# Unomedical A/S

Åholmvej 1 - 3, DK-4320 Lejre

# Annual Report for 1 January - 31 December 2017

CVR No 64 15 33 15

The Annual Report was presented and adopted at the Annual General Meeting of the Company on 17/5 2018

Rina Jantzen Chairman

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## **Management's Statement**

The Executive and Supervisory Boards have today considered and adopted the Annual Report of Unomedical A/S for the financial year 1 January - 31 December 2017.

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

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

In our opinion, Management's Review includes a true and fair account of the matters addressed in the Review.

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

Lejre, 16 May 2018

**Executive Board** 

John Magnus Lindskog

Supervisory Board

Anders Arvai

Chairman

Hollo Rak Nielson

John Magnus Lindskog

## **Independent Auditor's Report**

To the Shareholder of Unomedical A/S

#### **Opinion**

We have audited the Financial Statements of Unomedical A/S for the financial year 1 January - 31 December 2017, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies. The Financial Statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 December 2017 and of the results of the Company's operations for the financial year 1 January - 31 December 2017 in accordance with the Danish Financial Statements Act.

#### **Basis for opinion**

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

#### Management's responsibilities for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the Financial Statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the Financial Statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

#### Auditor's responsibilities for the audit of the Financial Statements

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

## **Independent Auditor's Report**

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

- Identify and assess the risks of material misstatement of the Financial Statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures
  that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the Financial Statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Financial Statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and contents of the Financial Statements, including the disclosures, and whether the Financial Statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

#### Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the Financial Statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the Financial Statements, our responsibility is to read Management's Review and, in doing so, consider whether Management's Review is materially inconsistent with the Financial Statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

## **Independent Auditor's Report**

Moreover, it is our responsibility to consider whether Management's Review provides the information required under the Danish Financials Statements Act.

Based on the work we have performed, in our view, Management's Review is in accordance with the Financial Statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement in Management's Review.

Copenhagen, 16 May 2018

**Deloitte** 

 ${\bf Stats autorise ret\ Revisions partners els kab}$ 

CVR No 33 96 35 56

Henrik Hjort Kjelgaard

State Authorised Public Accountant

mne29484

State Authorised Public Accountant

mne35660

# **Company Information**

The Company Unomedical A/S

Åholmvej 1 - 3 DK-4320 Lejre

CVR No: 64 15 33 15

Financial period: 1 January - 31 December

Municipality of reg. office: Lejre

**Supervisory Board** Anders Arvai, Chairman

Helle Bak Nielsen

John Magnus Lindskog

**Executive Board** John Magnus Lindskog

**Auditors** Deloitte

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Weidekampsgade 6 DK-0900 København C

# **Financial Highlights**

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

	2017	2016	2015	2014	2013
	TDKK	TDKK	TDKK	TDKK	TDKK
Key figures					
Profit/loss					
Revenue	1.742.656	1.690.686	1.627.565	1.387.420	1.704.247
Gross profit/loss	954.776	919.609	871.382	674.322	636.037
Operating profit/loss	798.297	765.388	741.644	512.420	457.562
Net financials	-15.600	55.792	-61.785	14.252	-80.370
Net profit/loss for the year	608.070	637.358	486.557	391.091	264.603
Balance sheet					
Balance sheet total	2.846.312	2.973.545	3.052.857	2.439.711	2.189.333
Equity	1.376.749	1.466.255	1.528.072	1.741.515	1.350.424
Investment in property, plant and equipment	89.386	67.310	31.815	23.241	16.109
Average number of employees	286	255	240	225	264
Ratios					
Gross margin	54,8%	54,4%	53,5%	48,6%	37,3%
Profit margin	45,8%	45,3%	45,6%	36,9%	26,8%
Return on assets	28,0%	25,7%	24,3%	21,0%	20,9%
Solvency ratio	48,4%	49,3%	50,1%	71,4%	61,7%
Return on equity	42,8%	42,6%	29,8%	25,3%	22,1%
Revenue per employee	6.093	6.630	6.782	6.166	6.455

The ratios have been prepared in accordance with the recommendations and guidelines issued by the CFA Society Denmark. For definitions, see under accounting policies.

#### Main activity

Unomedical A/S is part of the Unomedical group of companies owned by the UK-based ConvaTec Group PLC.

Unomedical A/S holds a leading position as a supplier of medical disposable products for the healthcare sector worldwide. Unomedical works constantly, in an innovative manner, to improve the quality of life for millions of people around the world. The object of these products is to improve the lives of the people we touch. We drive for excellence in all we do – anticipating and addressing our customers' needs with advanced technologies and best-in-class products and services.

Unomedical A/S consists of two main divisions: Infusion Devices (IFD) and Industrial Sales (IS).

Infusion Devices are primarily infusion sets used within diabetes care for subcutaneous infusion of insulin and secondary infusion set used for subcutaneous drug delivery. Industrial Sales is disposable hospital products which are essential for providing basic nursing needs for hospital and homecare use. These products are characterized by having a long-life cycle, but there is a constant demand for new product updates and innovative solutions.

#### **Development** in the year

Net sales for 2017 measured in DKK increased by 3.1% to TDKK 1,742,656 compared to TDKK 1,690,686 in 2016.

EBIT amounts to TDKK 798,297, which is an increase of 4.3% compared to 2016, where EBIT was TDKK 765,388.

The development in net sales and EBIT are in line with expectations drawn up in the 2016 Annual Report and are considered satisfactory.

EBT shows a result of TDKK 782,697 compared to TDKK 821,180 in 2016. The main reason for the varians being net FX losses in 2017 compared to net FX gains in 2016. The decrease in EBT in 2017 compared to 2016 is not in line with expectations drawn up in the 2016 Annual Report, which anticipated an increase in EBT, but is mainly due to circumstances outside Company control.

The income statement of the Company for 2017 shows a profit of TDKK 608,070, and at 31 December 2017 the balance sheet of the Company shows equity of TDKK 1,376,749.

At year-end 2017, the solvency ratio is 48.4% compared to 49.3% at year-end 2016.

#### Special risks - operating risks and financial risks

#### **Operating risks**

The main commercial risk of Unomedical A/S relates to the ability of sustaining its strong market position. Therefore, the Company seeks to be at the cutting edge when it comes to technological development within our business areas and activities.

#### Foreign exchange risks

Unomedical A/S has considerable sales in foreign currencies, and accordingly, the Company is exposed to changes in currency exchange rates. These financial risks are monitored and managed in close cooperation with the Parent, ConvaTec Group, which follows a low risk policy.

#### Targets and expectations for the year ahead

In 2018, the IFD Division is continuing expected to be the key pillar in the future development.

In 2018, market growth in Europe and in the US market is expected to be in the level of 3-5%. There is still prospect of continued low financial growth and general pressure on the health sector.

In 2018, focus will be maintained on optimizing expenditure for which reason positive earnings performance is expected as well as focus on developing new products to drive the future business.

Net sales and EBIT for 2018 is expected to be higher than for 2017.

#### Research and development

The Company has continuously been focusing on improving the quality and functionality of existing products and developing new product features to meet our customers' future demands and to improve the lives of the people we touch with our products.

Research and development spend are in the level of 2,5% of revenue and are focused on infusion sets used within diabetes care, infusion set used for subcutaneous drug delivery in general and of disposable hospital products for hospital and homecare use. We expect to introduce new product every year.

#### **External environment**

Unomedical A/S operates in accordance with the Parent, ConvaTec Group's corporate EHS policy and is committed to ensuring that the Company complies with applicable laws and regulations as well as continuously improving the environmental performance of the Company.

In the financial year 2017, Unomedical A/S has not experienced any significant environmental issues and has not been cautioned or prosecuted for breaches of the environmental legislation.

Environmental KPIs have been established for Unomedical A/S and are monitored and reported on in accordance with ConvaTec Group's corporate policies.

#### **Intellectual capital resources**

Being part of a very knowledge-based industry, where product development is important, makes Unomedical A/S dependent on deeply engaged employees and leaders. Our ambition of being a market leader within our field means that we constantly keep focus on developing the skills of our employees. Based on this, we will be able to adapt to a constantly changing market place and extend our activities.

#### Statutory statement of corporate social responsibility

We work systematically to create a working environment based on core values such as Caring for People, Driving Innovation and Excellence and Earning Trust, and we continuously have focus on optimizing the organization and improving the efficiency of our internal processes and procedures.

Unomedical A/S emphasizes being a responsible and reliable business partner externally as well as internally as well as equal opportunities for everyone, regardless of gender, age, ethnicity and political or religious orientation. As part of the ConvaTec Group, Unomedical A/S is subject to the Group's CSR policies. Complying consistently with these principles has secured the Company a solid position as the preferred BtB business partner within the Company's business area worldwide. No specific targets have so far been set for Denmark.

#### **Employees and human rights**

Unomedical A/S is committed to ensuring a sound working environment and being a responsible player in the environments we operate in. Efforts are constantly made to enhance safety in all processes. Injuries and accidents are reported regularly and followed up on. In 2017, a total of zero serious injuries were reported (zero in 2016). The company has been certified with a green smiley from the Danish Working Environment Authorities.

Sickness absence for 2017 is at the same level or below when comparing with comparable companies dependent on staff groups. We are working continuously on reduction of absence through talks, focus on health and gradual return after long-term sick leave.

Because of increasing production of new products several new employees were recruited for the Company and, therefore, new competencies have been added to the Company.

Unomedical A/S finds it positive to contribute to bringing people, who for some reason have fallen out of the job market, back in it. Against that background, Unomedical A/S has assisted its surrounding local governments in providing work ability testing, traineeships etc. In 2017, several candidates have completed traineeships, work ability testing and to assimilation of refugees into the Danish job market, the Company has supported these activities.

We strive for a versatile and non-discriminatory workplace and forbid any use of child labor.

No formal policy has been drawn up regarding human rights, but we attempt continuously to ensure respect for our employees' human rights, including the right to a secure working place and non-discrimination through the above-mentioned measures.

#### Quality

The quality of the Company is governed by a general quality policy which lays down processes and procedures, in which staff are trained on a continual basis. Staff skills are also maintained based on internal and external courses and on-the-job training. Previously, several specialists were identified in the organization, who have been charged with the responsibility to follow and share knowledge about a number of special areas that are key to the Company's development. The result of this activity is increased product quality and reduced material wastage.

#### **Anti-corruption**

The external customer-related cooperation and business ethics are governed on a general level by the Code of Conduct policies and observes the US legislation about the Foreign Corrupt Practices Act. Training in these policies is provided to relevant staff groups, and the Company's views in this respect are regularly communicated to staff. The follow-up on compliance with these policies was also included in the normal coaching and the performance appraisals held between managers and staff. In the financial year 2017 Unomedical A/S has not experienced any anti-corruption cases.

#### **Environmental and climate impact**

The object of the environmental policy is to reduce the Company's environmental and climate impact by, for instance, reducing packaging, energy consumption and production wastage which forms part of the daily focus. Unomedical A/S will continually seek solutions that impact positively on both the internal and external environment. Please also see previously published paragraphs on environmental issues and the Group's policies in this respect. They may be found at: http://www.convatec.com/aboutus/corporate-responsibility/commitment-to-ehs.

In the financial year 2017 Unomedical A/S has not experienced any significant environmental issues and has not been cautioned or prosecuted for breaches of the environmental legislation.

#### Share of the underrepresented gender

Regarding both the Board of Directors and in general terms, Unomedical A/S will always strive to ensure that the best qualified person holds a given position. Accordingly, all employees' and managers' performance is appraised based on individual objectives. These appraisals form the basis of promotions and granting of increased responsibility, ensuring that performance and objective criteria form the basis in this respect.

Being an international company, Unomedical A/S aspires to promote diversity and create equal opportunities for everyone, regardless of gender, age, ethnicity and political or religious orientation. Ambition is firmly rooted in Unomedical A/S' Code of Conduct.

Unomedical A/S aims at the underrepresented gender's share of the members elected by the General Meeting represent more than 20%. At present, the underrepresented gender's share represents 33% (1 out of 3).

When recruiting for executive positions, moreover, Unomedical A/S will make sure that the share of woman candidates on the shortlist corresponds to the share of women applicants for the position. When considering promotions to executive positions, Unomedical A/S will also make sure that at least one woman candidate is discussed. When recruiting for positions in other management tiers, we will ensure diversity in the gender balance.

At management level, Unomedical A/S aims to have a composition of men and women that reflect the gender representation in the rest of the organization. However, the Executive Board consist of only one person, and therefore, it is not possible to have an equal gender representation.

In 2017, all recruited candidates account for 63% (70% in 2016) women and 37% (30% in 2016) men.

#### **Unusual events**

The financial position at 31 December 2017 of the Company and the results of the activities of the Company for the financial year for 2017 have not been affected by any unusual events.

#### **Subsequent events**

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.

# **Income Statement 1 January - 31 December**

	Note	2017	2016
		TDKK	TDKK
Revenue	1	1.742.656	1.690.686
Change in inventories of finished goods, work in progress and goods for			
resale		16.123	7.451
Other operating income	2	21.104	0
Expenses for raw materials and consumables		-680.302	-644.912
Other external expenses	_	-144.805	-133.616
Gross profit/loss		954.776	919.609
Staff expenses	3	-121.670	-122.342
Depreciation and amortisation of intangible assets and property, plant and	d		
equipment	4	-34.809	-31.879
Profit/loss before financial income and expenses		798.297	765.388
Income from investments in subsidiaries		23.971	0
Financial income	5	40.268	98.429
Financial expenses	6	-79.839	-42.637
Profit/loss before tax		782.697	821.180
Tax on profit/loss for the year	7	-174.627	-183.822
Net profit/loss for the year	-	608.070	637.358

# **Balance Sheet 31 December**

## Assets

	Note	2017	2016
		TDKK	TDKK
Completed development projects		29.915	2.201
Acquired other similar rights		3.619	4.035
Development projects in progress	_	4.406	20.465
Intangible assets	8 -	37.940	26.701
Land and buildings		23.097	24.194
Plant and machinery		112.984	96.149
Other fixtures and fittings, tools and equipment		624	205
Property, plant and equipment in progress	_	94.607	54.080
Property, plant and equipment	9	231.312	174.628
Investments in subsidiaries	10	430.289	414.951
Receivables from group enterprises	11	1.736.565	1.492.722
Fixed asset investments	-	2.166.854	1.907.673
Fixed assets	-	2.436.106	2.109.002
Raw materials and consumables		74.750	53.178
Work in progress		21.584	11.330
Finished goods and goods for resale	_	53.864	47.995
Inventories	-	150.198	112.503
Trade receivables		125.633	113.286
Receivables from group enterprises		20.402	466.766
Other receivables	_	11.334	13.912
Receivables	-	157.369	593.964
Cash at bank and in hand	-	102.639	158.076
Currents assets	-	410.206	864.543
Assets	_	2.846.312	2.973.545

# **Balance Sheet 31 December**

# Liabilities and equity

	Note	2017	2016
		TDKK	TDKK
Share capital		126.000	126.000
Reserve for development costs		21.558	8.703
Retained earnings		1.229.191	631.552
Proposed dividend for the year	_	0	700.000
Equity	12	1.376.749	1.466.255
Provision for deferred tax	14	34.369	29.617
Provisions	_	34.369	29.617
Payables to group enterprises		375.016	389.346
Long-term debt	15	375.016	389.346
Trade payables		52.551	50.532
Payables to group enterprises	15	778.166	811.469
Corporation tax		169.875	180.242
Other payables	_	59.586	46.084
Short-term debt	_	1.060.178	1.088.327
Debt	_	1.435.194	1.477.673
Liabilities and equity	_	2.846.312	2.973.545
Distribution of profit	13		
Contingent assets, liabilities and other financial obligations	16		
Related parties	17		
Fee to auditors appointed at the general meeting	18		
Accounting Policies	19		

# **Statement of Changes in Equity**

		Reserve for		Proposed	
		development	Retained	dividend for	
	Share capital	costs	earnings	the year	Total
	TDKK	TDKK	TDKK	TDKK	TDKK
Equity at 1 January	126.000	8.703	631.552	700.000	1.466.255
Ordinary dividend paid	0	0	0	-700.000	-700.000
Share Based Payment	0	0	2.424	0	2.424
Development costs for the year	0	13.345	-13.345	0	0
Amortisation for the year	0	-490	490	0	0
Net profit/loss for the year	0	0	608.070	0	608.070
Equity at 31 December	126.000	21.558	1.229.191	0	1.376.749

		2017	2016
1	Revenue	TDKK	TDKK
	Sale of goods	1.742.656	1.690.686
		1.742.656	1.690.686

For competitive reasons, the Company has not provided information on revenue distribution by business and geographic segments.

#### 2 Other operating income

Other operating income comprise royalties and management fees received.

#### 3 Staff expenses

Wages and salaries	107.511	109.471
Pensions	11.919	10.719
Other social security expenses	2.240	2.152
	121.670	122.342
Average number of employees	286	255

Remuneration to the Executive Board has not been disclosed in accordance with section 98 B(3) of the Danish Financial Statements Act.

The Company have implemented different share-based compensation programs for the Executive Board, Management and eligible employees. Share-based compensation programs are granted on a yearly basis over a fixed period. Share-based compension programs entitle the Executive Board, Management and eligible employees to buy shares in the ConvaTec PLC per agreement at a pre-agreed price.

The total share-based compensation are valued using the Black-Scholes model and the expense is recognised in the income statement (staff expenses). The corresponding adjustment is reversed through equity (retained earnings).

		2017	2016
_		TDKK	TDKK
4	Depreciation and amortisation of intangible assets and property, plant and equipment		
	Amortisation of intangible assets	2.108	4.473
	Depreciation of property, plant and equipment	32.584	27.406
	Gain and loss on disposal	117	0
		34.809	31.879
5	Financial income		
J			
	Interest received from group enterprises	39.131	84.826
	Other financial income	1.137	401
	Exchange gains	0	13.202
		40.268	98.429
6	Financial expenses		
	Impairment losses on financial assets	34.971	0
	Interest paid to group enterprises	9.803	40.666
	Other financial expenses	141	373
	Exchange loss	34.924	1.598
		79.839	42.637
7	Tax on profit/loss for the year		
	Current tax for the year	169.875	179.253
	Deferred tax for the year	4.752	1.808
	Adjustment of tax concerning previous years	0	1.731
	Adjustment of deferred tax concerning previous years	0	1.030
		174.627	183.822

## 8 Intangible assets

	Completed development projects	Acquired other similar rights	Development projects in progress
Cost at 1 January	56.275	17.872	20.466
Additions for the year	13.345	0	0
Transfers for the year	16.060	0	-16.060
Cost at 31 December	85.680	17.872	4.406
Amortisation at 1 January	54.074	13.836	0
Amortisation for the year	1.691	417	0
Amortisation at 31 December	55.765	14.253	0
Carrying amount at 31 December	29.915	3.619	4.406

## 9 Property, plant and equipment

-	Land and buildings	Plant and machinery	Other fixtures and fittings, tools and equipment TDKK	Property, plant and equipment in progress
Cost at 1 January	59.751	450.327	4.093	54.080
Additions for the year	1.003	47.239	617	40.527
Disposals for the year	0	-7.150	-988	0
Transfers for the year	391	-391	0	0
Cost at 31 December	61.145	490.025	3.722	94.607
Depreciation at 1 January	35.559	354.177	3.888	0
Depreciation for the year	2.489	29.897	198	0
Reversal of depreciation of sold assets	0	-7.033	-988	0
Depreciation at 31 December	38.048	377.041	3.098	0
Carrying amount at 31 December	23.097	112.984	624	94.607

		2017	2016
10	Investments in subsidiaries	TDKK	TDKK
10	investments in subsidiaries		
	Cost at 1 January	777.834	777.834
	Additions for the year	50.309	0
	Cost at 31 December	828.143	777.834
	Value adjustments at 1 January	-362.883	-362.883
	Revaluations for the year, net	-34.971	0
	Value adjustments at 31 December	-397.854	-362.883
	Carrying amount at 31 December	430.289	414.951
	Investments in subsidiaries are specified as follows:		
		Place of	Votes and
	Name	registered office	ownership
	Pharma Plast Productors Medicos S.A.	Spain	100%
	Unomedical France SAS	France	100%
	Unomedical Holdings Limited	England	100%
	ConvaTec Oy	Finland	100%
	Unomedical Sdn. Bhd.	Malaysia	75%
	Unomedical Devices SA de CV.	Mexico	100%
	ZAO ConvaTec	Russia	100%
	Unomedical s.r.o.	Slovakia	100%
	Unomedical America Inc.	USA	100%
	Fe Unomedical Limited	Berarus	100%
	Papyro-Tex A/S	Denmark	100%
11	Other fixed asset investments		
			Receivables
			from group
			enterprises
		_	TDKK
	Cost at 1 January		1.492.722
	Additions for the year	_	243.843
	Cost at 31 December	_	1.736.565
	Carrying amount at 31 December	_	1.736.565

#### 12 Equity

The share capital consists of 126,000 shares of a nominal value of TDKK 1. No shares carry any special rights.

There have been no changes in the share capital during the last 5 years.

	2017	2016
13 Distribution of profit	TDKK	TDKK
Extraordinary dividend paid	0	702.741
Proposed dividend for the year	0	700.000
Retained earnings	608.070	-765.383
	608.070	637.358
14 Provision for deferred tax		
Provision for deferred tax at 1 January	29.617	26.779
Amounts recognised in the income statement for the year	4.752	2.838
Provision for deferred tax at 31 December	34.369	29.617
Intangible assets	8.346	5.874
Property, plant and equipment	3.958	2.564
Inventories	5.599	4.030
Other	16.466	17.149
	34.369	29.617

#### 15 Long-term debt

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

The debt falls due for payment as specified below:

#### Payables to group enterprises

Other short-term debt to group enterprises	778.166 1.153.182	811.469 <b>1.200.815</b>
Long-term part	375.016	389.346
Between 1 and 5 years	375.016	389.346

2017 2016 TDKK TDKK

#### 16 Contingent assets, liabilities and other financial obligations

#### Charges and security

The Company assets have been placed as security with ConvaTec Healthcare B S.a.r.l. Intercompany loan agreement.

The Company has through its bank provided guarantees to third parties in connection with trade.

The guarantee amounts to 1.089 285

#### Rental and lease obligations

Rental and lease obligations until maturity 2.462 3.167

#### Other contingent liabilities

The Company is party to a national Danish joint taxation scheme with ConvaTec Denmark A/S as the management company. Consequently, the Company is jointly liable from the financial year 2013 for corporation taxes for the jointly taxed companies and with effect from 1 July 2012, the Company is also jointly liable for any obligations to withhold tax at source on interest, royalties and dividens for the jointly taxed companies.

The Company is party to minor cases and disputes. The Company believes that these cases will not trigger claims in excess of what has already been provided for in the financial statements.

The Company has incurred contractual obligations in the normal course of operations with suppliers. The total amount of contractual obligations amount up to DKK 37.6m.

### 17 Related parties

17	Related parties			
		Basis		
	Controlling interest			
	Unomedical Holding A/S	Immediate parent		
	ConvaTec Group PLC	Ultimate parent		
	Transactions			
	Trade with related parties is based on market terms.			
	Ownership			
	The following shareholder is recorded in the Company's register of shareholders as holding at least 5% of the			
	votes or at least 5% of the share capital:			
	Unomedical Holding A/S, Åholmvej 1-3, 4320 Lejre.			
	Consolidated Financial Statements			
	The Company is included in the Group Annual Report of the Parent Company of the largest and smallest group:			
	Name	Place of registered office		
	ConvaTec Group PLC	UK		
	The Group Annual Report of ConvaTec Group PLC may be obtained at the following address:			
	3 Forbury Place, 23 Forbury Road, RG1 3 JH Reading, UK			
		2017	2016	
18	Fee to auditors appointed at the general meeti	ng	TDKK	
	Audit fee to Deloitte	725	720	
	Other assurance engagements	115	865	

1.585

840

#### 19 Accounting Policies

The Annual Report of Unomedical A/S for 2017 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to large enterprises of reporting class C.

The accounting policies applied remain unchanged from last year.

The Financial Statements for 2017 are presented in TDKK.

#### **Consolidated financial statements**

With reference to section 112 of the Danish Financial Statements Act and to the consolidated financial statements of ConvaTec Group PLC, the Company has not prepared consolidated financial statements.

#### Cash flow statement

With reference to section 86(4) of the Danish Financial Statements Act and to the cash flow statement included in the consolidated financial statements of ConvaTec Group PLC, the Company has not prepared a cash flow statement.

#### **Recognition and measurement**

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

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

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

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

#### **Translation policies**

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement.

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

#### 19 Accounting Policies (continued)

arose are recognised in financial income and expenses in the income statement.

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

#### Segment information on revenue

For competitive reasons, the Company has not provided information on revenue distribution by business and geographic segments.

#### **Income Statement**

#### Revenue

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

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

#### Other operating income

Other operating income comprise items of a secondary nature to the main activities of the Company, including royalties and management fees received.

#### Changes in inventories of finished goods and work in progress

Changes in inventories of finished goods and work in progress comprise decreases or increases for the financial year in inventories of finished goods and work in progress. This item includes ordinary writedowns of such inventories. Changes in inventories of raw materials are included in costs of raw materials and consumables.

#### Expenses for raw materials and consumables

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

#### Other external expenses

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

Other external expenses also include research and development costs that do not qualify for capitalisation.

#### 19 Accounting Policies (continued)

#### **Staff expenses**

Staff expenses comprise wages and salaries as well as payroll expenses other than production wages.

#### **Share-based payments**

Equity-settled share-based payments to employees etc. are measured at the fair value of the award on the grant date. The fair value of the awards at the date of the grant, which is estimated to be equal to the market value, is expensed in the income statement (staff expenses) over the vesting period, with appropriate adjustments being made during the period to reflect expected and actual forfeitures. The corresponding adjustment is reversed through equity (retained earnings).

#### **Amortisation and depreciation**

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

#### Income from investments in subsidiaries

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

#### Financial income and expenses

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

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

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

The Company is jointly taxed with Danish group enterprises. The tax effect of the joint taxation is allocated to enterprises in proportion to their taxable incomes.

19 Accounting Policies (continued)

#### **Balance Sheet**

#### **Intangible assets**

Intellectual property rights etc. comprise development projects completed and in progress with related intellectual property rights, acquired intellectual property rights and prepayments for intangible assets.

Development projects on clearly defined and identifiable products and processes, for which the technical rate of utilisation, adequate resources and a potential future market or development opportunity in the enterprise can be established, and where the intention is to manufacture, market or apply the product or process in question, are recognised as intangible assets. Other development costs are recognised as costs in the income statement as incurred.

The cost of development projects comprises costs such as salaries and amortisation that are directly and indirectly attributable to the development projects.

Indirect production costs in the form of indirect attributable staff costs and amortisation of intangible assets and depreciation on property, plant and equipment used in the development process are recognised in cost based on time spent on each project.

Completed development projects are amortised on a straight-line basis over five years. For development projects protected by intellectual property rights, the maximum amortisation period is the remaining duration of the relevant rights. Development projects are written down to the lower of recoverable amount and carrying amount.

Intellectual property rights acquired are measured at cost less accumulated amortisation. Patents are amortised over their remaining duration, and licences are amortised over the term of the agreement, but over no more than 20 years.

Intellectual property rights etc. are written down to the lower of recoverable amount and carrying amount.

#### 19 Accounting Policies (continued)

#### Property, plant and equipment

Land and buildings, plant and machinery as well as other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses. Land is not depreciated.

Cost comprises the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation. For self-manufactured assets, cost comprises direct and indirect costs of materials, components, subsuppliers and labour costs.

Indirect production costs in the form of indirect attributable staff costs and amortisation of intangible assets and depreciation of property, plant and equipment used in the development process are recognised in cost based on time spent on each asset.

The basis of depreciation is cost less estimated residual value after the end of useful life. Straight-line depreciation is made on the basis of the following estimated useful lives of the assets:

Buildings 20-25 years
Plant and machinery 5-7 years
Other fixtures and fittings etc. 3-4 years

Depreciation period and residual value are reassessed annually.

#### Impairment of fixed assets

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

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

#### Investments in subsidiaries

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

#### Other fixed asset investments

Other fixed asset investments consist of Receivables from group enterprises.

#### **Inventories**

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

The net realisable value of inventories is calculated at the amount expected to be generated by sale of the inventories in the process of normal operations with deduction of selling expenses. The net realisable

#### 19 Accounting Policies (continued)

value is determined allowing for marketability, obsolescence and development in expected selling price.

The cost of goods for resale, raw materials and consumables equals landed cost.

The cost of finished goods and work in progress comprises the cost of raw materials, consumables and direct labour with addition of indirect production costs. Indirect production costs comprise the cost of indirect materials and labour as well as maintenance and depreciation of the machinery, factory buildings and equipment used in the manufacturing process as well as costs of factory administration and management. Financing costs are not included in cost.

#### Receivables

Receivables are measured in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts.

#### **Equity**

#### Dividend

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

#### Deferred tax assets and liabilities

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

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

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

#### Current tax receivables and liabilities

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

#### 19 Accounting Policies (continued)

#### **Financial debts**

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

## **Financial Highlights**

#### **Explanation of financial ratios**

Gross margin Gross profit x 100

Revenue

Profit margin Profit before financials x 100

Revenue

Return on assets Profit before financials x 100

Total assets

Solvency ratio Equity at year end x 100

Total assets at year end

Return on equity Net profit for the year x 100

Average equity