Energivej 30, 2750 Ballerup CVR no. 58 37 36 13

## Annual report for 2018

This annual report has been adopted at the company's annual general meeting on

Chairman of the meeting

Trepko A/S Energivej 30 2750 Ballerup Denmark Phone: +45 43 99 22 44 Fax: +45 43 99 26 55 Email: trepko@trepko.dk Web: www.trepko.com

Worldwide supplier

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Trepko

#### The company

Trepko A/S Energivej 30 2750 Ballerup

Tel.: 43 99 22 44 Fax: 43 99 26 55 Website: www.trepko.com

Registered office: Ballerup CVR no.: 58 37 36 13 Financial year: 01.01 - 31.12

**Executive Board** 

Jacob Østergaard Knudsen

**Board Of Directors** 

Hans Christian Hansen Henrik Bjørn Oehlenschlæger Birgit Møller-Hansen Jesper Bjørn Hansen Charlotte Pihl Hansen

Auditors

Beierholm Statsautoriseret Revisionspartnerselskab

Banks

Handelsbanken Nordea

**Trepko** 

Lawyer

**Rialto Advokater** 

Parent company

H.C. Holding Investeringsaktieselskab, Ballerup, Denmark

Subsidiaries

Trepko S.A., Gniezno, Poland Trepko (UK) Limited, Gainsborough, England Trepko AB, AlingsÍs, Sweden Trepko INC, Tampa, USA Filmatic Packaging Systems LTD, Cape Town, South Africa Trepko do Brasil Ltd, Curitiba, Brazil

# **Trepko**





#### Statement of the Board of Directors and Executive Board on the annual report

We have on this day presented the annual report for the financial year 01.01.18 - 31.12.18 for Trepko A/S.

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

In our opinion, the consolidated financial statements and financial statements give a true and fair view of the group's and the parent's assets, liabilities and financial position as at 31.12.18 and of the results of the group's and parent's activities and of the group's cash flows for the financial year 01.01.18 - 31.12.18.

We believe that the management's review includes a fair review of the matters dealt with in the management's review.

The annual report is submitted for adoption by the general meeting.

Trepko, April 4, 2019

**Executive Board** 

Jacob Østergaard Knudsen CEO

**Board Of Directors** 

Hans Christian Hansen Chairman

Jesper Bjørn Hansen

Henrik Bjørn Oehlenschlæger Vice Chairman

Ingel Mallon-t

Birgit Møller-Hansen

Charlotte Pihl Hansen



To the Shareholder of Trepko A/S

#### Opinion

We have audited the consolidated financial statements and parent company financial statements of Trepko A/S for the financial year 01.01.18 - 31.12.18, which comprise the income statement, balance sheet, statement of changes in equity and notes, inclusive of accounting policies for the group as well as for the parent company as well as the consolidated cash flow statement. The consolidated financial statements and parent company financial statements are prepared in accordance with Danish Financial Statements Act

In our opinion the consolidated financial statements and parent company financial statements give a true and fair view of the group's and the parent company's assets, liabilities and financial position at 31.12.18 and of the results of the group's and the parent company's operations and the consolidated cash flows for the financial year 01.01.18 - 31.12.18 in accordance with the Danish Financial Statements Act.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the consolidated financial statements and parent company financial statements" section of our report. We are independent of the company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Statement regarding the management's review

Management is responsible for management's review.

Our opinion on the consolidated financial statements and parent company financial statements does not cover management's review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements and parent company financial statements, our responsibility is to read management's review and, in doing so, consider whether management's review is materially inconsistent with the consolidated financial statements or parent company financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether management's review provides the information required under the Danish Financial Statements Act.



Based on the work we have performed, we conclude that management's review is in accordance with the consolidated financial statements and parent company financial statements and has been prepared in accordance with the requirements of the Danish Financial Statements Acts. We did not identify any material misstatement of management's review.

# Management's responsibility for the consolidated financial statements and parent company financial statements

The 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. Furthermore the Management is responsible for the internal control as the Management determines is necessary to enable the preparation of consolidated financial statements and parent company financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements and parent company 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 consolidated financial statements and parent company 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 consolidated financial statements and parent company financial statements

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

As part of an audit conducted in accordance with International Standards on Auditing 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 consolidated financial statements and parent company financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.

Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

Conclude on the appropriateness of management's use of the going concern basis of accounting in preparing the consolidated financial statements and parent company financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements and parent company financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.

Evaluate the overall presentation, structure and contents of the consolidated financial statements and parent company financial statements, including the disclosures, and whether the consolidated financial statements and parent company financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and per-formance of the group audit. We remain solely responsible for our audit opinion.



## 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.

Soeborg, Copenhagen, April 4, 2019

Beierholm Statsautoriseret Revisionspartnerselskab CVR no. 32 89 54 68

Kim Nielsen

State Authorized Public Accountant MNE-no. mne29417

Management's review

## **GROUPS FINANCIAL HIGHLIGHTS**

**Trepko** 

| Key figures                       |         |                       |         |         |         |
|-----------------------------------|---------|-----------------------|---------|---------|---------|
| Figures in DKK '000               | 2018    | 2017                  | 2016    | 2015    | 2014    |
| Profit/loss                       |         |                       |         |         |         |
| Revenue                           | 334,924 | 322,108               | 333,593 | 281,583 | 210,757 |
| Index                             | 159     | 153                   | 158     | 134     | 100     |
| Gross profit                      | 194,704 | <mark>1</mark> 87,133 | 169,127 | 173,593 | 138,923 |
| Index                             | 140     | 135                   | 122     | 125     | 100     |
| Operating profit/loss             | 71,301  | 65,082                | 41,768  | 58,659  | 52,334  |
| Index                             | 136     | 124                   | 80      | 112     | 100     |
| Profit/loss before net financials | 69,829  | 62,490                | 39,873  | 58,061  | 50,944  |
| Index                             | 137     | 123                   | 78      | 114     | 100     |
| Total net financials              | 4,109   | 4,552                 | 9,424   | -921    | 521     |
| Index                             | 789     | 874                   | 1,809   | -177    | 100     |
| Profit/loss before tax            | 73,938  | 67,042                | 49,297  | 57,140  | 51,465  |
| Index                             | 144     | 130                   | 96      | 111     | 100     |
| Profit/loss for the year          | 58,685  | 53,755                | 37,523  | 43,312  | 41,689  |
| Index                             | 141     | 129                   | 90      | 104     | 100     |

#### Balance

| Total assets                                       | 413,047 | 334,504 | 284,084               | 291,429 | 226,006 |
|--|---------|---------|-----------------------|---------|---------|
| Index  | 183     | 148     | 126                   | 129     | 100     |
| Investments in property, plant and equipment Index | 105,579 | 32,773  | 34,957                | 39,637  | 36,630  |
|  | 294     | 89      | 95                    | 108     | 100     |
| Equity   | 290,804 | 245,528 | 204, <mark>977</mark> | 193,163 | 154,319 |
| Index  | 188     | 159     | 133                   | 125     | 100     |
| Non-current assets                                 | 110,390 | 35,431  | 37,970                | 44,780  | 3,775   |
| Index  | 2,924   | 939     | 1,006                 | 1,186   | 100     |
| Inventories  | 59,547  | 62,380  | 68,491                | 66,159  | 47,306  |
| Index  | 126     | 132     | 145                   | 140     | 100     |
| Receviables  | 185,564 | 161,306 | 150,282               | 154,436 | 116,682 |

## Cashflow

| Net cash flow:          |         |         |         |         |         |
|-------------------------|---------|---------|---------|---------|---------|
| Operating activities    | 33,728  | 77,285  | 28,476  | 44,959  | 19,475  |
| Investing activities    | -52,347 | -4,680  | -7,883  | -23,279 | -17,006 |
| Financing activities    | -7,328  | -15,361 | -21,976 | -15,520 | -25,000 |
| Cash flows for the year | -25,947 | 57,244  | -1,383  | 6,160   | -22,531 |

**Trepko** 

| Ratios |
|--------|
|--------|

| Ratios                           |  |   |                          |          |      |  |  |
|----------------------------------|--|---|--------------------------|----------|------|--|--|
|                                  | 2018   | 2017  | 2016                     | 2015     | 2014 |  |  |
| Profitability                    |  |   |                          |          |      |  |  |
| Return on equity                 | 22%  | 24%   | 19%                      | 26%      | 28%  |  |  |
| Gross margin                     | 58%  | 58%   | 51%                      | 62%      | 66%  |  |  |
| Return on invested capital       | 36%  | 36%   | 28%                      | 43%      | 43%  |  |  |
| Profit margin                    | 21%  | 20%   | 13%                      | 21%      | 25%  |  |  |
| Equity ratio                     |  |   |                          |          |      |  |  |
| Equity interest                  | 70%  | 73%   | 72%                      | 66%      | 68%  |  |  |
| Others                           |  |   |                          |          |      |  |  |
| Number of employees (average)    | 624  | 602   | 651                      | 596      | 485  |  |  |
|                                  |  | Profit/loss   | s for the year           | ar x 100 |      |  |  |
| Return on equity:                | Eur II a   |   | erage equity             |          |      |  |  |
| Gross margin:                    |  |   | ss result x 1<br>Revenue | 00       |      |  |  |
| Return on invested capital:      | E de   |   | BITA x 100               |          |      |  |  |
| EBITA:                           | Avg. invested capital excl. goodwill<br>Operating profit plus amortisation and im-pairment<br>losses on intangible assets. |   |                          |          |      |  |  |
| Invested capital excl. goodwill: | plant and e  | Sum of intangible operating assets and property,<br>plant and equipment (excl. goodwill) as well as net<br>working capital. |                          |          |      |  |  |

A STREET, STRE Profit margin:

Equity interest:

Operating profit/loss x 100 Revenue

Equity, end of year x 100 Total assets



## Management's review

#### **Primary activities**

The main activities of the Company and the Group as a whole consist in development, production and sale of filling and packaging machines for the global food industry.

The products are sold to costumers in more than 100 countries on 6 continents.

#### Development in activities and financial affairs

The group's development in the covered period was positive to the extent that both turnover (4% up compared to last period), earnings (10% up compared to last period) and equity (18% up compared to the previous year) reached the highest level in the group's history.

The group's income statement for the period 01.01.18 – 31.12.18 thereby shows a net profit after tax of DKK 58.685 Mill. against DKK 53.755 Mill., for the period 01.01.17 - 31.12.17

The profit before tax reached DKK 73.938 Mill compared to DKK 67.042 Mill. the previous year. The revenue was increased to DKK 334.924 Mill. from 322.108 Mill. the previous year. Finally the balance shows equity of DKK 290.804 Mill.

#### Product development:

The group continued its product development program, which in October 2018 resulted in a new product launch at the Pack Expo International in Chicago. Trepko thereby introduced a complete state-of-the-art system for high capacity bag in box filling and packing of food stuffs. Contrary to the existing technologies within the field, Trepko's is specialised in hygenic handling of foodstuffs, whereas the existing alternatives are versatile solutions for multiple industries, which are then sought adapted to the food stuff industries. The focused solution from Trepko allows for a better hygiene and a ultimately more price competitive solution for Trepko's key-customer-groups.



The newly launched Bag-In-Box Filling and Packing system is seen as the start of Trepko's endavour into the niche markets of bulk filling, where Trepko intends to launch more products in 2019, making it a complete supplier of bulk filling technology for the dairy and margarine industry.

As recently seen with other Trepko product launches, the market has been rapid to adopt Trepko's new technologies, which is seen as the result of the confidence the group has earned in the marketplace.

#### Service & Manufacturing sites:

A significant positive cashflow in 2018 allowed the group to buy the majority of the buildings and land hosting its service and manufacturing activities.

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## Trepko

In February 2018 Trepko Inc. in Florida purchased a domicile property of 1,200 sqmt (on a 5,000 sqmt lot). In October 2018, the company moved from its leased premises into the new domicile. The new property allowed for an even greater show-room, component manufacturing and better office facilities.

In April 2018 Trepko do Brasil Ltda. in Brazil purchased its current domicile from the company's original owner Bemis do Brasil industria e comércio de embalagens Ltda with whom it previously was a tenant. The current building is 2,150 sqmt. It is located on a 11,200 sqmt lot, providing vacant land allowing a considerable expansion of the current activity.

Finally in 2018 the properties occupied by Trepko in Poland, and in U.K. was taken over by the local subsidiares from H.C. Holding Investeringsaktieselskab, the holding company of the Trepko Group.

#### Profit & Loss Account for the Parent Company

The net profit of the parent company – excl. profits from daughter companies and before taxes – amounts to DKK 6.703 Mill. for the year 2018 (the year 2017: a profit of DKK 16.356 Mill.). The board of directors considers the result as being satisfactory, taking into account that the activities in the parent company are limited to sale of machinery, spare parts and service, some special design work – and finally acting as the parent company in the Trepko Group.

#### The company's expected development

The Trepko Group has a very strong position on the global market in terms of product range, quality and price, and the Group continues to increase its market share at a time when an increasing number of competitors are facing substantially financial problems – or already have gone bankrupt. No doubt that Trepko's extremely high solvency – the highest in the industry – has a strong impact on many customers' preference for Trepko as their supplier, when making considerable capital investments with a life expectancy of up to 20 years.

Substantial resources are currently allocated to product developments and to expanding the global business, i.e. by expanding the Group's own sales network, participation in a great number of local as well as international exhibitions – and much more.

Furthermore, the Trepko Group is open-minded for the acquisition of small and medium-sized companies whose products constitute a natural supplement to the Trepko Group's present product range – or companies, which in other ways might contribute to a strengthening of Trepko's global market position. As part of this strategy, the Trepko Group has during the previous four years made acquisitions of Hugart Filling Machines, Poland, a 72 % ownership in Filmatic, South Africa, acquisition of KDR Engineering, UK, and finally of Brasholanda, Brazil.

The Trepko Group has the necessary capital strength and financial resources to make any such desired acquisitions. It is expected, that one further acquisition will take place during the year 2019 – all in line with Trepko's acquisition strategy: acquiring companies', whose geographical market or



products will complement Trepko's existing markets or product range, and thus help build the Trepko brand as previously acquired companies have. For the Trepko Group in general, the stock of orders (backlog) were acceptable upon entering into 2019. The order intake in the first quarter of 2019 has been at the budgetted level – for the year 2019 a revenue increase is expected. The Group result is expected to increase further in 2019

#### Knowledge resources

The commercial business strategy of the company includes supply of high-technology dependable machinery for the food industry. This area of expertise imposes very high demand on knowledge resource of the employees and to the business process.

To be able to supply these solutions it is crucial for the company that it is able to recruit and maintain employees' with a high education level in the production. It is an ambition for the company to have both the newest knowledge and a quick adaptability. As measurement for this employee turnover and structure are important indicators.

The critical business process connected to supply of machinery to the food industry are service, quality and individual solutions. To make sure that the customer receives the agreed service and machinery, there are demands to the production, to secure that specific methods and procedures can be documented.

#### **Special risks**

#### **Currency risks**

Activities outside Denmark are causing the result, cash flows and equity to be influenced by the exchange rates and interest rate movements for a number of currencies. It is the policy of the company to hedge commercial exchange rate exposure. The hedge is primarily done by foreign exchange contracts to hedge expected turnover and purchase within the next 12 months. The company does not enter into speculative foreign currency holdings.

Exchange rate adjustments for investments in subsidiaries and associated companies, that are independent entities, are calculated directly into the equity. Relating exchange rate risks are not being covered as it is the company's opinion that a current hedging of such long-term investments will not be optimal from a total risk and cost perspective.

#### Interest rate risks

As the net interest-bearing debt does not constitute a significant amount, moderate changes in the interest rate level will not have any significant direct effect on earnings. Consequently, no interest rate positions have been taken to hedge interest rate risks.



### Management's review

#### External environment

The activities of Trepko are characterized by a low degree of influence on the environment. Trepko has not made an environment policy or a environment statement.

#### **Research and development activities**

The Trepko Group continues to develop new products aiming at expanding its product-line and ensuring its position as a one-stop-shop within packing machines for the dairy, fats and oil industries. In addition refinement of existing products is carried out on a continuous basis with the goal of ensuring a high quality product offering value for money. Development costs are not activated in the balance.

#### Subsequent events

No events, which might have any material influence on the fiancial situation of the Company, have occurred subsequent to the balance sheet date.

#### Corporate social responsibility

As per the Danish Financial Statements Act § 99 a, this paragraph describes Trepko's policies towards; environment, climate, social relations, employee relations, human rights, corruption and bribery. The businessmodel is previously described under the paragraph "Primary activities"

It is the intention of the management in every possible way to run Trepko within the laws and legislation of the countries in which the company operates.

It is furthermore the intent of the management to insure that the company operates as a responsible company, minimizing any negative impact on stakeholders and the surrounding society as much as possible. Up till now Trepko have chosen not to adopt or implement formulated policies for social responsibility. The reason being, that the company operates and carries out its activities under consideration of normally accepted principles and business moral. It is the opinion of the management that this automatically ensures that the company operates in a socially responsible way.

#### Tax-policy:

It is and has always been the policy of Trepko to pay tax on profit as per the rules and regulations in the countries where the company has its local activities. The company has not "tax-optimized" its activities.

Apart from contributing to the local societies through tax, the group's local activities provide jobs both directly and with sub-suppliers in the local communities. In addition Trepko supports initiatives helping children (especially troubled children) in the local societies where the company manufactures.



As tax authorities around the world intensify their hunt for revenue, management resources have become increasingly occupied with entertaining these authorities in certain countries. The company fears that this is a tendency that will only increase in the coming years. In order to ensure that management resources are devoted to their intended purpose, it is therefore the policy of the group to permanently stop or heavily reduce investments in group companies experiencing unreasonable scrutiny comparable to harassment from local authorities.

#### Future work with social responsibility:

Trepko contiues to operate in a responsible manner, minimizing the negative impact on its stakeholders and the sorrounding society to the greatest extent possible. The management will continuously evaluate the need for formalized policies and guide lines.

#### Target figure for underrepresented gender

In the Parent Company the sex ratio on the board of Directors is 40% female / 60% male. It is the Trepko Group's policy to recruit the board of directors, as well as staff for any other position, based on relevant qualifications. The candidate's sex, race, color and nationality are therefore not a consideration in the recruitment process.

Putting a target ratio for any underrepresented gender, race, color or nationality would be a violation of the recruitment policy. It is therefore only done in subsidiaries where specifically required by law.



|      |  | Gr                          | oup                         | Parent                 |                        |  |
|------|--|-----------------------------|-----------------------------|------------------------|------------------------|--|
| lote |  | 2018<br>DKK '000            | 2017<br>DKK '000            | 2018<br>DKK '000       | 2017<br>DKK '000       |  |
| 1    | Revenue  | 334,924                     | 322,108                     | 74,054                 | 107,855                |  |
|      | Other operating income<br>Costs of raw materials and consumables<br>Other external expenses                                      | 1,190<br>-74,142<br>-67,268 | 2,451<br>-86,800<br>-50,626 | 0<br>-52,514<br>-7,849 | 0<br>-76,948<br>-7,182 |  |
|      | Gross profit   | 194,704                     | 187,133                     | 13,691                 | 23,725                 |  |
| 2    | Staff costs  | -114,556                    | -115,292                    | -6,772                 | -7,286                 |  |
|      | Profit/loss before depreciation,<br>amortisation, write-downs and<br>impairment losses   | 80,148                      | 71,841                      | 6,919                  | 16,439                 |  |
| 4    | Depreciation, amortisation, impairment<br>losses and write-downs of property, plant<br>and equipment<br>Other operating expenses | -8,847<br>-1,472            | -6,759<br>-2,592            | -276<br>60             | -190<br>107            |  |
|      | Profit/loss before net financials  | 69,829                      | 62,490                      | 6,703                  | 16,356                 |  |
| 5    | Income from equity investments in group<br>enterprises   | 0                           | 0                           | 44,421                 | 38,686                 |  |
|      | Financial income   | 5,695<br>-1,586             | 6,758                       | 2,888<br>-96           | 3,372<br>-49           |  |
| 7    | Financial expenses Profit/loss before tax  | 73,938                      | -2,206<br>67,042            | 53,916                 | 58,365                 |  |
| 8    | Tax on profit or loss for the year   | -15,253                     | -13,287                     | -2,405                 | -4,377                 |  |
|      | Profit/loss for the year   | 58,685                      | 53,755                      | 51,511                 | 53,988                 |  |

9 Distribution of net profit



ASSETS

|     | ASSETS   | Gr                   | oup                  | Parent               |                      |  |
|-----|--|----------------------|----------------------|----------------------|----------------------|--|
| ote |  | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 |  |
|     | Acquired rights  | 809                  | 719                  | 0                    | 0                    |  |
| 10  | Total intangible assets  | 809                  | 719                  | 0                    | 0                    |  |
|     | Land and buildings<br>Other fixtures and fittings, tools and     | 76,927               | 0                    | 0                    | 0                    |  |
|     | equipment<br>Prepayments for property, plant and                 | 26,436               | 32,395               | 725                  | 561                  |  |
|     | equipment  | 4,216                | 378                  | 0                    | 0                    |  |
| 1   | Total property, plant and equipment                              | 107,579              | 32,773               | 725                  | 561                  |  |
| 2   | Equity investments in group enterprises                          | 0                    | 0                    | 155,942              | 174,351              |  |
| 3   | Deposits   | 168                  | 1,139                | 65                   | 64                   |  |
| 3   | Other receivables  | 1,834                | 800                  | 325                  | 790                  |  |
|     | Total investments  | 2,002                | 1,939                | 156,332              | 175,205              |  |
|     | Total non-current assets   | 110,390              | 35,431               | 157,057              | 175,766              |  |
|     | Raw materials and consumables                                    | 29,523               | 27,697               | 693                  | 693                  |  |
|     | Work in progress   | 2,224                | 1,344                | 0                    | 0                    |  |
|     | Manufactured goods and goods for resale<br>Prepayments for goods | 26,804<br>996        | 32,611<br>728        | 7,682<br>0           | 3,528<br>0           |  |
|     | Total inventories  | 59,547               | 62,380               | 8,375                | 4,221                |  |
| 4   | Work in progress for third parties                               | 33,645               | 41,756               | 6,371                | 10,479               |  |
|     | Trade receivables  | 83,212               | 91,951               | 11,998               | 15,836               |  |
| _   | Receivables from group enterprises                               | 57,679               | 18,460               | 56,643               | 27,301               |  |
| C   | Deferred tax asset<br>Other receivables                          | 0<br>9,749           | 841<br>6,767         | 0<br>540             | 0<br>573             |  |
| 5   | Prepayments  | 1,279                | 1,531                | 340                  | 676                  |  |
| 6   | Total receivables  | 185,564              | 161,306              | 75,892               | 54,865               |  |
|     | Other investments  | 125                  | 50                   | 125                  | 40                   |  |
|     | Total securities and equity investments                          | 125                  | 50                   | 125                  | 40                   |  |
|     | Cash   | 57,421               | 75,337               | 19,246               | 28,214               |  |
|     | Total current assets   | 302,657              | 299,073              | 103,638              | 87,340               |  |
|     | Total assets   | 413,047              | 334,504              | 260,695              | 263,106              |  |
|     |  |                      |                      |                      |                      |  |



#### EQUITY AND LIABILITIES

|      |   | Gr                   | oup                  | Parent               |                      |  |
|------|---|----------------------|----------------------|----------------------|----------------------|--|
| Note |   | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 |  |
| 17   | Share capital<br>Reserve for net revaluation according to the | 5,000                | 5,000                | 5,000                | 5,000                |  |
|      | equity method   | 0                    | 0                    | 67,649               | 86,058               |  |
|      | Retained earnings   | 197,709              | 191,394              | 130,059              | 105,335              |  |
|      | Proposed dividend for the financial year                      | 40,000               | 40,000               | 40,000               | 40,000               |  |
|      |   | 242,709              | 236,394              | 242,708              | 236,393              |  |
| 18   | Non-controlling interests                                     | 48,095               | 9,134                | 0                    | 0                    |  |
|      | Total equity  | 290,804              | 245,528              | 242,708              | 236,393              |  |
| 19   | Provisions for pensions and similar                           |                      |                      |                      |                      |  |
|      | obligations   | 3,705                | 3,805                | 0                    | 0                    |  |
| 20   | Provisions for deferred tax                                   | 2,320                | 0                    | 1,151                | 1,831                |  |
| 21   | Other provisions  | 1,443                | 1,187                | 0                    | 0                    |  |
|      | Total provisions  | 7,468                | 4,992                | 1,151                | 1,831                |  |
| 22   | Payables to other credit institutions                         | 34,635               | 0                    | 0                    | 0                    |  |
| 22   | Other payables  | 559                  | 0                    | 0                    | 0                    |  |
|      | Total long-term payables                                      | 35,194               | 0                    | 0                    | 0                    |  |
| 22   | Short-term portion of long-term payables                      | 4,620                | 0                    | 0                    | 0                    |  |
|      | Payables to other credit institutions                         | 8,125                | 94                   | 24                   | 64                   |  |
| 14   | Prepayments received from work in                             |                      |                      |                      |                      |  |
|      | progress for third parties                                    | 31,045               | 45,449               | 1,275                | 9,171                |  |
|      | Trade payables  | 11,489               | 9,947                | 828                  | 507                  |  |
|      | Payables to group enterprises                                 | 0                    | 0                    | 10,284               | 8,820                |  |
|      | Income taxes  | 4,778                | 3,008                | 2,612                | 2,770                |  |
|      | Other payables  | 19,524               | 22,120               | 1,813                | 3,550                |  |
| 23   | Deferred income   | 0                    | 3,366                | 0                    | 0                    |  |
|      | Total short-term payables                                     | 79,581               | 83,984               | 16,836               | 24,882               |  |
|      | Total payables  | 114,775              | 83,984               | 16,836               | 24,882               |  |
|      | Total equity and liabilities                                  | 413,047              | 334,504              | 260,695              | 263,106              |  |
|      |   |                      |                      |                      |                      |  |

25 Contingent liabilities26 Charges and security

27 Related parties



|   |                  | Reserve for<br>net   |                      | 1             | Equity of the     |             |              |
|---|------------------|----------------------|----------------------|---------------|-------------------|-------------|--------------|
|   |                  | revaluation          |                      | Proposed      | parent            |             |              |
|   |                  | ccording to          |                      | dividend for  | company's         | Non-        |              |
| Figures in DKK '000   | Share<br>capital | the equity<br>method | Retained<br>earnings | the financial | capital<br>owners | controlling | Total equity |
|   | Сарна            | methou               | earnings             | year          | Owners            | meresis     |              |
| Group:  |                  |                      |                      |               |                   |             |              |
| Statement of changes in equity for 01.01.17 - 31.12.17                          |                  |                      |                      |               |                   |             |              |
| Balance as at 01.01.17<br>Foreign currency translation<br>adjustment of foreign | 5,000            | 0                    | 173,956              | 15,000        | 193,956           | 11,021      | 204,977      |
| enterprises<br>Fair value adjustment of   | 0                | 0                    | 3,005                | 0             | 3,005             | -271        | 2,734        |
| hedging instruments   | 0                | 0                    | 445                  | 0             | 445               | 0           | 445          |
| Dividend paid   | 0                | 0                    | 0                    | -15,000       | -15,000           | -514        | -15,514      |
| Other changes in equity   | 0                | 0                    | 0                    | 0             | 0                 | -868        | -868         |
| Net profit/loss for the year  | 0                | 0                    | 13,988               | 40,000        | 53,988            | -234        | 53,754       |
| Balance as at 31.12.17  | 5,000            | 0                    | 191,394              | 40,000        | 236,394           | 9,134       | 245,528      |
| Statement of changes in<br>equity for 01.01.18 -<br>31.12.18                    |                  |                      |                      |               |                   |             |              |
| Balance as at 01.01.18<br>Foreign currency translation<br>adjustment of foreign | 5,000            | 0                    | 191,394              | 40,000        | 236,394           | 9,134       | 245,528      |
| enterprises   | 0                | 0                    | -5,360               | 0             | -5,360            | -885        | -6,245       |
| Capital increase  | 0                | 0                    | 0                    | 0             | 0                 | 47,271      | 47,271       |
| Fair value adjustment of  |                  |                      |                      |               |                   |             |              |
| hedging instruments   | 0                | 0                    | 164                  | 0             | 164               | 0           | 164          |
| Dividend paid   | 0                | 0                    | 0                    | -40,000       | -40,000           | -14,599     | -54,599      |
| Net profit/loss for the year  | 0                | 0                    | 11,511               | 40,000        | 51,511            | 7,174       | 58,685       |
| Balance as at 31.12.18  | 5,000            | 0                    | 197,709              | 40,000        | 242,709           | 48,095      | 290,804      |



| Figures in DKK '000   | a<br>Share<br>capital | Reserve for<br>net<br>revaluation<br>according to<br>the equity<br>method | Retained<br>earnings | l<br>Proposed<br>dividend for<br>the financial<br>year | Equity of the<br>parent<br>company's<br>capital<br>owners | Non-<br>controlling<br>interests | Total equity |
|---|-----------------------|---|----------------------|--|---|----------------------------------|--------------|
| Parent:   |                       |   |                      |  |   |                                  |              |
| Statement of changes in<br>equity for 01.01.17 -<br>31.12.17                    |                       |   |                      |  |   |                                  |              |
| Balance as at 01.01.17<br>Foreign currency translation<br>adjustment of foreign | 5,000                 | 62,387  | 111 ,568             | 15,000   | 193,955   | 0                                | 193,955      |
| enterprises<br>Distributed dividend from  | 0                     | 3,005   | 0                    | 0  | 3,005   | 0                                | 3,005        |
| group enterprises<br>Fair value adjustment of                                   | 0                     | -14,539   | 14,539               | 0  | 0   | 0                                | 0            |
| hedging instruments   | 0                     | 586   | 321                  | 0  | 907   | 0                                | 907          |
| Dividend paid   | 0                     | 0   | 0                    | -15,000  | -15,000   | 0                                | -15,000      |
| Other changes in equity   | 0                     | 0   | -462                 | 0  | -462  | 0                                | -462         |
| Transfers to/from other   |                       |   |                      |  |   |                                  |              |
| reserves  | 0                     | -4,067  | 4,067                | 0  | 0   | 0                                | 0            |
| Net profit/loss for the year  | 0                     | 38,686  | -24,698              | 40,000   | 53,988  | 0                                | 53,988       |
| Balance as at 31.12.17  | 5,000                 | 86,058  | 105,335              | 40,000   | 236,393   | 0                                | 236,393      |
| Statement of changes in<br>equity for 01.01.18 -<br>31.12.18                    |                       |   |                      |  |   |                                  |              |
| Balance as at 01.01.18<br>Foreign currency translation<br>adjustment of foreign | 5,000                 | 86,058  | 105,335              | 40,000   | 236,393   | 0                                | 236,393      |
| enterprises<br>Distributed dividend from  | 0                     | -5,360  | 0                    | 0  | -5,360  | 0                                | -5,360       |
| group enterprises<br>Fair value adjustment of                                   | 0                     | -57,981   | 57,981               | 0  | 0   | 0                                | 0            |
| hedging instruments   | 0                     | 511   | -347                 | 0  | 164   | 0                                | 164          |
| Dividend paid   | 0                     | 0   | 0                    | -40,000  | -40,000   | 0                                | -40,000      |
| Net profit/loss for the year  | 0                     | 44,421  | -32,910              | 40,000   | 51,511  | 0                                | 51,511       |
| Balance as at 31.12.18  | 5,000                 | 67,649  | 130,059              | 40,000   | 242,708   | 0                                | 242,708      |



|   | 2018<br>DKK '000 | 2017<br>DKK '000 |
|---|------------------|------------------|
|   |                  |                  |
| Net profit/loss for the year                                  | 58,685           | 53,755           |
| Adjustments   | 21,345           | 18,38            |
| Change in working capital:                                    |                  |                  |
| Inventories   | 2,833            | 6,111            |
| Receivables   | -25,099          | -12,58           |
| Trade payables  | 1,542            | -4,047           |
| Other payables relating to operating activities               | -19,365          | 22,76            |
| Cash flows from operating activities before net financials    | 39,941           | 84,388           |
| Interest income and similar income received                   | 5,695            | 6,758            |
| Interest expenses and similar expenses paid                   | -1,586           | -2,206           |
| Income tax paid   | -10,322          | -11,655          |
| Cash flows from operating activities                          | 33,728           | 77,285           |
| Purchase of intangible assets                                 | -507             | -432             |
| Purchase of property, plant and equipment                     | -91,111          | -3,896           |
| Sale of property, plant and equipment                         | 89               | 158              |
| Acquisition of enterprise                                     | 0                | -794             |
| Dividend recieved   | -73              | C                |
| Loans   | 39,255           | 284              |
| Cash flows from investing activities                          | -52,347          | -4,680           |
| Sale of treasury shares                                       | 0                | 201              |
| Raising of additional capital                                 | 47,271           | 0                |
| Dividend paid   | -54,599          | -15,514          |
| Arrangement of mortgage debt                                  | 0                | 0                |
| Repayment of credit institutions                              | 0                | -48              |
|   | 0                | 0                |
| Cash flows from financing activities                          | -7,328           | -15,361          |
| Total cash flows for the year                                 | -25,947          | 57,244           |
| Cash, beginning of year                                       | 75,337           | 26,74            |
| Short-term payables to credit institutions, beginning of year | -94              | -8,749           |
| Cash, end of year   | 49,296           | 75,243           |
| Cash, end of year, comprises:                                 |                  |                  |
| Cash  | 57,421           | 75,33            |
| Short-term payables to credit institutions                    | -8,125           | -94              |
| Total   | 49,296           | 75,243           |
|   |                  |                  |



Notes

|    | Group           |                  | Pare             | ent              |
|----|-----------------|------------------|------------------|------------------|
| אס | 2018<br>(K '000 | 2017<br>DKK '000 | 2018<br>DKK '000 | 2017<br>DKK '000 |
|    |                 |                  | DIAN 000         |                  |

#### 1. Revenue

Information about the distribution of revenue by activities and geographical markets is provided below. The segment information is prepared in accordance with the company's accounting policies and follows the company's internal financial management.

Revenue comprises the following activities:

| Revenue, activity  | 334,924                    | 322,108                    | 74,054             | 107,855            |
|--|----------------------------|----------------------------|--------------------|--------------------|
| Total  | 334,924                    | 322,108                    | 74,054             | 107,855            |
| Revenue comprises the following geographic   | al markets:                |                            |                    |                    |
| Europe   | 170,959                    | 165,044                    | 41,181             | 55,466             |
| Africa   | 81,953                     | 79,981                     | 3,069              | 8,119              |
| North and south America  | 47,353                     | 61,186                     | 202                | 24,791             |
| Asia and Middle East   | 29,245                     | 15,283                     | 28,260             | 19,061             |
| Other countries  | 5,414                      | 614                        | 1,342              | 418                |
| Total  | 334,924                    | 322,108                    | 74,054             | 107,855            |
|  |                            |                            |                    |                    |
| <ol> <li>Staff costs</li> <li>Wages and salaries</li> <li>Pensions</li> </ol>                                    | 99,059<br>1,362            | 97,928<br>1,552            | 6,548<br>141       | 7,051<br>148       |
| Wages and salaries   | ,                          |                            |                    |                    |
| Wages and salaries<br>Pensions   | 1,362                      | 1,552                      | 141                | 148                |
| Wages and salaries<br>Pensions<br>Other social security costs  | 1,362<br>14,135<br>114,556 | 1,552<br>15,812<br>115,292 | 141<br>83<br>6,772 | 148<br>87<br>7,286 |
| Wages and salaries<br>Pensions<br>Other social security costs<br>Total   | 1,362<br>14,135            | 1,552<br>15,812            | 141<br>83          | 148<br>87          |
| Wages and salaries<br>Pensions<br>Other social security costs<br>Total<br>Average number of employees during the | 1,362<br>14,135<br>114,556 | 1,552<br>15,812<br>115,292 | 141<br>83<br>6,772 | 148<br>87<br>7,286 |



|   | Group            |                  | Pa               | irent            |
|---|------------------|------------------|------------------|------------------|
|   | 2018<br>DKK '000 | 2017<br>DKK '000 | 2018<br>DKK '000 | 2017<br>DKK '000 |
| 3. Fees to auditors appointed by the generation meeting   | ral              |                  |                  |                  |
| Statutory audit of the financial statements<br>Other services   | 659<br>304       | 624<br>550       | 203<br>160       | 165<br>134       |
| Total   | 963              | 1,174            | 363              | 299              |
| <ol> <li>Depreciation, amortisation, impairment<br/>and write-downs of property, plant and<br/>equipment</li> </ol> |                  |                  |                  |                  |
| Depreciation of property, plant and   |                  | 0.750            | 276              | 190              |
| equipment   | 8,847            | 6,759            | 270              | 190              |
| equipment   | 8,847            | 6,759            | 276              |                  |
| equipment<br>Total  | 8,847            |                  |                  |                  |
| equipment Total 5. Income from equity investments in grou enterprises Income from equity investments in group       | 8,847            | 6,759            | 276              | 190              |
| equipment<br>Total<br>5. Income from equity investments in grou<br>enterprises                                      | 8,847            |                  |                  |                  |

#### 6. Financial income

| Other financial income | 5,695 | 6,758 | 2,888 | 3,372 |
|------------------------|-------|-------|-------|-------|
| Total                  | 5,695 | 6,758 | 2,888 | 3,372 |



| 2018 2017<br>DKK '000 DKK '000 |
|--------------------------------|
|                                |
|                                |
| 96 49                          |
| 96 49                          |
|                                |

## 8. Tax on profit or loss for the year

| Tax on profit or loss for the year  | 0      | 0      | 0     | 0     |
|---|--------|--------|-------|-------|
| Current tax for the year  | 10,748 | 11,472 | 2,773 | 3,128 |
| Adjustment of deferred tax for the year<br>Adjustment of tax in respect of previous | 4,149  | 1,815  | -583  | 1,249 |
| years   | 356    | 0      | 215   | 0     |
| Total   | 15,253 | 13,287 | 2,405 | 4,377 |

### 9. Distribution of net profit

| Reserve for net revaluation according to the |        |        |         |         |
|--|--------|--------|---------|---------|
| equity method                                | 0      | 0      | 44,421  | 38,686  |
| Proposed dividend for the financial year     | 40,000 | 40,000 | 40,000  | 40,000  |
| Non-controlling interests                    | 7,174  | -233   | 0       | 0       |
| Retained earnings                            | 11,511 | 13,988 | -32,910 | -24,698 |
| Total  | 58,685 | 53,755 | 51,511  | 53,988  |



## 10. Intangible assets

| Figures in DKK '000  | Completed<br>development | Acquired rights | Goodwill    |
|--|--------------------------|-----------------|-------------|
|  | projecta                 | Acquired rights |             |
| Group:   |                          |                 |             |
| Costas at 01.01.18<br>Foreign currency translation adjustment of                                   | 2,491                    | 6,723           | 17,365      |
| foreign enterprises<br>Additions during the year   | -66<br>0                 | -490<br>507     | -1,138<br>0 |
| Costas at 31.12.18   | 2,425                    | 6,740           | 16,227      |
| Amortisation and impairment losses<br>as at 01.01.18<br>Foreign currency translation adjustment of | -2,491                   | -6,002          | -17,365     |
| foreign enterprises<br>Amortisation during the year  | 66<br>0                  | 446<br>-375     | 1,138<br>0  |
| Amortisation and impairment losses as at 31.12.18  | -2,425                   | -5,931          | -16,227     |
| Carrying amountas at 31.12.18  | 0                        | 809             | 0           |
| Parent   |                          |                 |             |
| Costas at 01.01.18   | 0                        | 0               | 104         |
| Costas at 31.12.18   | 0                        | 0               | 104         |
| Amortisation and impairment losses as at 01.01.18  | 0                        | 0               | -104        |
| Amortisation and impairment losses as at 31.12.18  | 0                        | 0               | -104        |
| Carrying amountas at 31.12.18  | 0                        | 0               | 0           |



## 11. Property, plant and equipment

| Figures in DKK '000   |            | Other fixtures<br>d fittings, tools<br>and equipment | Prepayments for<br>property, plant<br>and equipment |
|---|------------|--|---|
| Group:  |            |  |   |
| Costas at 01.01.18<br>Foreign currency translation adjustment of  | 0          | 83,605   | 378   |
| foreign enterprises   | 0          | -2,279   | 0   |
| Additions during the year   | 77,575     | 9,698  | 4,216   |
| Disposals during the year   | 0<br>3,600 | -8,518<br>-7,506                                     | -378<br>0   |
| Transfers during the year to/from other items   | 3,000      | -7,500   | 0   |
| Costas at 31.12.18  | 81,175     | 75,000   | 4,216   |
| Depreciation and impairment losses<br>as at 01.01.18  | 0          | -51,210  | 0   |
| Foreign currency translation adjustment of  |            |  |   |
| foreign enterprises   | 0          | 1,347  | 0   |
| Depreciation during the year  | -2,730     | -6,954   | 0   |
| Reversal of depreciation of and impairment<br>losses on disposed assets                                   | 0          | 5,523  | 0   |
| Transfers during the year to/from other items   | -1,518     | 2,730  | 0   |
| Depreciation and impairment losses<br>as at 31.12.18  | -4,248     | -48,564  | 0   |
| Carrying amountas at 31.12.18   | 76,927     | 26,436   | 4,216   |
| Parent:<br>Costas at 01.01.18   | 0          | 2,539  | 0   |
| Additions during the year   | 0          | 441  | 0   |
| Disposals during the year   | 0          | -440   | 0   |
| Costas at 31.12.18  | 0          | 2,540  | 0   |
| Depreciation and impairment losses  |            |  |   |
| as at 01.01.18  | 0          | -1,979   | 0   |
| Depreciation during the year  | 0          | -276   | 0   |
| Reversal of depreciation of and impairment<br>losses on disposed assets                                   | 0          | 440  | 0   |
|   | 0          | 440  | 0   |
| Depreciation and impairment losses<br>as at 31.12.18  | 0          | -1,815   | 0   |
| Carrying amountas at 31.12.18   | 0          | 725  | 0   |
| Carrying amount in the balance sheet if revaluation to fair value had not been carried out as at 31.12.18 | 0          | 0  | 0   |



## 12. Equity investments in group enterprises

| Figures in DKK '000  | Equity invest-<br>ments in group<br>enterprises |
|--|---|
|  |   |
| Parent:  |   |
| Costas at 01.01.18   | 69,687  |
| Costas at 31.12.18   | 69,687  |
| Revaluationsas at 01.01.18                                     | 119,575   |
| Foreign currency translation adjustment of foreign enterprises | -5,360  |
| Net profit/loss from equity investments                        | 47,620  |
| Dividend relating to equity investments                        | -57,981   |
| Fair value adjustment of hedging instruments                   | 511   |
| Changes in intra-group profit from inventories                 | -3,199  |
| Revaluationsas at 31.12.18                                     | 101,166   |
| Depreciation and impairment lossesas at 01.01.18               | -14,911   |
| Depreciation and impairment lossesas at 31.12.18               | -14,911   |
| Carrying amountas at 31.12.18                                  | 155,942   |



## 12. Equity investments in group enterprises - continued -

| Name and Registered office:                               | Ownership<br>interest | Equity  | Net profit/loss<br>for the year | Recognised value |
|---|-----------------------|---------|---------------------------------|------------------|
| Group enterprises:  |                       |         |                                 |                  |
| Trepko S.A., Gniezno, Poland                              | 72%                   | 139,253 | 39,230                          | 100,262          |
| Trepko (UK) Limited<br>Gainsborough, England              | 100%                  | 21,465  | 6,740                           | 21,465           |
| Trepko AB, AlingsÍs, Sweden                               | 100%                  | 4,249   | -322                            | 4,249            |
| Trepko INC, Tampa, USA                                    | 100%                  | 14,286  | 8,099                           | 14,286           |
| Filmatic Packaging Systems LTD<br>Cape Town, South Africa | 52%                   | 18,968  | 4,605                           | 9,863            |
| Trepko do Brasil Ltd Curitiba,<br>Brazil                  | 100%                  | 9,702   | 37                              | 9,702            |
| Adjustment to Group Practice                              | 100%                  | -3,885  | -6,238                          | -3,885           |

#### 13. Deposit and other receivables

| Figures in DKK '000  | Deposits | Other receivables |
|--|----------|-------------------|
|  |          |                   |
| Group:   |          |                   |
| Costas at 01.01.18   | 1,139    | 800               |
| Foreign currency translation adjustment of foreign enterprises | -9       | -1                |
| Additions during the year                                      | 1        | 1,509             |
| Disposals during the year                                      | -963     | -474              |
| Costas at 31.12.18   | 168      | 1,834             |
| Parent   |          |                   |
| Costas at 01.01.18   | 64       | 790               |
| Additions during the year                                      | 1        | 0                 |
| Disposals during the year                                      | 0        | -465              |
| Costas at 31.12.18   | 65       | 325               |



Notes

|  | Group                |                      | Parent               |                      |
|--|----------------------|----------------------|----------------------|----------------------|
|  | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 |
| 14. Contract work in progress  |                      |                      |                      |                      |
| Contract work in progress<br>On-account invoicing                    | 57,384<br>-54,784    | 72,994<br>-76,687    | 30,109<br>-25,013    | 29,250<br>-27,942    |
| Contract work in progress, net                                       | 2,600                | -3,693               | 5,096                | 1,308                |
| Is recognised in the balance sheet in the following way:             |                      |                      |                      |                      |
| Contract work in progress<br>On-account payments on contract work in | 33,645               | 41,756               | 6,371                | 10,479               |
| progress   | -31,045              | -45,449              | -1,275               | -9,171               |
| Total  | 2,600                | -3,693               | 5,096                | 1,308                |

## 15. Prepayments

| Other prepayments | 1,279 | 1,531 | 340 | 676 |
|-------------------|-------|-------|-----|-----|
| Total             | 1,279 | 1,531 | 340 | 676 |

#### 16. Receivables

| Receivables which fall due for payment |       |   |       |   |
|--|-------|---|-------|---|
| more than 1 year after the end of the  |       |   |       |   |
| financial year                         | 2,617 | 0 | 2,617 | 0 |



#### 17. Share capital

The share capital consists of:

|          | Quantity | Nominal value |
|----------|----------|---------------|
|          |          |               |
| Shares A | 100,000  | 50            |

The share capital capital has been fully paid in at the balance sheet date.

|   | Group                |                      | Parent               |                      |
|---|----------------------|----------------------|----------------------|----------------------|
|   | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 |
| 18. Non-controlling interests                 |                      |                      |                      |                      |
| Non-controlling interests, beginning of year  | 9,134                | 11,021               | 0                    | 0                    |
| Foreign currency translation adjustment of    |                      |                      |                      |                      |
| foreign enterprises                           | -885                 | -271                 | 0                    | 0                    |
| Capital increase                              | 47,271               | 0                    | 0                    | 0                    |
| Dividend paid                                 | -14,599              | -514                 | 0                    | 0                    |
| Other changes in equity                       | 0                    | -868                 | 0                    | 0                    |
| Net profit/loss for the year (distribution of |                      |                      |                      |                      |
| net profit)                                   | 7,174                | -234                 | 0                    | 0                    |
| Total   | 48,095               | 9,134                | 0                    | 0                    |

# 19. Provisions for pensions and similar obligations

The provision for pension obligations concerns the group companies only Poland as the other pension plans are defined contribution plans where the plans where the pension obligation is incumbent on the individual insurance company and where the group has obligations towards the employees when they leave the group.



Notes

|  | Gr                   | oup                  | Pa                   | Parent                 |  |
|--|----------------------|----------------------|----------------------|------------------------|--|
|  | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000   |  |
| 20. Deferred tax   |                      |                      |                      |                        |  |
| Deferred tax as at 01.01.18<br>Deferred tax recognised in the income       | -841                 | -2,389               | 1,831                | 622                    |  |
| statement<br>Deferred tax recognised in equity                             | 3,372<br>-211        | 1,815<br>-267        | -583<br>-98          | 1,249<br>-40           |  |
| Additions relating to mergers and acquisition of enterprisesas at 31.12.18 | 2,320                | -841                 | 1,150                | 1,831                  |  |
| Deffered tax comprises:  |                      |                      |                      |                        |  |
| Deferred tax asset<br>Deferred tax liability                               | 0<br>2,320           | 841<br>0             | 0<br>1,151           | 0<br>1,831             |  |
| Total  | 2,320                | 841                  | 1,151                | 1,831                  |  |
| 21. Other provisions   |                      |                      |                      |                        |  |
| Figures in DKK '000  |                      |                      | CC                   | Warranty<br>ommitments |  |
| Group:   |                      |                      |                      |                        |  |
| Provisionsas at 01 01 18   |                      |                      |                      | 1 187                  |  |

| Provisionsas at 01.01.18   | 1,187 |
|----------------------------|-------|
| Provisions during the year | 256   |
| Provisionsas at 31.12.18   | 1,443 |

## 22. Longterm payables

| Figures in DKK '000                                     | Repayment<br>first year | Outstanding<br>debt after 5<br>years | Total<br>payables at<br>31.12.18 | Total<br>payables at<br>31.12.17 |
|---|-------------------------|--------------------------------------|----------------------------------|----------------------------------|
| Group:  |                         |                                      |                                  |                                  |
| Payables to other credit institutions<br>Other payables | 4,620<br>0              | 18,565<br>0                          | 39,255<br>559                    | 0<br>0                           |
| Total   | 4,620                   | 18,565                               | 39,814                           | 0                                |



|                     | Group                |                      | Parent               |                      |
|---------------------|----------------------|----------------------|----------------------|----------------------|
|                     | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 | 31.12.18<br>DKK '000 | 31.12.17<br>DKK '000 |
| 23. Deferred income |                      |                      |                      |                      |
| Deferred income     | 0                    | 3,366                | 0                    | 0                    |
| Total               | 0                    | 3,366                | 0                    | 0                    |

#### 24. Derivative financial instruments

The Board of Directors lays down the framework for the conclusion of contracts for derivative financial instruments. The enterprise concludes contracts for the sole purpose of hedging the currency risk on the future sale/purchase of goods in foreign currency. Forward exchange contracts are only concluded with counterparties (Danish banks) with a good credit score from a reputable credit rating agency.

Parent: 0-12 months DKK 2,269k

Group: Group companies 0-12 months DKK 86,267k.

#### 25. Contingent liabilities

Group:

#### Lease commitments

The group has concluded lease agreements with terms to maturity of total DKK 9.366 Mill. This includes lease agreements concluded with group enterprises with a lease payment of DKK 0,3Mill.

#### Recourse guarantee commitments

For third part which is not a group enterprise the group has provided a guarantee for the debt to credit institutions. The guarantee is maximised at DKK 1.275 Mill. The debt to credit institutions amounts to DKK 1.275 Mill. at the balance sheet date.

#### Guarantee commitments

The group has provided usual guarantee on repair on sold plants. Guarantee cost are charge to the profit and loss account as incured.



#### Parent:

#### Lease commitments

The company has concluded lease agreements with terms to maturity of DKK 265,000.

#### Recourse guarantee commitments

The company has provided a guarantee for the the subsidaries debt to credit institutions. The guarantee towards the for the subsidaries is maximised at DKK 47.318 Mill.

For third part which is not a group enterprise the group has provided a guarantee for the debt to credit institutions. The guarantee is maximised at DKK 1.275 Mill. The debt to credit institutions amounts to DKK 1.275 Mill. at the balance sheet date.

#### Guarantee commitments

The company has provided usual guarantee on repair on sold plants. Guarantee cost are charge to the profit and loss account as incured.

#### Other contingent liabilities

The company is taxed jointly with the other Danish companies in the group and is liable for income taxes on a pro rata basis for the jointly taxed companies. The maximum liability totals an amount corresponding to the share of the capital in the company which is owned directly or indirectly by the ultimate parent. The maximum liability also includes any subsequent corrections to the calculated tax liability as a consequence of changes made to the jointly taxable income etc.

The company is involved in a tax matter with the Danish authorities regarding Transfer Pricing. The Danish tax authorities has decided to increase the taxable income by DKK 35.0 Mill. The company has appealed the decision. It is the management's view that the tax matter will not materially influence on the tax payment, as a tax increase in Denmark to a great extent will offset a tax deduction in Poland.

#### 26. Charges and security

Group:

The group has as security for mortgage debt provided a company charge DKK 1,509k comprising trade receivables, other plant, fixtures and fittings, tools and equipment.

The group has provided bankers guarantee of DKK 2.670 Mill. at 31.12.18.



Parent:

The company has not provided bankers guarantee at 31.12.18.

#### 27. Related parties

| Controlling influence: | Basis of influence |
|------------------------|--------------------|
|                        |                    |

| Hans Christian Hansen, Præstø, Denmark                   | Shareholder    |
|--|----------------|
| H.C. Holding Investeringsaktieselskab, Ballerup, Denmark | Parent company |
| Jesper Bjørn Hansen, Tampa, Florida, USA                 | Shareholder    |

Related party transactions are not disclosed, as all transactions are entered into in the ordinary course of business at arms' length.

Remuneration for the management is specified in note 2. Staff costs.

|   | Group            |                  |
|---|------------------|------------------|
|   | 2018<br>DKK '000 | 2017<br>DKK '000 |
| 28. Adjustments for the cash flow statement                   |                  |                  |
| Depreciation, amortisation, impairment losses and write-downs | 8,847            | 6,759            |
| Financial income  | -5,695           | -6,758           |
| Financial expenses  | 1,586            | 2,206            |
| Tax on profit or loss for the year                            | 15,253           | 13,287           |
| Other adjustments   | 1,354            | 2,895            |
| Total   | 21,345           | 18,389           |



Notes

# 29. Accounting policies

# GENERAL

The annual report is presented in accordance with the provisions of the Danish Financial Statements Act for large groups and enterprises in reporting class C.

The accounting policies have been applied consistently with previous years.

### 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 depreciation, amortisation, impairment losses and writedowns, 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 such assets 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 such liabilities can be measured reliably. On initial recognition, assets and liabilities are measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

On recognition and measurement, account is taken of foreseeable losses and risks arising before the date at which the annual report is presented and proving or disproving matters arising on or before the balance sheet date.

# **CONSOLIDATED FINANCIAL STATEMENTS**

The consolidated financial statements comprise the parent and its subsidiaries in which the parent directly or indirectly holds more than 50% of the voting rights or by way of agreements exercises control. Enterprises in which the group holds equity investments, between 20% and 50% of the voting rights and in which it has significant interest but not control, are considered associates.

All financial statements used for consolidation are prepared in accordance with the accounting policies of the group.

The consolidated financial statements consolidate the financial statements of the parent and its subsidiaries by adding together items of a uniform nature, eliminating intercompany income and expenditure, equity investments, intercompany balances and dividends as well as gains and losses resulting from transactions between the consolidated enterprises to the extent that the underlying assets and liabilities are not realised.

Newly acquired or newly founded enterprises are recognised in the consolidated financial statements as from the time of acquisition. Divested or discontinued enterprises are recognised in the consolidated income statement up until the time of divestment or discontinuation. Comparative



figures are not restated for newly acquired, divested or discontinued enterprises.

Newly acquired enterprises are recognised in accordance with the purchase method, according to which the identifiable assets and liabilities of the newly acquired enterprises are recognised at fair value at the time of acquisition. A provision is made to cover expenses incidental to decided and announced restructuring in the acquired enterprise in connection with the acquisition. The tax effect of any reassessments made is recognised.

The cost of the equity investments in the acquired enterprises is set off against the proportionate share of the fair value of the subsidiaries' net assets at the time of the establishment of the group relationship.

The consolidated goodwill (positive difference) at the time of acquisition is recognised as an asset and amortised on a straight-line basis in accordance with an individual assessment of the asset's useful life, such life, however, not exceeding 20 years and with a minimum of EUR 1 mill a year. Consolidated negative goodwill (negative balance), reflecting an expected adverse development in the enterprises in question, is recognised in the balance sheet under deferred income and is reduced as the conditions underlying the negative balance materialise.

Goodwill and negative goodwill from acquired enterprises can be adjusted until the end of the year after the year in which the acquisition took place.

# Non-controlling interests

The financial items of the subsidiaries are recognised in full in the consolidated financial statements. The non-controlling interests' proportionate share of the subsidiaries' equity is classified as a part of consolidated equity. The subsidiaries' results are distributed proportionately to non-controlling interests and the parent's equity interest.

Purchase and sale of non-controlling interests in a subsidiary which do not result in the parent losing control of the subsidiary are treated in the consolidated financial statements as equity transactions, and the difference between the consideration and the carrying amount is allocated to the parent's equity interest.

# CURRENCY

The annual report is presented in Danish kroner (DKK).

On initial recognition, transactions denominated in foreign currencies are translated using the exchange rates applicable at the transaction date. Exchange rate differences between the exchange rate applicable at the transaction date and the exchange rate at the date of payment are recognised in

the income statement as a financial item. Receivables, payables and other monetary items denominated in foreign currencies are translated using the exchange rates applicable at the balance sheet date. The difference between the exchange rate applicable at the balance sheet date and at the date at which the receivable or payable arose or was recognised in the latest annual report is recognised under financial income or expenses in the income statement. Fixed assets, inventories and other non-monetary assets acquired in foreign currencies are translated using historical exchange rates.

On recognition of foreign subsidiaries which are independent entities, the income statements are translated at the exchange rates applicable at the transaction date or approximate average exchange rates. The balance sheet items are translated using the exchange rates applicable at the balance sheet date. Foreign currency translation adjustments arising from the translation of equity at the beginning of the year using the exchange rates applicable at the balance sheet date and from the translation of income statements from average exchange rates to the exchange rates applicable at the balance sheet date are recognised directly in equity.

Translation adjustments of intercompany balances with independent foreign subsidiaries, measured using the equity method and where the balance is considered to be part of the overall investment, are recognised directly in equity. On the divestment of foreign entities, accumulated exchange differences are recognised in the income statement.

# **DERIVATIVE FINANCIAL INSTRUMENTS**

On initial recognition, derivative financial instruments are measured at cost. Subsequently, they are measured at fair value and recognised under other receivables and other payables, respectively.

Fair value adjustment of derivative financial instruments classified as and meeting the criteria for hedging future cash flows (cash flow hedging) are recognised in equity. In the event that the hedged transaction results in the recognition of an asset or a liability, the accumulated fair value adjustment of the hedging instrument, which was previously recognised in equity, will be included in the cost of the asset or the liability. In the event that the hedged transaction results in the recognition of an income or an expense, the accumulated fair value adjustment of the hedging instrument, which was previously recognised together with the hedged income or expense.

If the hedged transaction is no longer expected to occur, the cash flow hedging treatment is discontinued, and the accumulated fair value adjustment of the hedging instrument is transferred to other net financials in the income statement. If the hedged transaction is still expected to occur, but the criteria for cash flow hedging are no longer met, the hedging treatment is discontinued, and the accumulated fair value adjustment of the hedging instrument is discontinued, and the accumulated fair value adjustment of the hedging instrument remains in equity until the transaction occurs.



Fair value adjustments of derivative financial instruments that do not meet the criteria for hedge accounting treatment are recognised under other net financials in the income statement on an ongoing basis.

# LEASES

Lease payments relating to operating and finance leases are recognised in the income statement on a straight-line basis over the lease term.

# **INCOME STATEMENT**

# Revenue

Income from the sale of goods is recognised in the income statement if delivery has taken place and the risk has passed to the buyer before the end of the financial year and where the selling price can be determined reliably and is expected to be paid. Revenue is measured at fair value and is determined exclusive of VAT and other taxes collected on behalf of third parties and less discounts.

Construction contracts involving the delivery of highly customised installations are recognised as revenue according to the stage of completion. Accordingly, revenue corresponds to the selling price of work performed during the year (percentage of completion method).

# Change in inventories of finished goods and work in progress

Change in inventories of finished goods and work in progress comprises adjustments in inventories of finished goods and work in progress for the year, including write-downs of inventories of finished goods and work in progress to the extent that these do not exceed normal write-downs.

# Other operating income

Other operating income comprises income of a secondary nature in relation to the enterprise's activities, including rental income, negative goodwill and gains on the sale of intangible assets and property, plant and equipment.

# Costs of raw materials and consumables

Costs of raw materials and consumables comprise raw materials and consumables used for the year as well as any changes in inventories, including any inventory wastage.

Write-downs of inventories of raw materials and consumables are also recognised under raw materials



and consumables to the extent that these do not exceed normal write-downs.

## Other external expenses

Other external expenses comprise costs relating to distribution, sales and advertising and administration, premises and bad debts to the extent that these do not exceed normal write-downs.

# Staff costs

Staff costs comprise wages and salaries as well as other staff-related costs.

# **Depreciation and impairment losses**

The depreciation of property, plant and equipment aim at systematic depreciation over the expected useful lives of the assets. Assets are depreciated according to the straight-line method based on the following expected useful lives and residual values:

|   | Useful Residual<br>lives, value,<br>years per cent |
|---|--|
|   |  |
| Completed development projects                          | 3-10   |
| Acquired rights   | 3-10   |
| Goodwill  | 3-10   |
| Buildings   | 0  |
| Other plant, fixtures and fittings, tools and equipment | 0  |

Goodwill is amortised over 3-10 years. The useful life has been determined in consideration of the expected future net earnings of the enterprise or activity to which the goodwill relates.

Land is not depreciated.

The basis of depreciation is the cost of the asset less the expected residual value at the end of the useful life. Moreover, the basis of depreciation is reduced by any impairment losses. The useful life and residual value are determined when the asset is ready for use and reassessed annually.

Intangible assets and property, plant and equipment are impaired in accordance with the accounting policies referred to in the 'Impairment losses on fixed assets' section.

# Other operating expenses

Other operating expenses comprise costs of a secondary nature in relation to the enterprise's activities, including costs relating to rental activities and losses on the sale of intangible assets and property, plant and equipment.

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# 29. Accounting policies - continued -

### Income from equity investments in group entreprises

For equity investments in subsidiaries that in the parent are measured using the equity method, the share of the enterprises' profit or loss is recognised in the income statement after elimination of unrealised intercompany profits and losses and less any goodwill amortisation and impairment losses.

Income from equity investments in subsidiaries also comprises gains and losses on the sale of equity investments.

# Other net financials

Interest income and interest expenses, foreign exchange gains and losses on transactions denominated in foreign currencies, gains and losses on other securities and equity investments etc. are recognised in other net financials.

# Tax on profit/loss for the year

The current and deferred tax for the year is recognised in the income statement as tax on the profit/loss for the year with the portion attributable to the profit/loss for the year, and directly in equity with the portion attributable to amounts recognised directly in equity.

The company is jointly taxed with Danish consolidated enterprises.

In connection with the settlement of joint taxation contributions, the current Danish income tax is allocated between the jointly taxed enterprises in proportion to their taxable incomes. This means that enterprises with a tax loss receive joint taxation contributions from enterprises which have been able to use this loss to reduce their own taxable profit.

# BALANCE SHEET

### Intangible assets

### Completed development projects

Development projects are recognised in the balance sheet where the project aims at developing a specific product or a specific process, intended to be produced or used, respectively, by the company in its production process. On initial recognition, development projects are measured at cost. Cost comprises the purchase price plus expenses resulting directly from the purchase, including wages and salaries directly attributable to the development projects until the asset is ready for use. Interest on loans arranged to finance development projects in the development period is not included in the cost. Other development projects and development costs are recognised in the income statement in the year in which they are incurred.



**Notes** 

### 29. Accounting policies - continued -

Development projects are subsequently measured in the balance sheet at cost less accumulated amortisation and impairment losses.

Completed development projects are amortised using the straight-line method based on useful lives, which are stated in the 'Depreciation and impairment losses' section.

#### Acquired rights

Aquired rights are measured in the balance sheet at cost less accumulated amortisation and impairment losses.

Acquired rights are amortised using the straight-line method based on useful lives, which are stated in the 'Depreciation and impairment losses' section.

#### Goodwill

Goodwill is measured in the balance sheet at cost less accumulated amortisation and impairment losses.

Goodwill is amortised using the straight-line method based on useful lives, which are stated in the 'Depreciation and impairment losses' section.

#### Gains and losses on the disposal of intangible assets

Gains and losses on the disposal of intangible assets are determined as the difference between the selling price, if any, less selling costs and the carrying amount at the date of disposal.

#### Property, plant and equipment

Property, plant and equipment comprise land and buildings as well as other fixtures and fittings, tools and equipment.

Property, plant and equipment are measured in the balance sheet at cost less accumulated depreciation and impairment losses.

Cost comprises the purchase price and expenses resulting directly from the purchase until the asset is ready for use. Interest on loans arranged to finance production is not included in the cost.

The total cost of an asset is decomposed into separate components that are depreciated separately if the useful lives of the individual components vary.

Property, plant and equipment are depreciated using the straight-line method based on useful lives and residual values, which are stated in the 'Depreciation and impairment losses' section.



Prepayments for property, plant and equipment

Prepayments for property, plant and equipment comprise prepayments to suppliers.

Gains and losses on the disposal of property, plant and equipment

Gains and losses on the disposal of property, plant and equipment are determined as the difference between the selling price, if any, less selling costs and the carrying amount at the date of disposal less any costs of disposal.

# Equity investments in group entreprises

Equity investments in subsidiaries are measured in the balance sheet of the parent according to the equity method, meaning that these equity investments are measured at the proportionate share of the enterprises' equity value, determined according to the accounting policies of the parent, adjusted for the remaining value of positive or negative goodwill and gains and losses on transactions with the enterprises in question.

Goodwill recognised under equity investments in subsidiaries in the balance sheet of the parent is amortised according to the straight-line method based on an individual assessment of the useful life of the asset. The useful life of goodwill has been determined at years in consideration of the expected future net earnings of the enterprise to which the goodwill relates.

### Impairment losses on fixed assets

The carrying amount of fixed assets which are not measured at fair value is assessed annually for indications of impairment over and above what is reflected in depreciation.

If the company's realised return on an asset or a group of assets is lower than expected, this is considered an indication of impairment.

If there are indications of impairment, an impairment test is conducted of individual assets or groups of assets.

The assets or groups of assets are impaired to the lower of recoverable amount and carrying amount.

The higher of net selling price and value in use is used as the recoverable amount. The value in use is determined as the present value of expected net cash flows from the use of the asset or group of assets as well as expected net cash flows from the sale of the asset or group of assets after the expiry of their useful lives.

Impairment losses are reversed when the reasons for the impairment no longer exist. Impairment losses on goodwill are not reversed.



### Inventories

Inventories are measured at cost calculated according to the FIFO principle. Inventories are written down to the lower of cost and net realisable value.

The cost of raw materials and consumables as well as goods for resale is determined as purchase prices plus expenses resulting directly from the purchase.

The cost of manufactured finished goods and work in progress is determined as the value of direct material and labour costs. Interest on loans arranged to finance production is not included in the cost.

The net realisable value of inventories is determined as the selling price less costs of completion and costs necessary to make the sale and is determined taking into account marketability, obsolescence and the expected development in the selling price.

## Receivables

Receivables are measured at amortised cost, which usually corresponds to the nominal value, less write-downs for bad debts.

Write-downs for bad debts are determined based on an individual assessment of each receivable if there is no objective evidence of individual impairment of a receivable.

Deposits recognised under assets comprise deposits paid to the lessor under leases entered into by the company.

### Work in progress for third parties

Work in progress for third parties is measured at the selling price of the work performed less onaccount invoicing made for each piece of work in progress.

The selling price is measured according to the stage of completion at the balance sheet date and total expected income from each piece of work in progress. The degree of completion for each piece of work in progress is normally calculated as the ratio between the resources spent and the total budgeted resource consumption. For some work in progress where the resource consumption cannot be used as a basis, the ratio between completed subactivities and the combined subactivities for the individual piece of work in progress is used instead.

When the selling price of a piece of work in progress cannot be determined reliably, the selling price is measured at the lower of costs incurred and net realisable value.

The individual piece of work in progress is recognised under receivables or payables in the balance



**Notes** 

### 29. Accounting policies - continued -

sheet depending on whether the net value of the selling price less prepayments received is positive or negative.

When it is likely that the total costs of the individual piece of work in progress will exceed total sales income, the total expected loss is recognised as a provision.

# Prepayments

Prepayments recognised under assets comprise costs incurred in respect of subsequent financial years.

# Other investments

Other securities are measured at fair value, equivalent to the market value at the balance sheet date.

### Cash

Cash includes deposits in bank accounts as well as operating cash.

## Equity

The proposed dividend for the financial year is recognised as a separate item in equity.

The net revaluation of equity investments in subsidiaries is recognised in the financial statements of the parent in the net revaluation reserve in equity according to the equity method to the extent that the carrying amount exceeds the cost.

### Provisions

Pension obligations are measured in the balance sheet on the basis of actuarial computations to the extent that such obligations are not covered by insurance (defined benefit plans). Actuarial gains and losses on defined benefit plans are recognised directly in equity under retained earnings.

Other provisions comprise expected expenses incidental to warranty commitments, loss on work in progress, restructuring etc. and are recognised when the company has a legal or constructive obligation at the balance sheet date and it is probable that such obligation will draw on the financial resources of the the company. Provisions are measured at net realisable value or fair value if the provision is expected to be settled over the longer term.

Warranty commitments comprise the obligation to repair defective work within the warranty period of



1-5 years. Warranty commitments are measured at net realisable value and recognised based on previous years' experience with warranty work.

## Current and deferred tax

Current tax payable and receivable is recognised in the balance sheet as tax computed on the basis of the taxable income for the year, adjusted for tax paid on account.

Joint taxation contributions payable and receivable are recognised as income tax under receivables or payables in the balance sheet.

Deferred tax liabilities and tax assets are recognised on the basis of all temporary differences between the carrying amounts and tax bases of assets and liabilities. However, deferred tax is not recognised on temporary differences relating to goodwill which is non-amortisable for tax purposes and other items where temporary differences, except for acquisitions, have arisen at the date of acquisition without affecting the net profit or loss for the year or the taxable income. In cases where the tax value can be determined according to different taxation rules, deferred tax is measured on the basis of management's intended use of the asset or settlement of the liability.

Deferred tax assets are recognised, following an assessment, at the expected realisable value through offsetting against deferred tax liabilities within the same tax jurisdiction or elimination in tax on future earnings.

Deferred tax is measured on the basis of the tax rules and at the tax rates in the respective countries which, according to the legislation in force at the balance sheet date, will be applicable when the deferred tax is expected to crystallise as current tax.

# Payables

Long-term payables are measured at cost at the time of contracting such liabilities (raising of the loan). The payables are subsequently measured at amortised cost where capital losses and loan expenses are recognised in the income statement as a financial expense over the term of the payable on the basis of the calculated effective interest rate in force at the time of contracting the liability.

Short-term payables are measured at amortised cost, normally corresponding to the nominal value of such payables.

### Prepayments received from customers

Prepayments received from customers comprise amounts received from customers prior to the time and date of delivery of the agreed product or completion of the agreed service.



## Deferred income

Deferred income under liabilities comprises payments received in respect of income in subsequent financial years.

# CASH FLOW STATEMENT

The cash flow statement is prepared using the indirect method, showing cash flows from operating, investing and financing activities as well as cash and cash equivalents at the beginning and end of the year.

Cash flows from operating activities comprise the net profit or loss for the year, adjusted for non-cash operating items, income tax paid and changes in working capital.

Cash flows from investing activities comprise payments in connection with the acquisition and divestment of companies and financial assets as well as the purchase, development, improvement and sale of intangible assets and property, plant and equipment.

Cash flows from financing activities comprise changes in the parent's share capital and associated costs and financing from and dividends paid to shareholders as well as the arrangement and repayment of long-term payables. Cash flows from financing activities also comprise finance lease payments.

Cash and cash equivalents at the beginning and end of the year comprise cash and short-term payables to credit institutions.