B2B customers.

## Market overview

## Development in activities and financial matters

The Group reported a loss of TDKK 28,271 and at 31 December the balance sheet of the Group shows equity of TDKK 92,047.

Danoffice IT Group was acquired by Belgravia Bidco ApS November 30th 2017.

## Outlook

The Group expects a positive development in 2018 and operating profit level above the achieved 2017-level.

## Risks

### *Currency risks*

Due to activites abroad, profit, cash flows and equity are affected by the development in exchange rates and interest rates for a number of currencies. It is group policy to hedge commercial currency. Speculative currency transactions are not made.

### *Trade receivables*

The Group's credit period is generally low, as the Group trades with emergency aid organizations. The payment pattern is typical of the industry. The required provision for bad debts has been mad and it is our assessment that trade receivables are not subject to any special risks.

## Corporate Social Responsibility

The Group's polices, actions and results concerning human rights, labour, environment and anti-bribe are described in our Communication on progress reports which is submitted to UN's Global Compact and is available at the company web site [www.danofficeit.com](http://www.danofficeit.com) under [www.danofficeit.com/corporate-information/corporate-responsibility.aspx](http://www.danofficeit.com/corporate-information/corporate-responsibility.aspx)

## **Management's Review**

### **Goal and policies regarding gender quotation**

The Group has an Executive board consisting of two male members. In the day-to-day Management of the Group, 25% are female and 75% are male. The Group has implemented a policy to have continues focus on the underrepresented gender in the management.

It is a long-term goal, that the underrepresented gender should represent 50% of the Group's total members of the Executive Board and Day-to-day business management.

To balance the gender, the Group strive at having minimum one of each gender represented among the last three candidates in the hiring process.

### *Research and development*

The Group does not have any research and development activities.

### *Environment*

The Group strives to respect the environment to fulfil the legal requirements at any time.

### **Events after the balance sheet date**

No events have occurred after the balance sheet date affecting considerably the 2017 annual report.

## Income Statement 6 October - 31 December

	Note	Group 2017 TDKK	Parent 2017 TDKK
<b>Revenue</b>	1	<b>83,237</b>	<b>0</b>
Other operating income		61	0
Expenses for raw materials and consumables		-70,656	0
Other external expenses		-33,007	-38
<b>Gross profit/loss</b>		<b>-20,365</b>	<b>-38</b>
Staff expenses	2	-3,460	0
<b>Resultat før afskrivninger</b>		<b>-23,825</b>	<b>-38</b>
Depreciation, amortisation and impairment of intangible assets and property, plant and equipment	3	-2,250	0
Other operating expenses		-94	0
<b>Profit/loss before financial income and expenses</b>		<b>-26,169</b>	<b>-38</b>
Financial income	4	1,429	1,297
Financial expenses		-2,529	-1,298
<b>Profit/loss before tax</b>		<b>-27,269</b>	<b>-39</b>
Tax on profit/loss for the year	5	-1,002	8
<b>Net profit/loss for the year</b>		<b>-28,271</b>	<b>-31</b>

# Balance Sheet 31 December

## Assets

	Note	Group 2017 TDKK	Parent 2017 TDKK
Software		4,960	0
Goodwill		242,409	0
<b>Intangible assets</b>	6	<b>247,369</b>	<b>0</b>
Other fixtures and fittings, tools and equipment		1,075	0
<b>Property, plant and equipment</b>	7	<b>1,075</b>	<b>0</b>
Investments in subsidiaries	8	0	1,621
Receivables from group enterprises	9	0	128,555
<b>Fixed asset investments</b>		<b>0</b>	<b>130,176</b>
<b>Fixed assets</b>		<b>248,444</b>	<b>130,176</b>
<b>Inventories</b>	10	<b>71,315</b>	<b>0</b>
Trade receivables		140,996	0
Receivables from group enterprises		0	50
Other receivables		19,753	0
Deferred tax asset	14	427	0
Corporation tax receivable from group enterprises		0	8
Prepayments	11	136	0
<b>Receivables</b>		<b>161,312</b>	<b>58</b>
<b>Cash at bank and in hand</b>		<b>17,579</b>	<b>0</b>
<b>Currents assets</b>		<b>250,206</b>	<b>58</b>
<b>Assets</b>		<b>498,650</b>	<b>130,234</b>

# Balance Sheet 31 December

## Liabilities and equity

	Note	Group 2017 TDKK	Parent 2017 TDKK
Share capital		1,618	1,618
Retained earnings		-15,042	-31
<b>Equity attributable to shareholders of the Parent Company</b>		<b>-13,424</b>	<b>1,587</b>
Minority interests		105,471	0
<b>Equity</b>	12	<b>92,047</b>	<b>1,587</b>
Provision for deferred tax	14	730	0
<b>Provisions</b>		<b>730</b>	<b>0</b>
Credit institutions		121,226	0
Payables to owners and Management		128,610	128,610
<b>Long-term debt</b>	15	<b>249,836</b>	<b>128,610</b>
Credit institutions	15	13,780	0
Trade payables		133,190	0
Corporation tax		6,000	0
Payables to group enterprises relating to corporation tax		842	0
Other payables		2,225	37
<b>Short-term debt</b>		<b>156,037</b>	<b>37</b>
<b>Debt</b>		<b>405,873</b>	<b>128,647</b>
<b>Liabilities and equity</b>		<b>498,650</b>	<b>130,234</b>
Distribution of profit	13		
Contingent assets, liabilities and other financial obligations	18		
Related parties	19		
Fee to auditors appointed at the general meeting	20		
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# Statement of Changes in Equity

## Group

	Share capital	Retained earnings	Equity excl. minority interests	Minority interests	Total
	TDKK	TDKK	TDKK	TDKK	TDKK
Equity at 6 October	1,618	0	1,618	118,700	120,318
Net profit/loss for the year	0	-15,042	-15,042	-13,229	-28,271
<b>Equity at 31 December</b>	<b>1,618</b>	<b>-15,042</b>	<b>-13,424</b>	<b>105,471</b>	<b>92,047</b>

## Parent

Equity at 6 October	1,618	0	1,618	0	1,618
Net profit/loss for the year	0	-31	-31	0	-31
<b>Equity at 31 December</b>	<b>1,618</b>	<b>-31</b>	<b>1,587</b>	<b>0</b>	<b>1,587</b>

## Cash Flow Statement 6 October - 31 December

	Note	Group 2017 TDKK
Net profit/loss for the year		-28,271
Adjustments	16	4,352
Change in working capital	17	24,028
<b>Cash flows from operating activities before financial income and expenses</b>		<b>109</b>
Financial income		1,429
Financial expenses		-2,529
<b>Cash flows from operating activities</b>		<b>-991</b>
Purchase of business		-244,446
Purchase of property, plant and equipment		-600
<b>Cash flows from investing activities</b>		<b>-245,046</b>
Raising of loans from credit institutions		121,226
Raising of other long-term debt		128,610
<b>Cash flows from financing activities</b>		<b>249,836</b>
<b>Change in cash and cash equivalents</b>		<b>3,799</b>
Cash and cash equivalents at 6 October		0
<b>Cash and cash equivalents at 31 December</b>		<b>3,799</b>
Cash and cash equivalents are specified as follows:		
Cash at bank and in hand		17,579
Overdraft facility		-13,780
<b>Cash and cash equivalents at 31 December</b>		<b>3,799</b>

# Notes to the Financial Statements

## 1 Revenue

The group has only one segment.

## 2 Staff expenses

	<b>Group</b>	<b>Parent</b>
	2017	2017
	TDKK	TDKK
Wages and salaries	2,493	0
Pensions	132	0
Other social security expenses	11	0
Other staff expenses	824	0
	<b>3,460</b>	<b>0</b>
Executive Board	0	0
Supervisory Board	0	0
<b>Average number of employees</b>	<b>60</b>	<b>0</b>

## 3 Depreciation, amortisation and impairment of intangible assets and property, plant and equipment

Amortisation of intangible assets	2,128	0
Depreciation of property, plant and equipment	122	0
	<b>2,250</b>	<b>0</b>

## 4 Financial income

Interest received from group enterprises	0	1,297
Exchange adjustments	1,429	0
	<b>1,429</b>	<b>1,297</b>



# Notes to the Financial Statements

## 5 Tax on profit/loss for the year

	<b>Group</b>	<b>Parent</b>
	<b>2017</b>	<b>2017</b>
	TDKK	TDKK
Current tax for the year	804	-8
Deferred tax for the year	198	0
	<b>1,002</b>	<b>-8</b>

## 6 Intangible assets

### Group

	<b>Software</b>	<b>Goodwill</b>
	TDKK	TDKK
Cost at 6 October	0	0
Net effect from merger and acquisition	5,510	0
Additions for the year	0	244,446
Cost at 31 December	5,510	244,446
Impairment losses and amortisation at 6 October	0	0
Net effect from merger and acquisition	459	0
Amortisation for the year	91	2,037
Impairment losses and amortisation at 31 December	550	2,037
<b>Carrying amount at 31 December</b>	<b>4,960</b>	<b>242,409</b>

# Notes to the Financial Statements

## 7 Property, plant and equipment

### Group

	Other fixtures and fittings, tools and equipment TDKK
Cost at 6 October	0
Net effect from merger and acquisition	4,128
Additions for the year	600
Cost at 31 December	4,728
Impairment losses and depreciation at 6 October	0
Net effect from merger and acquisition	3,531
Depreciation for the year	122
Impairment losses and depreciation at 31 December	3,653
<b>Carrying amount at 31 December</b>	<b>1,075</b>

# Notes to the Financial Statements

Parent
2017
TDKK

## 8 Investments in subsidiaries

Cost at 6 October	1,621
Additions for the year	0
<b>Carrying amount at 31 December</b>	<b>1,621</b>

Investments in subsidiaries are specified as follows:

Name	Place of registered office	Share capital	Votes and ownership
Belgravia Midco ApS	Svendborg, Denmark	2,273	74%
Belgravia Bidco ApS	Svendborg, Denmark	2,273	74%
Danoffice IT ApS	Svendborg, Denmark	250	74%
	Silver Spring, Maryland, USA		
Danoffice Inc.	USA	1	74%
Danoffice IT SA	Rolle, Switzerland	692	74%
Advizing IT SA	Geneve, Switzerland	20	74%
Danoffice IT Inc.	Sterling, Virginia, USA	1	74%

## 9 Other fixed asset investments

Parent
Receivables from group enterprises
TDKK

Cost at 6 October	128,555
Cost at 31 December	128,555
Impairment losses at 31 December	0
<b>Carrying amount at 31 December</b>	<b>128,555</b>

# Notes to the Financial Statements

	<b>Group</b> <hr/> 2017 <hr/> TDKK	<b>Parent</b> <hr/> 2017 <hr/> TDKK
<b>10 Inventories</b>		
Finished goods and goods for resale	33,404	0
Prepayments for goods	37,911	0
	<hr/> <b>71,315</b> <hr/>	<hr/> <b>0</b> <hr/>

## 11 Prepayments

Prepayments consist of prepaid expenses concerning rent, insurance premiums, subscriptions and interest as well.

## 12 Equity

The share capital consists of 1 share of a nominal value of TDKK 1,618. No shares carry any special rights.

	<b>Parent</b> <hr/> 2017 <hr/> TDKK
<b>13 Distribution of profit</b>	
Retained earnings	-31
	<hr/> <b>-31</b> <hr/>

	<b>Group</b> <hr/> 2017 <hr/> TDKK	<b>Parent</b> <hr/> 2017 <hr/> TDKK
<b>14 Provision for deferred tax</b>		
Provision for deferred tax at 6 October	0	0
Amounts recognised in the income statement for the year	303	0
<b>Provision for deferred tax at 31 December</b>	<hr/> <b>303</b> <hr/>	<hr/> <b>0</b> <hr/>

# Notes to the Financial Statements

## 15 Long-term debt

Payments due within 1 year are recognised in short-term debt. Other debt is recognised in long-term debt.

The debt falls due for payment as specified below:

	<b>Group</b>	<b>Parent</b>
	<b>2017</b>	<b>2017</b>
	<b>TDKK</b>	<b>TDKK</b>
<b>Credit institutions</b>		
After 5 years	87,083	0
Between 1 and 5 years	34,143	0
Long-term part	<u>121,226</u>	<u>0</u>
Within 1 year	6,208	0
Other short-term debt to credit institutions	7,572	0
Short-term part	<u>13,780</u>	<u>0</u>
	<b><u>135,006</u></b>	<b><u>0</u></b>
<b>Payables to owners and Management</b>		
After 5 years	128,610	128,610
Long-term part	<u>128,610</u>	<u>128,610</u>
Within 1 year	0	0
	<b><u>128,610</u></b>	<b><u>128,610</u></b>

# Notes to the Financial Statements

	<b>Group</b> <hr/> 2017 TDKK
<b>16 Cash flow statement - adjustments</b>	
Financial income	-1,429
Financial expenses	2,529
Depreciation, amortisation and impairment losses, including losses and gains on sales	2,250
Tax on profit/loss for the year	1,002
	<hr/> <b>4,352</b> <hr/>
<b>17 Cash flow statement - change in working capital</b>	
Change in inventories	11,960
Change in receivables	-4,728
Change in trade payables, etc	16,796
	<hr/> <b>24,028</b> <hr/>

# Notes to the Financial Statements

	<b>Group</b>	<b>Parent</b>
	<b>2017</b>	<b>2017</b>
	TDKK	TDKK
<b>18 Contingent assets, liabilities and other financial obligations</b>		
<b>Rental and lease obligations</b>		
Lease obligations under operating leases. Total future lease payments:		
Within 1 year	167	0
Between 1 and 5 years	243	0
	<b>410</b>	<b>0</b>
Rental obligations between 6 to 59 months	8,574	0

## Other contingent liabilities

As part of the group's ordinary business procedures, bank guarantees have been provided to third parties.

At 31 December 2017 , bank guarantees amounted to TDKK 33,923.

The group companies are jointly and severally liable for tax on the jointly taxed incomes etc of the Group. Moreover, the group companies are jointly and severally liable for Danish withholding taxes by way of dividend tax, tax on royalty payments and tax on unearned income. Any subsequent adjustments of corporation taxes and withholding taxes may increase the Company's liability.

## 19 Related parties

	<b>Basis</b>
<b>Controlling interest</b>	
Belgravia Holding S�rl	Majority owner
Ultimate ownership:	
Agilitas 2015 Private Equity Fund L.P.	

## Notes to the Financial Statements

### 20 Fee to auditors appointed at the general meeting

#### PricewaterhouseCoopers

	Group	Parent
	2017	2017
	TDKK	TDKK
Audit fee	124	10
Tax advisory services	48	10
Other services	63	20
	<b>235</b>	<b>40</b>



# Notes to the Financial Statements

## 21 Accounting Policies

The Annual Report of Belgravia Topco ApS for 2017 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to large enterprises of reporting class C .

The Consolidated and Parent Company Financial Statements for 2017 are presented in TDKK.

### Recognition and measurement

Revenues are recognised in the income statement as earned. Furthermore, value adjustments of financial assets and liabilities measured at fair value or amortised cost are recognised. Moreover, all expenses incurred to achieve the earnings for the year are recognised in the income statement, including depreciation, amortisation, impairment losses and provisions as well as reversals due to changed accounting estimates of amounts that have previously been recognised in the income statement.

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

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

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

### Basis of consolidation

The Consolidated Financial Statements comprise the Parent Company, Belgravia Topco ApS, and subsidiaries in which the Parent Company directly or indirectly holds more than 50% of the votes or in which the Parent Company, through share ownership or otherwise, exercises control. Enterprises in which the Group holds between 20% and 50% of the votes and exercises significant influence but not control are classified as associates.

On consolidation, items of a uniform nature are combined. Elimination is made of intercompany income and expenses, shareholdings, dividends and accounts as well as of realised and unrealised profits and losses on transactions between the consolidated enterprises.

The Parent Company's investments in the consolidated subsidiaries are set off against the Parent Company's share of the net asset value of subsidiaries stated at the time of consolidation.

### Business combinations

#### Acquisitions

On acquisition of subsidiaries, the difference between cost and net asset value of the enterprise acquired is determined at the date of acquisition after the individual assets and liabilities having been adjusted to

# Notes to the Financial Statements

## 21 Accounting Policies (continued)

fair value (the purchase method). Cost comprises the fair value of the consideration transferred and fair value of minority interests. Expenses for consultants etc directly related to the acquisition are recognised as an expense when incurred. Any remaining positive differences are recognised in intangible assets in the balance sheet as goodwill, which is amortised in the income statement on a straightline basis over its estimated useful life. Any remaining negative differences are recognised as income in the income statement at the date of acquisition.

Positive and negative differences from enterprises acquired may, due to changes to the recognition and measurement of net assets, be adjusted until 12 months after the acquisition.

These adjustments are also reflected in the value of goodwill or negative goodwill, including in amortisation already made. Moreover, any change in contingent consideration is adjusted in the value of goodwill or negative goodwill.

### Minority interests

Minority interests form part of the Group's total equity. Minority shareholders hold preference shares in a subsidiary. Upon distribution of net profit, net profit is attributed to the various share classes based on the economic right attached to each share class. Attribution of profit/loss and equity between minority interests and shareholders of the Parent Company reflects these rights based on the carrying amount of the net assets of the Group as of 31 December 2017.

On initial recognition, Minority interests are recognised at fair value of the share of net assets including goodwill.

### Leases

All leases are considered operating leases. Payments made under operating leases are recognised in the income statement on a straight-line basis over the lease term.

### Translation policies

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement. Where foreign exchange transactions are considered hedging of future cash flows, the value adjustments are recognised directly in equity.

Receivables, payables and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the rates at the time when the receivable or the debt arose are recognised in financial income and expenses in the income statement.

# Notes to the Financial Statements

## 21 Accounting Policies (continued)

Fixed assets acquired in foreign currencies are measured at the transaction date rates.

### Revenue

The Group's internal management reporting does not contain reporting by segments, and as a result, no specification of net sales is shown.

## 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 Group.

Services are recognised at the rate of completion of the service to which the contract relates by using the percentage-of-completion method, which means that revenue equals the selling price of the service completed for the year. This method is applied when total revenues and expenses in respect of the service and the stage of completion at the balance sheet date can be measured reliably, and it is probable that the economic benefits, including payments, will flow to the Group. The stage of completion is determined on the basis of the ratio between the expenses incurred and the total expected expenses of the service.

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

### Expenses for raw materials and consumables

Expenses for raw materials and consumables comprise the raw materials and consumables consumed to achieve revenue for the year.

### Other external expenses

Other external expenses comprise expenses for premises, sales and distribution as well as office expenses, etc.

### Staff expenses

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

### Amortisation, depreciation and impairment losses

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

# Notes to the Financial Statements

## 21 Accounting Policies (continued)

### Other operating income and expenses

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

### Income from investments in subsidiaries

Dividends from subsidiaries are recognised as income in the income statement when adopted at the General Meeting of the subsidiary. However, dividends relating to earnings in the subsidiary before it was acquired by the Parent Company are set off against the cost of the subsidiary.

### Financial income and expenses

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

### Tax on profit/loss for the year

Tax for the year consists of current tax for the year and changes in deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity transactions is recognised directly in equity.

The Company is jointly taxed with wholly owned Danish and foreign subsidiaries. The tax effect of the joint taxation is allocated to enterprises in proportion to their taxable incomes.

## Balance Sheet

### Intangible assets

Goodwill acquired is measured at cost less accumulated amortisation. Goodwill is amortised on a straight-line basis over its useful life, which is assessed at 10 years.

Software that are recognised in the balance sheet are measured at cost less accumulated depreciation.

The expected useful life is 3-5 years.

### Property, plant and equipment

Property, plant and equipment are measured at cost less accumulated depreciation and less any accumulated impairment losses.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time

# Notes to the Financial Statements

## 21 Accounting Policies (continued)

when the asset is ready for use.

Depreciation based on cost reduced by any residual value is calculated on a straight-line basis over the expected useful lives of the assets, which are:

Other fixtures and fittings, tools and equipment	2-10	years
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Depreciation period and residual value are reassessed annually.

### Impairment of fixed assets

The carrying amounts of intangible assets and property, plant and equipment are reviewed on an annual basis to determine whether there is any indication of impairment other than that expressed by amortisation and depreciation.

If so, the asset is written down to its lower recoverable amount.

### Investments in subsidiaries

Investments in subsidiaries are measured at cost. Where cost exceeds the recoverable amount, write-down is made to this lower value.

Investments in are recognised and measured under the equity method.

The item in the balance sheet include the proportionate ownership share of the net asset value of the enterprises calculated on the basis of the fair values of identifiable net assets at the time of acquisition.

The total net revaluation of investments in is transferred upon distribution of profit to “Reserve for net revaluation under the equity method“ under equity. The reserve is reduced by dividend distributed to the Parent Company and adjusted for other equity movements in .

with a negative net asset value are recognised at DKK 0. Any legal or constructive obligation of the Parent Company to cover the negative balance of the enterprise is recognised in provisions.

### Other fixed asset investments

Other fixed asset investments consist of loan to subsidiary.

### Inventories

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

The net realisable value of inventories is calculated at the amount expected to be generated by sale of the

# Notes to the Financial Statements

## **21 Accounting Policies** (continued)

inventories in the process of normal operations with deduction of selling expenses. The net realisable value is determined allowing for marketability, obsolescence and development in expected selling price.

The cost of goods for resale equals landed cost.

The cost of finished goods and work in progress comprises the cost of raw materials, consumables and direct labour with addition of indirect production costs. Indirect production costs comprise the cost of indirect materials and labour as well as maintenance and depreciation of the machinery, factory buildings and equipment used in the manufacturing process as well as costs of factory administration and management.

### **Receivables**

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

### **Prepayments**

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

### **Equity**

#### ***Dividend***

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

### **Deferred tax assets and liabilities**

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

Deferred tax assets are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity.

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement or in equity if the deferred tax relates to items recognised in equity.

# Notes to the Financial Statements

## 21 Accounting Policies (continued)

### Current tax receivables and liabilities

Current tax liabilities and receivables are recognised in the balance sheet as the expected taxable income for the year adjusted for tax on taxable incomes for prior years and tax paid on account. Extra payments and repayment under the on-account taxation scheme are recognised in the income statement in financial income and expenses.

### Financial debts

Loans, such as loans from credit institutions, are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

Mortgage loans are measured at amortised cost, which for cash loans corresponds to the remaining loan. Amortised cost of debenture loans corresponds to the remaining loan calculated as the underlying cash value of the loan at the date of raising the loan adjusted for depreciation of the price adjustment of the loan made over the term of the loan at the date of raising the loan.

Other debts are measured at amortised cost, substantially corresponding to nominal value.

## Cash Flow Statement

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

### Cash flows from operating activities

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 such as depreciation, amortisation and impairment losses, and provisions. Working capital comprises current assets less short-term debt excluding items included in cash and cash equivalents.

### Cash flows from investing activities

Cash flows from investing activities comprise cash flows from acquisitions and disposals of intangible assets, property, plant and equipment as well as fixed asset investments.

### Cash flows from financing activities

Cash flows from financing activities comprise cash flows from the raising and repayment of long-term debt as well as payments to and from shareholders.

# Notes to the Financial Statements

## 21 Accounting Policies (continued)

### Cash and cash equivalents

Cash and cash equivalents comprise "Cash at bank and in hand" and "Overdraft facilities".

The cash flow statement cannot be immediately derived from the published financial records.

### Financial Highlights

#### Explanation of financial ratios

Gross margin	$\frac{\text{Gross profit} \times 100}{\text{Revenue}}$
Profit margin	$\frac{\text{Profit before financials} \times 100}{\text{Revenue}}$
Return on assets	$\frac{\text{Profit before financials} \times 100}{\text{Total assets}}$
Solvency ratio	$\frac{\text{Equity at year end} \times 100}{\text{Total assets at year end}}$
Return on equity	$\frac{\text{Net profit for the year} \times 100}{\text{Average equity}}$