

Iveco Danmark A/S
Roholmsvej 19, DK-2620 Albertslund
CVR no. 56 57 78 15

Annual report for 2019

Adopted at the annual general
meeting on 17 April 2020

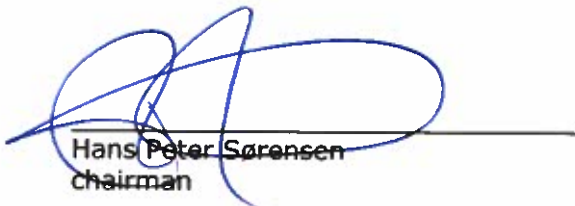

Hans Peter Sørensen
chairman

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Statement by management on the annual report

The supervisory and executive boards have today discussed and approved the annual report of Iveco Danmark A/S for the financial year 1 January - 31 December 2019.

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

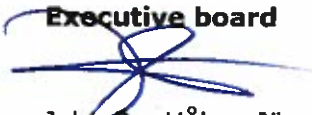
In our opinion, the financial statements give a true and fair view of the company's financial position at 31 December 2019 and of the results of the company's operations and cash flows for the financial year 1 January - 31 December 2019.

In our opinion, management's review includes a fair review of the matters dealt with in the management's review.

Management recommends that the annual report should be approved by the company in general meeting.

Albertslund, 15 April 2020

Executive board



John Per Håkan Jönsson
chief executive officer

Supervisory board



Hans Peter Sørensen
chairman



John Per Håkan Jönsson



Bjørn Gehlert

Independent auditor's report

To the shareholder of Iveco Danmark A/S

Opinion

We have audited the financial statements of Iveco Danmark A/S for the financial year 1 January - 31 December 2019, which comprise income statement, balance sheet, statement of changes in equity, cash flow statement, notes and summary of significant accounting policies. The financial statements are prepared under the Danish Financial Statements Act.

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

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the 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 the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these 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 the 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.

Independent auditor's report

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 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.

Independent auditor's report

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Statement on management's review

Management is responsible for management's review.

Our opinion on the 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, we conclude that 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 management's review.

Copenhagen, 15 April 2020

ERNST & YOUNG
Godkendt Revisionspartnerselskab
CVR no. 30 70 02 28


Mogens Andreasen
state authorised public accountant
MNE no. mne28603



Dennis Dupont
state authorised public accountant
MNE no. mne36192

Company details

The company	Iveco Danmark A/S Roholmsvej 19 DK-2620 Albertslund CVR no.: 56 57 78 15 Reporting period: 1 January - 31 December 2019 Incorporated: 30 January 1976 Domicile: Albertslund
Supervisory board	Hans Peter Sørensen, chairman John Per Håkan Jönsson Bjørn Gehlert
Executive board	John Per Håkan Jönsson
Ownership control	CNH Industrial N. V.
Auditors	ERNST & YOUNG Godkendt Revisionspartnerselskab c/o Postboks 250, Dirch Passers Allé 36 DK-2000 Frederiksberg
Lawyers	Lund Elmer Sandager Kalvebod Brygge 39-41 DK-1560 Copenhagen
Bankers	Danske Bank Holmens Kanal 2 DK-1092 Copenhagen

Company details

Consolidated financial statements

The company is included in the group annual report of CNH Industrial N. V.

The group report of CNH Industrial N. V. can be obtained at the following address:

Cranes Farm Road, Basildon
Essex SS143AD
United Kingdom

Financial highlights

Seen over a 5-year period, the development of the Company may be described by means of the following financial highlights:

	2019	2018	2017	2016	2015
	TDKK	TDKK	TDKK	TDKK	TDKK
Key figures					
Revenue	484,610	527,185	604,604	537,509	574,917
Gross profit	112,696	136,413	160,960	132,080	109,132
Profit/loss before net financials	13,084	14,140	12,167	5,220	6,055
Net financials	-3,258	-7,308	-7,695	-6,644	-8,175
Profit/loss for the year	14,059	7,351	18,388	-17,593	-4,640
Balance sheet total	411,230	565,384	642,136	534,810	432,510
Investment in property, plant and equipment	1,095	104,020	146,663	184,793	125,432
Equity	106,897	92,838	85,487	67,099	84,692
Number of employees	95	90	86	132	158
Financial ratios					
Gross margin	23.3%	25.9%	26.6%	24.6%	19.0%
Solvency ratio	26.0%	16.4%	13.3%	12.5%	19.6%
Return on equity	14.1%	8.2%	24.1%	-23.2%	-4.2%

The financial ratios are calculated in accordance with accounting policies.

Management's review

Business review

The primary activity for the company is import, sales and services of vans, trucks and related spare parts on the Danish market. Distribution and marketing is handled via the Danish dealer network and one owned branch in Odense.

The company has posted a result for 2019 of 14.1 mill. DKK (vs. 7.4 mill. DKK in 2018). The equity in the company increased from 92.8 mill. DKK (2018) to 106.9 mill. DKK (2019).

Outlook

The result in 2019 increased compared to the year before. The development in IVECO market share has not been satisfactory in the last two years. The negative development was driven by price increases and change in the strategy for the heavy segment. The goal to regain the market share in 2019 has not been successful, however the ambition continues to be to an aim for increase in market share on all product ranges.

The recent outbreak of Coronavirus, a virus causing potentially deadly respiratory tract infections originating in China and spreading in various jurisdictions, may negatively affect economic conditions regionally as well as globally, disrupt operations situated in countries particularly exposed to the contagion, affect supply chains or otherwise impact our businesses. Governments in affected countries are imposing travel bans, quarantines and other emergency public safety measures. Those measures, though temporary in nature, may continue and increase depending on developments in the virus' outbreak.

The ultimate severity of the Coronavirus outbreak is uncertain at this time and therefore the Company cannot reasonably estimate the impact it may have on our end markets and our operations in 2020.

Management's review

Financial review

The Light Market: 3.5 - 7 Tons

IVECO's core market 2019 finished with a decrease of 1.8 % in volume compared to 2018. IVECO finished the year with a MS of 13.3 % which was 0.6 % lower than in 2018.

The Medium Market: 7.01 - 15.99 Tons

The medium market increased in 2019 by 4.1 % compared to 2018. IVECO finished the year with a MS of 14.6 % which was 7.6% lower than in 2018.

The Heavy Market: + 16 Tons

The heavy market decreased by 1.4 % compared to 2018. IVECO achieved a MS 1.5 % which was a decrease compared to 2018 of 0.5 %.

Aftersales Market

Spare part sales and Services in Denmark decreased by 13.1 % compared to 2018. The main reasons for the decline was a reduction in the rental business on Heavy Trucks in 2019 and a reduction in the Heavy range running park due to lower sales with Buy Back throughout the year.

Significant events occurring after the end of the financial year

After the end of the financial year, the outbreak of Coronavirus and the uncertainty related to this situation may negatively affect economic conditions regionally as well as globally, disrupt operations, affect supply chains or otherwise impact our businesses. Due to the uncertainty at this time it is not possible for the company to reasonably estimate the demand for our products, and the impact it may have on our operations.

No other events have occurred after the balance sheet date which could significantly affect the company's financial position.

Knowledge resources

The company is solely engaged in sales and service. Intellectual capital resources within research and development are placed within the parent company, but available for the subsidiaries of IVECO, and will as such influence the development of the company within this area.

Management's review

Special risks apart from generally occurring risks in the industry

Operational risks

The activity of the company is strongly related to the general economic development, especially the development within the transport sector. The industry is highly competitive and the market mature.

The recent outbreak of Coronavirus, a virus causing potentially deadly respiratory tract infections originating in China and spreading in various jurisdictions, may negatively affect economic conditions regionally as well as globally, disrupt operations situated in countries particularly exposed to the contagion, affect supply chains or otherwise impact our businesses. Governments in affected countries are imposing travel bans, quarantines and other emergency public safety measures. Those measures, though temporary in nature, may continue and increase depending on developments in the virus' outbreak.

The ultimate severity of the Coronavirus outbreak is uncertain at this time and therefore the Company cannot reasonably estimate the impact it may have on our end markets and our operations in 2020.

Financial risks

The company performs its activities in local currency and has only limited exchange rate exposure. Credit risk is also limited due to the retention of title on sales of vehicles. The main credit risk is related to the aftermarket sales.

Statutory report on corporate governance

As a fully owned subsidiary of CNH Industrial N.V. Iveco Danmark A/S is committed to follow CNH Industrial's corporate CSR policy including the corporate policies in relation to human rights, environmental issues, climate issues, social & employee conditions, anticorruption and gender distribution management.

The complete corporate sustainability report will be available on the homepage of CNH Industrial:

([http://www.cnhindustrial.com/en-](http://www.cnhindustrial.com/en-us/sustainability/corporate_sustainability_reports/Pages/default.aspx)

[us/sustainability/corporate_sustainability_reports/Pages/default.aspx](http://www.cnhindustrial.com/en-us/sustainability/corporate_sustainability_reports/Pages/default.aspx)).

Management's review

Statutory corporate social responsibility report

Description of the company's corporate social responsibility policies

Policies on the environment

Environmental issues

Due to the nature of the company as mainly a sales and distribution company, the environmental risks are limited to energy and water consumption and potential environmental issues related to the operation of the workshop in Odense. To mitigate the risks the company is dedicated to address any issues that are identified in this area. The company has a continuous surveillance of potential pollution for the workshop activities and is using the needed tools to handle waste products in a safe manner. For 2019 all waste has been handled and sorted at the source enabling us to have the majority of the waste in a safe manner.

Climate issues

The company is committed to act to combat the climate changes. Locally the risks and efforts are limited but leveraging on the strong product portfolio of natural powered (NP) vehicles (LNG & CNG) the sales strategy is defined to take advantage of this to the highest possible extend. In 2019 the company has actively engaged both in selling NP products and in supporting promotion of these types of products. The market is still young and infrastructure limited, but to avoid the risk of losing market share due to increasing demand from customers for more environmentally friendly products, the company put big effort in staying ahead on this. For 2019 the NP products are 1% of the sales, but aggressive targets are set for the sales in the coming years. In addition, the company has been investing in energy saving lightning (LED) in offices and work shop spaces also in 2019 and will continue to do so. The effect on this has in 2019 been a continued reduction in energy cost.

Management's review

Policies on human rights

Human rights

The company supports the protection of fundamental human rights in all its operations, and seeks to promote respect for these principles by others where it has an influence, particularly contractors, suppliers, and all other entities and individuals with whom it has a business relationship. In fact, the company will not establish or continue a relationship with any entity or individual that refuses to respect the principles of its Code of Conduct. The main risk for the company is loss of reputation, which is not only a local risk, but can spread towards other markets and brands of the company. The company's commitment is stated in its Code of Conduct, and its principles are consistent with the spirit and intent of the United Nations' Universal Declaration of Human Rights, the OECD Guidelines for Multinational Companies, and the relevant Declaration on Fundamental Principles and Rights at Work of the International Labor Organization (ILO). Assessment is performed within the HR functions of the company, and in 2019 as in previous years, all employees are invited to participate in mandatory training to stay familiar with the company's human rights policy. For 2019 all employees have completed the training.

Social and employee conditions

The company's performance relies on a stable, competent and healthy workforce, and therefore is committed to address the potential risk of accidents, physically as well as mental illness among the employees and the risk of insufficient access to the necessary knowledge and personal skills. The company will continue the focus on creating a more agile workforce structure to meet changing business needs and ensure a sustainable enhancement of the organizational performance. A core staff component will remain essential to ensure continuity of key functions for which technical and specialized knowledge are required. Iveco Danmark A/S will continue to help young people with their education by keeping apprentices. It is the aim to have 2-4 apprentices at any given time. Iveco Danmark A/S would like to emphasize the health of the employees, to the benefit of the company and the employees themselves. This is done through a constant focus on a safe work environment, and by offering free health insurance, stop smoking classes and providing a variety of healthy choices in the canteen. In 2019 there were no work-related injuries which is as in the year before.

Management's review

Anti-corruption and bribery policies

The company advocates the Code of Conduct and the Supplier Code of Conduct as best practice standards in business ethics among the partners, suppliers, consultants, agents, dealers, and other third parties with whom it has long-term relationships. Company contracts include specific clauses relating to the recognition of, and adherence to, the fundamental principles of the Code of Conduct and related policies, as well as compliance with applicable laws, particularly those related to bribery and corruption, money laundering, antitrust/competition law, and other corporate criminal liabilities. In addition, compliance with the Supplier Code of Conduct is a requirement for continuing business relations with CNH Industrial. To avoid the risk of damaging the company's reputation and/or the financial performance both within sales and procurement, all relevant employees were trained in 2019 in relation to anticorruption and the related policies. The training was mandatory and assessed via a final test. Internal audit is performed to evaluate the processes, and all employees have anonymously access to the company's Compliance Helpline.

Policies on the underrepresented gender

Iveco Danmark believes that diversity among employees, including equal gender representation, is contributing positively to the work environment of the company and enhances our performance and competitiveness. The workforce of the company consists of 68% men and 32% women. At management level (including all positions that have employees in reference) 12% are women. It is the company's ambition that the share of employees of the underrepresented gender at management level as a minimum equals the share of the underrepresented gender in the total staff. For this reason, Iveco Danmark will issue concrete policies, initiatives and action plans over the coming years to increase the number of female managers. So far, the company has set a concrete target to have 4 female managers before the end of 2021. The current board of directors consists of 3 men. The company has set as a target to change this composition, insofar as it is possible to find suitable candidates. The target for the company is to have 1 female board member by the end of 2021.

Income statement 1 January - 31 December

	<u>Note</u>	<u>2019</u> TDKK	<u>2018</u> TDKK
Revenue	2	484,610	527,185
Other operating income	3	52,898	28,764
Raw materials and consumables		-373,212	-370,493
Other external costs		-51,600	-49,043
Gross profit		112,696	136,413
Staff expenses	4	-66,586	-63,016
Depreciation, amortisation and impairment of intangible assets and property, plant and equipment		-33,026	-59,257
Profit/loss before net financials		13,084	14,140
Financial income	5	498	409
Financial costs	6	-3,756	-7,717
Profit/loss before tax		9,826	6,832
Tax on profit/loss for the year	7	4,233	519
Profit/loss for the year		14,059	7,351
Distribution of profit	8		

Balance sheet 31 December

	<u>Note</u>	<u>2019</u> TDKK	<u>2018</u> TDKK
Assets			
Land and buildings		19,399	20,097
Plant and machinery		128,833	262,272
Other fixtures and fittings, tools and equipment		999	1,117
Leasehold improve-ments		<u>1,254</u>	<u>1,518</u>
Tangible assets	9	<u>150,485</u>	<u>285,004</u>
Deposits	10	<u>710</u>	<u>757</u>
Fixed asset investments		<u>710</u>	<u>757</u>
Total non-current assets		<u>151,195</u>	<u>285,761</u>
Vehicles and vans		133,374	111,570
Spare parts		<u>1,707</u>	<u>789</u>
Stocks	11	<u>135,081</u>	<u>112,359</u>
Trade receivables		4,738	2,312
Receivables from group companies		74,248	127,601
Other receivables		1,237	643
Deferred tax asset	12	27,692	27,776
Corporation tax		11,699	8,156
Prepayments	13	<u>1,214</u>	<u>773</u>
Receivables		<u>120,828</u>	<u>167,261</u>
Cash at bank and in hand		<u>4,126</u>	<u>3</u>
Total current assets		<u>260,035</u>	<u>279,623</u>
Total assets		<u>411,230</u>	<u>565,384</u>

Balance sheet 31 December

	<u>Note</u>	<u>2019</u> TDKK	<u>2018</u> TDKK
Equity and liabilities			
Share capital		501	501
Retained earnings		<u>106,396</u>	<u>92,337</u>
Equity	14	<u>106,897</u>	<u>92,838</u>
Other provisions	15	<u>56,285</u>	<u>65,502</u>
Total provisions		<u>56,285</u>	<u>65,502</u>
Other payables		29,870	96,374
Deferred income		<u>3,603</u>	<u>19,714</u>
Total non-current liabilities	16	<u>33,473</u>	<u>116,088</u>
Short-term part of long-term debt	16	116,136	160,157
Trade payables		19,994	24,155
Payables to group companies		47,239	51,122
Other payables	17	16,644	20,794
Deferred income		<u>14,562</u>	<u>34,728</u>
Total current liabilities		<u>214,575</u>	<u>290,956</u>
Total liabilities		<u>248,048</u>	<u>407,044</u>
Total equity and liabilities		<u>411,230</u>	<u>565,384</u>
Uncertainty in the recognition and measurement	1		
Subsequent events	18		
Contingencies, etc.	19		
Mortgages and collateral	20		
Related parties and ownership structure	21		
Fee to auditors appointed at the general meeting	22		

Statement of changes in equity

	<u>Share capital</u>	<u>Retained earnings</u>	<u>Total</u>
Equity at 1 January 2019	501	92,337	92,838
Net profit/loss for the year	0	14,059	14,059
Equity at 31 December 2019	<u>501</u>	<u>106,396</u>	<u>106,897</u>

Cash flow statement 1 January - 31 December

	Note	2019 TDKK	2018 TDKK
Net profit/loss for the year		14,059	7,351
Adjustments	23	32,051	62,521
Change in working capital	24	20,159	5,204
Cash flows from operating activities before financial income and expenses		66,269	75,076
Interest income and similar income		498	409
Interest expenses and similar charges		-3,756	-7,717
Cash flows from ordinary activities		63,011	67,768
Change in short term assets and liabilities		-161,202	-74,662
Corporation tax paid		774	-14,275
Cash flows from operating activities		-97,417	-21,169
Purchase of property, plant and equipment		-1,095	-104,020
Deposit		47	372
Sale of property, plant and equipment		102,588	124,720
Cash flows from investing activities		101,540	21,072
Change in cash and cash equivalents		4,123	-97
Cash and cash equivalents		3	100
Cash and cash equivalents		4,126	3
Analysis of cash and cash equivalents:			
Cash at bank and in hand		4,126	3
Cash and cash equivalents		4,126	3

Notes

1 Uncertainty in the recognition and measurement

There is uncertainty associated with buy-back obligations on trucks. The uncertainty refers to the guaranteed repurchase price and the assessment of the market value of the trucks at the time of repurchase. Expected buy-back values are continuously assessed throughout the lifetime of the contracts. The company's repair and service contracts run for a number of years, where the risk factor is related to loss on these contracts. An ongoing assessment of the expected cost level is done compared to the actual cost development of the contracts.

	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
2 Revenue		
New vehicles	306,900	314,138
Used vehicles	53,535	67,391
Spare parts	94,902	109,274
Workshops	5,388	4,768
Service contracts	21,130	19,741
Other services	<u>2,755</u>	<u>11,873</u>
Total revenue	<u>484,610</u>	<u>527,185</u>

The company only has activity in one geographical market, Denmark, as mentioned in the section "Business review" in the management's review.

3 Other operating income

Gain on sale of assets on Plant and Machinery	0	4,515
Reinvoiced Group costs	45,779	19,984
Other	<u>7,119</u>	<u>4,265</u>
	<u>52,898</u>	<u>28,764</u>

Notes

	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
4 Staff expenses		
Wages and salaries	58,832	54,849
Pensions	5,047	4,909
Other staff costs	<u>2,707</u>	<u>3,258</u>
	<u>66,586</u>	<u>63,016</u>
Average number of employees	<u>95</u>	<u>90</u>
According to section 98 B(3) of the Danish Financial Statements Act, remuneration to the Executive Board and Supervisory Board has not been disclosed.		
5 Financial income		
Financial income, group companies	52	67
Other financial income	354	245
Exchange adjustments	<u>92</u>	<u>97</u>
	<u>498</u>	<u>409</u>
6 Financial costs		
Financial costs, group companies	3,555	7,304
Other financial costs	123	353
Exchange adjustments costs	<u>78</u>	<u>60</u>
	<u>3,756</u>	<u>7,717</u>
7 Tax on profit/loss for the year		
Current tax for the year	-4,142	-276
Deferred tax for the year	6,843	-211
Adjustment of tax concerning previous years	-175	-1,099
Adjustment of deferred tax concerning previous years	<u>-6,759</u>	<u>1,067</u>
	<u>-4,233</u>	<u>-519</u>

Notes

	<u>2019</u>	<u>2018</u>			
	TDKK	TDKK			
8 Distribution of profit					
Retained earnings	<u>14,059</u>	<u>7,351</u>			
	<u>14,059</u>	<u>7,351</u>			
9 Tangible assets					
	Land and buildings	Plant and machinery	Other fixtures and fittings, tools and equipment	Leasehold improve- ments	Total
Cost at 1 January 2019	28,414	425,395	4,346	1,916	460,071
Additions for the year	0	1,067	0	28	1,095
Disposals for the year	0	-197,831	-994	-371	-199,196
Cost at 31 December 2019	<u>28,414</u>	<u>228,631</u>	<u>3,352</u>	<u>1,573</u>	<u>261,970</u>
Impairment losses and depreciation at 1 January 2019	8,317	163,123	3,229	398	175,067
Impairment losses for the year	0	3,963	0	0	3,963
Depreciation for the year	698	28,203	115	47	29,063
Reversal of impairment and depreciation of sold assets	0	-95,491	-991	-126	-96,608
Impairment losses and depreciation at 31 December 2019	<u>9,015</u>	<u>99,798</u>	<u>2,353</u>	<u>319</u>	<u>111,485</u>
Carrying amount at 31 December 2019	<u>19,399</u>	<u>128,833</u>	<u>999</u>	<u>1,254</u>	<u>150,485</u>
Tangible fixed assets include financial leasing assets with total carrying amount	<u>0</u>	<u>128,833</u>	<u>0</u>	<u>0</u>	<u>128,833</u>

Notes

10 Fixed asset investments

	<u>Deposits</u>
Cost at 1 January 2019	757
Disposals for the year	<u>-47</u>
Cost at 31 December 2019	<u>710</u>
Carrying amount at 31 December 2019	<u><u>710</u></u>

	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
11 Stocks		
Vehicles and vans	133,374	111,570
Spare parts	<u>1,707</u>	<u>789</u>
	<u><u>135,081</u></u>	<u><u>112,359</u></u>

Stock value comprises write-down of TDKK 68,607 (2018: TDKK 49,361).

12 Provision for deferred tax

Provision for deferred tax at 1 January	-27,776	-26,920
Adjustment prior years	-6,759	-1,067
Adjustment in the year	<u>6,843</u>	<u>211</u>
Provision for deferred tax at 31 December	<u><u>-27,692</u></u>	<u><u>-27,776</u></u>

Deferred tax asset

Calculated tax asset	<u>27,692</u>	<u>27,776</u>
Carrying amount	<u><u>27,692</u></u>	<u><u>27,776</u></u>

Notes

13 Prepayments

Prepayments recognised under Assets comprise prepaid costs related to campaigns, rent and sundry regarding subsequent financial reporting years.

14 Equity

The share capital consists of the following:

1 share of DKK 500,000.00
1 share DKK 1,000.00

All shares rank equally.

The company's share capital has remained TDKK 501 over the past 5 years.

15 Other provisions

	2019 TDKK	2018 TDKK
Balance at beginning of year at 1 January 2019	65,502	72,483
Provision in year	23,543	38,371
Applied in the year	-32,760	-45,352
Balance at 31 December 2019	<u>56,285</u>	<u>65,502</u>

Other provisions comprise provisions for warranty commitments, TDKK 30,405 (2018: TDKK 40,140), repair and maintenance provisions, TDKK 23,205 (2018: TDKK 22,090) and other provisions, TDKK 2,675 (2018: TDKK 3,272) .

16 Long term debt

	Debt at 1 January 2019	Debt at 31 December 2019	Instalment next year	Debt outstanding after 5 years
Other payables	256,531	146,006	116,136	0
Deferred income	19,714	3,603	14,562	0
	<u>276,245</u>	<u>149,609</u>	<u>130,698</u>	<u>0</u>

Notes

	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
17 Other payables		
VAT and other indirect taxes	6,528	7,190
Wages/salaries, salary taxes, social security contributions, etc.	2,475	2,724
Holiday allowance	6,971	7,220
Other accrued expenses	670	3,660
	<u>16,644</u>	<u>20,794</u>

18 Subsequent events

After the end of the financial year, the outbreak of Coronavirus and the uncertainty related to this situation may negatively affect economic conditions regionally as well as globally, disrupt operations, affect supply chains or otherwise impact our businesses. Due the uncertainty at this time it is not possible for the company to reasonably estimate the demand for our products, and the impact it may have on our operations. No other material events have occurred after the balance sheet date, that effect the assessment of the annual report.

19 Contingencies, etc.

Other contingent liabilities

As management company, the company is jointly taxed with other Danish group entities and 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.

The company is evaluating the risk associated with pending claim cases. The company has booked a reserve to reflect this risk.

Other financial obligations

Other rent and lease liabilities include a rent and lease obligation totalling MDKK 16.1 (2018: MDKK 16.5).

20 Mortgages and collateral

The company has provided security for third parties including group enterprises of MDKK 1.8 (2018: MDKK 1.8).

Notes

21 Related parties and ownership structure

Controlling interest

CNH Industrial N.V.
Cranes Farm Road, Basildon
Essex SS143AD
United Kingdom

Transactions

Iveco Denmark A/S had the following transactions with related parties in TDKK:

Sale of goods and services to parent company	6,449 (2018: 15,612)
Purchase of goods and services from parent company	153,428 (2018:160,953)
Sale of goods and services to group companies	39,754 (2018: 37,370)
Purchase of goods and services from group companies	54,187 (2018: 58,181)
Cost of management fee to parent company	4,067 (2018: 3,649)
Interest to group companies	52 (2018: 67)
Interest from group companies	3,555 (2018: 7,304)
Receivables from parent company	3,392 (2018: 4,692)
Payables to parent company	37,384 (2018: 41,339)
Receivables from group companies	70,856 (2018: 122,909)
Payables to group companies	9,855 (2018: 9,783)

Besides the above listed transactions, no other transactions were carried through with shareholders or other group companies in the year.

	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
22 Fee to auditors appointed at the general meeting		
ERNST & YOUNG:		
Audit fee	<u>165</u>	<u>165</u>
	<u>165</u>	<u>165</u>

Notes

	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
23 Cash flow statement - adjustments		
Financial income	-498	-409
Financial costs	3,756	7,717
Depreciation, amortisation and impairment losses	33,026	59,257
Tax on profit/loss for the year	-4,233	-519
Other adjustments of non-cash operating income/expenses	<u>0</u>	<u>-3,525</u>
	<u>32,051</u>	<u>62,521</u>
24 Cash flow statement - change in working capital		
Change in inventories	-22,722	-5,656
Change in receivables	50,928	12,567
Change in trade payables, etc.	<u>-8,047</u>	<u>-1,707</u>
	<u>20,159</u>	<u>5,204</u>

Accounting policies

The annual report of Iveco Danmark A/S for 2019 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to large enterprises of reporting class C as well as selected provisions as regards larger entities.

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

The annual report for 2019 is presented in TDKK

Basis of recognition and measurement

Income is recognised in the income statement as earned, including value adjustments of financial assets and liabilities. All expenses, including amortisation, depreciation and impairment losses, are also recognised in the income statement.

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. On subsequent recognition, assets and liabilities are measured as described below for each individual accounting item.

Certain financial assets and liabilities are measured at amortised cost using the effective interest method. Amortised cost is calculated as the historic cost less any installments and plus/less the accumulated amortisation of the difference between the cost and the nominal amount.

On recognition and measurement, allowance is made for predictable losses and risks which occur before the annual report is presented and which confirm or invalidate matters existing at the balance sheet date.

Income statement

Segment information

Segment information as provided on business segments and geographical markets. The segment information is based on the company's internal financial management.

Revenue

Income from the sale of goods for resale and finished goods is recognised in accordance with IAS 18 in the income statement, provided that the transfer of risk, usually on delivery to the buyer, has taken place and that the income can be measured reliably and is expected to be received.

Accounting policies

Revenue is measured at fair value of the agreed consideration excluding VAT and taxes charged on behalf of third parties. Revenue is net of all types of discounts granted.

Raw materials and consumables

Costs of raw materials and consumables include the raw materials and consumables used in generating the year's revenue.

Other operating income

Other operating income comprises items of a secondary nature relative to the company's activities, including gains on the sale of intangible assets and property, plant and equipment.

Other external costs

Other external costs include expenses related to distribution, sale, advertising, administration, premises, bad debts, payments under operating leases, etc.

Staff costs

Staff costs include wages and salaries, including compensated absence and pensions, as well as other social security contributions, etc. made to the entity's employees. The item is net of refunds made by public authorities.

Amortisation, depreciation and impairment losses

Amortisation, depreciation and impairment losses comprise the year's amortisation, depreciation and impairment of intangible assets and property, plant and equipment.

Financial income and expenses

Financial income and expenses are recognised in the income statement at the amounts relating to the financial year. Net financials include interest income and expenses, financial expenses relating to finance leases, realised and unrealised capital/exchange gains and losses on securities and foreign currency transactions, amortisation of mortgage loans and surcharges and allowances under the advance-payment-of-tax scheme, etc.

Tax on profit/loss for the year

Tax for the year includes current tax on the year's expected taxable income and the year's deferred tax adjustments. The portion of the tax for the year that relates to the profit/loss for the year is recognised in the income statement, whereas the portion that relates to transactions taken to equity is recognised in equity.

The entity and its Danish group entities are taxed on a joint basis. The Danish income tax charge is allocated between profit-making and loss-making Danish entities in proportion to their taxable income (full allocation method).

Accounting policies

Jointly taxed companies entitled to a tax refund are, as a minimum, reimbursed by the management company according to the current rates applicable to interest allowances, and jointly taxed companies having paid too little tax pay, as a minimum, a surcharge according to the current rates applicable to interest surcharges to the management company.

Balance sheet

Tangible assets

Items of property, plant and equipment are measured at cost less accumulated depreciation and impairment losses.

The depreciable amount is cost less the expected residual value at the end of the useful life.

Cost comprises the purchase price and any costs directly attributable to the acquisition until the date when the asset is available for use. The cost of self-constructed assets comprises direct and indirect costs of materials, components, sub-suppliers and wages.

Vehicles sold with a buy-back obligation are considered operating leases and are recognised in the balance sheet as property, plant and equipment, in accordance with IAS 17.

For assets held under finance leases, cost is the lower of the asset's fair value and present value of future lease payments.

Straight-line depreciation is provided on the basis of the following estimated useful lives of the assets:

Buildings	33-40	years
Plant and machinery	2-6	years
Other fixtures and fittings, tools and equipment	4-8	years
Leasehold improvements	5-8	years

Land is not depreciated.

The basis of depreciation is based on the residual value of the asset and is reduced by impairment losses, if any. The depreciation period and the residual value are determined at the time of acquisition and are reassessed every year. Where the residual value exceeds the carrying amount of the asset, no further depreciation charges are recognised.

In case of changes in the amortisation period or the residual value, the effect on the depreciation charges is recognised prospectively as a change in accounting estimates.

Accounting policies

Gains or losses are made up as the difference between the selling price less selling costs and the carrying amount of the date of the disposal. Gains and losses from the disposal of property, plant and equipment are recognised in the income statement as other operating income or other operating costs.

Leases

In accordance with IAS 17, leases that do not transfer substantially all the risks and rewards incident to the ownership to the company are classified as operational leases. Payments relating to operating leases and any other leases are recognised in the income statement over the term of the lease. The company's aggregate liabilities relating to operating leases and other leases are disclosed under contingencies.

Impairment of fixed assets

Every year, intangible assets and property, plant and equipment are reviewed for impairment. Where there is indication of impairment, an impairment test is made for each individual asset or group of assets, respectively, generating independent cash flows. The assets are written down to the higher of the value in use and the net selling price of the asset or group of assets (recoverable amount) if it is lower than the carrying amount. Where an impairment loss is recognised on a group of assets, a loss must first be allocated to goodwill and then to the other assets on a pro rata basis.

Stocks

Stocks are measured at cost using the FIFO method. Where the net realisable value is lower than the cost, inventories are recognised at this lower value.

The net realisable value of stocks is calculated as the selling price less costs of completion and expenses incurred to effect the sale. The net realisable value is determined taking into account marketability, obsolescence and expected selling price movements.

Goods for resale are measured at cost, which comprises the cost of acquisition plus delivery costs as well as other costs directly attributable to the acquisition.

Receivables

Receivables are measured at amortised cost in accordance with IAS 39.

An impairment loss is recognised if there is objective evidence that a receivable or a group of receivables is impaired. If there is objective evidence that an individual receivable is impaired, an impairment loss for that individual asset is recognised.

Accounting policies

Receivables for which there is no objective evidence of individual impairment are tested for impairment on a portfolio basis. The portfolios are primarily based on debtors' domicile and credit ratings in accordance with the Company's credit risk management policy. The objective indicators used for portfolios are determined based on historical loss experience.

Impairment losses are calculated as the difference between the carrying amount of the receivables and the present value of the expected cash flows, including the realisable value of any collateral received, using the effective interest rate of individual receivables or portfolios of receivables as discount rate.

Prepayments

Prepayments recognised under 'Assets' comprise prepaid costs regarding subsequent financial reporting years.

Cash and cash equivalents

Cash comprise cash.

Equity

Dividends

Proposed dividends are disclosed as a separate item under equity. Dividends are recognised as a liability when declared by the annual general meeting of shareholders.

Provisions

Provisions comprise expected expenses relating to warranty, repair and maintenance, etc. Provisions are recognised and measured as the best estimate of the expenses required to settle the liabilities at the balance sheet date.

Provisions are measured at net realisable value or at fair value if the obligation concerned is expected to be settled far into the future.

Warranty commitments include expected costs of repairs within the guarantee period and are recognised based on previous experience with work performed under guarantees.

Repair and maintenance include anticipated costs of service repair and maintenance and similar provisions.

Income tax and deferred tax

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

Accounting policies

Deferred tax is recognised on all temporary differences between the carrying amount and tax-based value of assets and liabilities, for which the tax-based value of the assets is calculated based on the planned use of each asset.

Deferred tax assets, including the tax base of tax loss allowed for carry forward are recognised in the balance sheet at their estimated realisable value, either as a set-off against deferred tax liabilities or as net tax assets.

Liabilities

Liabilities, which include trade payables, payables to group entities and other payables, are measured at amortised cost, which is usually equivalent to nominal value.

Other payables in 'long-term liabilities' include buy-back obligations. Vehicles sold with buy-back obligations are considered operating leases and the operating leases and the related obligation is recognised in accordance with IAS 17 in the balance sheet under liabilities other than provisions at amortised cost.

Deferred income

Deferred income recognised under 'Current liabilities' comprises payments received concerning income in subsequent financial years.

Foreign currency translation

On initial recognition, foreign currency transactions are translated applying the exchange rate at the transaction date. Foreign exchange differences arising between the exchange rates at the transaction date and at the date of payment are recognised in the income statement as financial income or financial expenses. If foreign currency transactions are considered cash flow hedges, the value adjustments are taken directly to equity.

Receivables and payables and other monetary items denominated in foreign currencies are translated at the exchange rates 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 latest financial statements is recognised in the income statement as financial income or financial expenses.

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

Cash flow statement

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

Accounting policies

Cash flows from operating activities

Cash flows from operating activities are stated as the company's profit or loss for the year, adjusted for non-cash operating items, changes in working capital and paid income taxes.

Cash flows from investing activities

Cash flows from investing activities comprise payments related to the acquisition and sale of entities and activities as well as intangible assets, property, plant and equipment and investments.

Cash flows from financing activities

Cash flows from financing activities comprise changes in the size or composition of the company's share capital and related costs, as well as the raising of loans, repayment of interest-bearing debt and payment of dividends to shareholders.

Cash and cash equivalents

Cash and cash equivalents comprise cash and short-term securities whose remaining life is less than three months and which are readily convertible into cash and which are subject only to insignificant risks of changes in value.

Financial highlights

Definitions of financial ratios.

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