

**Hans Schourup A/S**  
Sletvej 2D  
8310 Tranbjerg J  
Central Business Registration No  
65835118

## **Annual report 2016**

The Annual General Meeting adopted the annual report on 20.02.2017

**Chairman of the General Meeting**



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Name: Erik Løber

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## Entity details

### Entity

Hans Schourup A/S  
Sletvej 2D  
8310 Tranbjerg J

Central Business Registration No: 65835118

Registered in: Aarhus

Financial year: 01.01.2016 - 31.12.2016

Phone: 86146244

Fax: 86146274

Website: [www.hans-schourup.dk](http://www.hans-schourup.dk)

### Board of Directors

Erik Løber, Chairman

Poul Johannes Jensen

Søren Leth Ankerstjerne

### Executive Board

Troels Højgaard Jensen, CEO

### Auditors

Deloitte Statsautoriseret Revisionspartnerselskab

City Tower, Værkmestergade 2

8000 Aarhus C

## Statement by Management on the annual report

The Board of Directors and the Executive Board have today considered and approved the annual report of Hans Schourup A/S for the financial year 01.01.2016 - 31.12.2016.

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

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2016 and of the results of its operations for the financial year 01.01.2016 - 31.12.2016.

We believe that the management commentary contains a fair review of the affairs and conditions referred to therein.

We recommend the annual report for adoption at the Annual General Meeting.

Aarhus, 20.02.2017

### Executive Board



Troels Højgaard Jensen  
CEO

### Board of Directors



Erik Løber  
Chairman



Poul Johannes Jensen



Søren Leth Ankerstjerne

## Independent auditor's report

### To the shareholders of Hans Schourup A/S

#### Opinion

We have audited the financial statements of Hans Schourup A/S for the financial year 01.01.2016 - 31.12.2016, which comprise the 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 Entity's financial position at 31.12.2016 and of the results of its operations for the financial year 01.01.2016 - 31.12.2016 in accordance with the Danish Financial Statements Act.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the Auditor's responsibilities for the audit of the financial statements section of this auditor's report. We are independent of the Entity in accordance with the International Ethics Standards Board of 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 Entity's ability to continue as a going concern, for disclosing, as applicable, matters related to going concern, and for using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

#### Auditor's responsibilities for the audit of the financial statements

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

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

## Independent auditor's report

- 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 Entity'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 Entity'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 Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures in the notes, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

### **Statement on the management commentary**

Management is responsible for the management commentary.

Our opinion on the financial statements does not cover the management commentary, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the management commentary and, in doing so, consider whether the management commentary is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

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

## Independent auditor's report

Based on the work we have performed, we conclude that the management commentary is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement of the management commentary.

Aarhus, 20.02.2017

### **Deloitte**

Statsautoriseret Revisionspartnerselskab

Central Business Registration No: 33963556



Klaus Tvede-Jensen

State Authorised Public Accountant



Lars Svoldgaard Andersen

State Authorised Public Accountant

## Management commentary

### Primary activities

The Company is engaged in design of warehouses, storage rooms, workshops and employee break rooms.

### Development in activities and finances

In 2016, the Company saw a considerable increase in revenue. The progress is mainly created by organic growth in the Company's primary business areas and markets. In 2016, the Company's earnings also heavily improved through revenue growth. This development has given the following results:

- EBIT of DKK 2.44m
- Equity of DKK 4.46m
- Solvency ratio of 34%
- Positive cash flow.

Management considers financial performance for the year satisfactory.

### Outlook

Management expects that the positive development will continue. The Company will also in future be well-positioned in the core business areas. Moreover, Management expects to launch further market-oriented initiatives in 2017. Overall, this is expected to support the positive development and to enhance the Company's financial performance and development.

### Events after the balance sheet date

No events have occurred after the balance sheet date to this date, which would influence the evaluation of this annual report.



## Income statement for 2016

|  | <u>Notes</u> | <u>2016<br/>DKK</u>     | <u>2015<br/>DKK</u>       |
|--|--------------|-------------------------|---------------------------|
| <b>Gross profit</b>                              |              | <b>10.928.476</b>       | <b>6.264.359</b>          |
| Staff costs                                      | 1            | (8.483.991)             | (7.813.010)               |
| Depreciation, amortisation and impairment losses | 2            | <u>(68.864)</u>         | <u>50.148</u>             |
| <b>Operating profit/loss</b>                     |              | <b>2.375.621</b>        | <b>(1.498.503)</b>        |
| Other financial income                           |              | 32.177                  | 46.943                    |
| Other financial expenses                         | 3            | <u>(107.826)</u>        | <u>(122.604)</u>          |
| <b>Profit/loss before tax</b>                    |              | <b>2.299.972</b>        | <b>(1.574.164)</b>        |
| Tax on profit/loss for the year                  | 4            | <u>(511.300)</u>        | <u>340.350</u>            |
| <b>Profit/loss for the year</b>                  |              | <b><u>1.788.672</u></b> | <b><u>(1.233.814)</u></b> |
| <b>Proposed distribution of profit/loss</b>      |              |                         |                           |
| Retained earnings                                |              | <u>1.788.672</u>        | <u>(1.233.814)</u>        |
|  |              | <b><u>1.788.672</u></b> | <b><u>(1.233.814)</u></b> |

## Balance sheet at 31.12.2016

|  | <u>Notes</u> | <u>2016<br/>DKK</u>      | <u>2015<br/>DKK</u>      |
|--|--------------|--------------------------|--------------------------|
| Other fixtures and fittings, tools and equipment |              | 65.670                   | 53.890                   |
| Leasehold improvements                           |              | 187.148                  | 179.537                  |
| <b>Property, plant and equipment</b>             | <b>5</b>     | <b><u>252.818</u></b>    | <b><u>233.427</u></b>    |
| Deposits   |              | 62.638                   | 62.638                   |
| <b>Fixed asset investments</b>                   | <b>6</b>     | <b><u>62.638</u></b>     | <b><u>62.638</u></b>     |
| <b>Fixed assets</b>                              |              | <b><u>315.456</u></b>    | <b><u>296.065</u></b>    |
| Manufactured goods and goods for resale          |              | 5.344.950                | 3.729.642                |
| <b>Inventories</b>                               |              | <b><u>5.344.950</u></b>  | <b><u>3.729.642</u></b>  |
| Trade receivables                                |              | 6.390.374                | 4.688.060                |
| Receivables from group enterprises               |              | 52.544                   | 957.501                  |
| Deferred tax                                     |              | 95.962                   | 434.338                  |
| Prepayments                                      |              | 339.478                  | 421.775                  |
| <b>Receivables</b>                               |              | <b><u>6.878.358</u></b>  | <b><u>6.501.674</u></b>  |
| <b>Cash</b>                                      |              | <b><u>6.526</u></b>      | <b><u>128.088</u></b>    |
| <b>Current assets</b>                            |              | <b><u>12.229.834</u></b> | <b><u>10.359.404</u></b> |
| <b>Assets</b>                                    |              | <b><u>12.545.290</u></b> | <b><u>10.655.469</u></b> |

## Balance sheet at 31.12.2016

|  | <u>Notes</u> | <u>2016</u><br><u>DKK</u> | <u>2015</u><br><u>DKK</u> |
|--|--------------|---------------------------|---------------------------|
| Contributed capital                              |              | 1.400.000                 | 1.400.000                 |
| Retained earnings                                |              | 2.846.063                 | 1.057.391                 |
| <b>Equity</b>                                    |              | <b>4.246.063</b>          | <b>2.457.391</b>          |
| Bank loans                                       |              | 312.717                   | 0                         |
| Prepayments received from customers              |              | 164.483                   | 0                         |
| Trade payables                                   |              | 4.418.264                 | 4.846.113                 |
| Income tax payable                               |              | 172.924                   | 0                         |
| Other payables                                   |              | 3.230.839                 | 3.351.965                 |
| <b>Current liabilities other than provisions</b> |              | <b>8.299.227</b>          | <b>8.198.078</b>          |
| <b>Liabilities other than provisions</b>         |              | <b>8.299.227</b>          | <b>8.198.078</b>          |
| <b>Equity and liabilities</b>                    |              | <b>12.545.290</b>         | <b>10.655.469</b>         |
| Unrecognised rental and lease commitments        | 7            |                           |                           |
| Contingent liabilities                           | 8            |                           |                           |
| Mortgages and securities                         | 9            |                           |                           |

## Statement of changes in equity for 2016

|                           | <b>Contributed<br/>capital<br/>DKK</b> | <b>Retained<br/>earnings<br/>DKK</b> | <b>Total<br/>DKK</b> |
|---------------------------|--|--------------------------------------|----------------------|
| Equity beginning of year  | 1.400.000                              | 1.057.391                            | 2.457.391            |
| Profit/loss for the year  | 0                                      | 1.788.672                            | 1.788.672            |
| <b>Equity end of year</b> | <b>1.400.000</b>                       | <b>2.846.063</b>                     | <b>4.246.063</b>     |

## Notes

|  | <b>2016</b>      | <b>2015</b>      |
|--|------------------|------------------|
|  | <b>DKK</b>       | <b>DKK</b>       |
| <b>1. Staff costs</b>  |                  |                  |
| Wages and salaries   | 7.253.405        | 6.637.516        |
| Pension costs  | 1.132.092        | 1.079.510        |
| Other social security costs  | 98.494           | 95.984           |
|  | <b>8.483.991</b> | <b>7.813.010</b> |
| <br>   |                  |                  |
| Average number of employees  | <b>13</b>        | <b>13</b>        |
|  |                  |                  |
|  | <b>2016</b>      | <b>2015</b>      |
|  | <b>DKK</b>       | <b>DKK</b>       |
| <b>2. Depreciation, amortisation and impairment losses</b>                   |                  |                  |
| Depreciation of property, plant and equipment                                | 68.864           | 40.352           |
| Profit/loss from sale of intangible assets and property, plant and equipment | 0                | (90.500)         |
|  | <b>68.864</b>    | <b>(50.148)</b>  |
|  |                  |                  |
|  | <b>2016</b>      | <b>2015</b>      |
|  | <b>DKK</b>       | <b>DKK</b>       |
| <b>3. Other financial expenses</b>   |                  |                  |
| Financial expenses from group enterprises                                    | 0                | 41.199           |
| Interest expenses  | 107.826          | 81.405           |
|  | <b>107.826</b>   | <b>122.604</b>   |
|  |                  |                  |
|  | <b>2016</b>      | <b>2015</b>      |
|  | <b>DKK</b>       | <b>DKK</b>       |
| <b>4. Tax on profit/loss for the year</b>                                    |                  |                  |
| Tax on current year taxable income   | 172.924          | 0                |
| Change in deferred tax for the year  | 338.376          | (340.350)        |
|  | <b>511.300</b>   | <b>(340.350)</b> |

## Notes

|   | <b>Other<br/>fixtures and<br/>fittings,<br/>tools and<br/>equipment<br/>DKK</b> | <b>Leasehold<br/>improve-<br/>ments<br/>DKK</b> |
|---|---|---|
| <b>5. Property, plant and equipment</b>                                     |   |   |
| Cost beginning of year  | 1.261.763   | 188.376   |
| Additions   | 33.991  | 54.263  |
| Disposals   | (29.724)  | 0   |
| <b>Cost end of year</b>   | <b>1.266.030</b>  | <b>242.639</b>                                  |
| Depreciation and impairment losses beginning of the year                    | (1.207.872)   | (8.839)   |
| Depreciation for the year   | (22.212)  | (46.652)  |
| Reversal regarding disposals  | 29.724  | 0   |
| <b>Depreciation and impairment losses end of the year</b>                   | <b>(1.200.360)</b>  | <b>(55.491)</b>                                 |
| <b>Carrying amount end of year</b>  | <b>65.670</b>   | <b>187.148</b>                                  |
|   |   | <b>Deposits<br/>DKK</b>                         |
| <b>6. Fixed asset investments</b>   |   |   |
| Cost beginning of year  |   | 62.638  |
| <b>Cost end of year</b>   |   | <b>62.638</b>                                   |
| <b>Carrying amount end of year</b>  |   | <b>62.638</b>                                   |
|   | <b>2016<br/>DKK</b>   | <b>2015<br/>DKK</b>                             |
| <b>7. Unrecognised rental and lease commitments</b>                         |   |   |
| Hereof liabilities under rental or lease agreements until maturity in total | <b>956.516</b>  | <b>1.640.168</b>                                |
| <b>8. Contingent liabilities</b>  |   |   |

The Entity participates in a Danish joint taxation arrangement in which Brødrene Kier A/S serves as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Entity is therefore liable from the financial year 2013 for income taxes etc for the jointly taxed entities, and from 1 July 2012 for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed entities. The total known net liability of the jointly taxed entities under the joint taxation arrangement is evident from the administration company's financial statements.

## Notes

### **9. Mortgages and securities**

A floating charge has been provided, secured on unsecured claims relating to the sale of goods and services. The floating charge amounts to DKK 3,000k at 31.12.2016. The carrying amount of the asset charged is DKK 6,390k.

## Accounting policies

### Reporting class

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class B enterprises with addition of certain provisions for reporting class C.

The accounting policies applied to these financial statements are consistent with those applied last year.

### Recognition and measurement

Assets are recognised in the balance sheet when it is probable as a result of a prior event that future economic benefits will flow to the Entity, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably.

On initial recognition, assets and liabilities are measured at cost. Measurement subsequent to initial recognition is effected as described below for each financial statement item.

Anticipated risks and losses that arise before the time of presentation of the annual report and that confirm or invalidate affairs and conditions existing at the balance sheet date are considered at recognition and measurement.

Income is recognised in the income statement when earned, whereas costs are recognised by the amounts attributable to this financial year.

### Income statement

#### Gross profit or loss

Gross profit or loss comprises revenue, changes in inventories of finished goods and external expenses.

#### Revenue

Revenue from the sale of manufactured goods and goods for resale is recognised in the income statement when delivery is made and risk has passed to the buyer. Revenue is recognised net of VAT, duties and sales discounts and is measured at fair value of the consideration fixed.

#### Costs of raw materials and consumables

Costs of raw materials and consumables comprise the consumption of raw materials and consumables for the financial year after adjustment for changes in inventories of these goods from the beginning to the end of the year. This item includes shrinkage, if any, and ordinary writedowns of the relevant inventories.

#### Other external expenses

Other external expenses include expenses relating to the Entity's ordinary activities, including expenses for premises, stationery and office supplies, marketing costs, etc. This item also includes writedowns of receivables recognised in current assets.



## Accounting policies

### Staff costs

Staff costs comprise salaries and wages as well as social security contributions, pension contributions, etc for entity staff.

### Depreciation, amortisation and impairment losses

Amortisation, depreciation and impairment losses relating to intangible assets and property, plant and equipment comprise amortisation, depreciation and impairment losses for the financial year, calculated on the basis of the residual values and useful lives of the individual assets and impairment testing as well as gains and losses from the sale of intangible assets as well as property, plant and equipment.

### Other financial income

Other financial income comprises dividends etc received on other investments, interest income, including interest income on receivables from group enterprises, net capital gains on securities, payables and transactions in foreign currencies, amortisation of financial assets as well as tax relief under the Danish Tax Prepayment Scheme etc.

### Other financial expenses

Other financial expenses comprise interest expenses, including interest expenses on payables to group enterprises, net capital losses on securities, payables and transactions in foreign currencies, amortisation of financial liabilities as well as tax surcharge under the Danish Tax Prepayment Scheme etc.

### Tax on profit/loss for the year

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

### Balance sheet

#### Property, plant and equipment

Other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses.

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

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:

|  |            |
|--|------------|
| Other fixtures and fittings, tools and equipment | 3-10 years |
|--|------------|

Estimated useful lives and residual values are reassessed annually.

Items of property, plant and equipment are written down to the lower of recoverable amount and carrying amount.

## Accounting policies

### Inventories

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

Cost consists of purchase price plus delivery costs.

The net realisable value of inventories is calculated as the estimated selling price less completion costs and costs incurred to execute sale.

### Receivables

Receivables are measured at amortised cost, usually equalling nominal value less writedowns for bad and doubtful debts.

### Deferred tax

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

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

### Prepayments

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

### Cash

Cash comprises cash in hand and bank deposits.

### Other financial liabilities

Other financial liabilities are measured at amortised cost, which usually corresponds to nominal value.

### Prepayments received from customers

Prepayments received from customers comprise amounts received from customers prior to delivery of the goods agreed or completion of the service agreed.

### Income tax receivable or payable

Current tax payable or receivable is recognised in the balance sheet, stated as tax computed on this year's taxable income, adjusted for prepaid tax