

Arla Foods Trading A/S

Sønderhøj 14

8260 Viby J

CVR No. 73444217

Annual Report 2019

The Annual Report was presented and approved at the Annual General Meeting of the Company on 22 May 2020

Peter Stenholt Randrup
Chairman

Arla Foods Trading A/S

Contents

Management's Statement	3
Independent Auditors' Report	4
Company details	6
Management's Review	7
Accounting Policies	8
Income Statement	11
Balance Sheet	12
Statement of changes in Equity	14
Notes	15

Management's Statement

Today, Management has considered and approved the Annual Report of Arla Foods Trading A/S for the financial year 1 January 2019 - 31 December 2019.

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 assets, liabilities and financial position of the Company at 31 December 2019 and of the results of the Company's operations for the financial year 1 January 2019 - 31 December 2019.

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

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

Aarhus, 22 May 2020

Executive Board

Carsten Just Andersen
Director

Board of Directors

John Duus Andresen
Chairman

Lars Jepsen
Member

Joris Andersen
Member

Independent Auditors' Report

To the shareholders of Arla Foods Trading A/S

Opinion

We have audited the financial statements of Arla Foods Trading A/S for the financial year 1 January 2019 - 31 December 2019, which comprise an income statement, balance sheet, statement of changes in equity and notes, including 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 2019 and of the results of the Company's operations for the financial year 1 January 2019 - 31 December 2019 in accordance with the Danish Financial Statements Act.

Basis of opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibility under those standards and requirements are further described in the "Auditors' responsibility for the audit of the financial statements" section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Company in accordance with International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these rules and requirements.

Management's responsibility 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 considers 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 either liquidate the Company or suspend operations, or has no realistic alternative but to do so.

The auditor's responsibility for the audit of the financial statements

Our objective is to obtain reasonable assurance as to whether the financial statements are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is no guarantee that an audit conducted in accordance with ISAs and additional requirements applicable in Denmark will always detect material misstatements. 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 taken on the basis of these financial statements.

Independent auditor's report

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

- * Identify and assess the risk of material misstatements in 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 one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations or override of internal control.

Independent Auditors' Report

- * 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 whether the accounting policies used are appropriate and whether the accounting estimates and the related disclosures made by Management are reasonable.
- * 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 auditors' 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 auditors' 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 note 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 which we identify during our audit.

Statement on Management's Review

Management is responsible for the Management's review.

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

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

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

Based on the work we have performed, we can conclude that the 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 misstatements of the Management's review.

Aarhus, 22 May 2020

Ernst & Young

Godkendt Revisionspartnerselskab

CVR-no. 30700228

Henrik Kronborg Iversen
State Authorised Public Accountant
mne24687

Jan K. Mortensen
State Authorised Public Accountant
mne40030

Arla Foods Trading A/S

Company details

Company	Arla Foods Trading A/S Sønderhøj 14 8260 Viby J
Telephone	89381000
CVR No.	73444217
Board of Directors	John Duus Andresen Lars Jepsen Joris Andersen
Executive Board	Carsten Just Andersen, Director
Auditors	Ernst & Young Godkendt Revisionspartnerselskab Værkmestergade 25 8100 Aarhus C CVR-no.: 30700228

Management's Review

The Company's principal activities

The Company's principal activities consist in export of a number of food products outside the dairy segment. The Company also has a booth in Torvehallerne in Copenhagen and a store in Aarhus, as well as a webshop for marketing of the UNIKA assortment.

Development in activities and financial matters

The Company's Income Statement of the financial year 1 January 2019 - 31 December 2019 shows a result of kDKK -784 and the Balance Sheet at 31 December 2019 a balance sheet total of kDKK 12.277 and an equity of kDKK 1.569.

Post financial year events

In March 2020 the Covid-19 pandemic began impacting Denmark and other markets. The short term impact for the Company has resulted in changes to our sales mix with a shift between sectors and certain product areas. Overall levels of revenue remain consistent. The long-term impact is highly uncertain at this point in time, however the general consumption levels of dairy products are not expected to change significantly.

Accounting Policies

Reporting Class

The Annual Report of Arla Foods Trading A/S for 2019 has been presented in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting class B, with the adoption of individual rules from class C.

Accounting policies has been changed as follows:

The company has opted to change the disclosure of the 2019 statutory accounts from a statement of profit and loss by function to a statement of profit and loss by nature. This aligns with current internal management reporting requirements. Hence, comparatives for 2018 are changed.

Apart from the above mentioned fields, the accounting policies are consistent with those of the previous year.

Reporting currency

The Annual Report is presented in Danish kroner.

Translation policies

Transactions in foreign currencies are translated into DKK at the exchange rate prevailing at the date of transaction. Monetary assets and liabilities in foreign currencies are translated into DKK based on the exchange rates prevailing at the balance sheet day. Realised and unrealised foreign exchange gains and losses are included in the Income Statement under Financial Income and Expenses.

Income Statement

Gross profit/loss

The Company has decided to aggregate certain items of the Income Statement in accordance with the provisions of Section 32 of the Danish Financial Statements Act.

Gross profit is a combination of the items of revenue, change in inventories of finished goods, work in progress and goods for resale, other operation income, cost of raw and consumables and other external expenses.

Revenue

Revenue is recognised in the income statement if the goods have been delivered and the risk has passed to the buyer before year-end and if the revenue can be reliably calculated and expected to be received. Revenue is recognised exclusive VAT, duties and net of sales discounts.

Raw materials and consumables used

Costs for raw materials and consumables includes the purchase of goods and services for the purpose of resale hereof.

Other external expenses

Other external costs include costs for distribution, sales, advertising, administration, premises. loss of debtors etc.

Staff costs

Staff costs comprise wages, salaries and other pay-related costs, such as sickness benefits for enterprise employees less wage/salary reimburement, pensions and social security costs.

Depreciation and impairment of tangible assets

Depreciation and impairment of tangible assets has been performed based on a continuing assessment of the useful life of the assets in the Company. Non-current assets are amortised on a straight line basis, based on cost, on the basis of the following assessment of useful life.

Accounting Policies

Financial income and expenses

Financial income and expenses are recognised in the Income Statement based on the amounts that concern the financial year.

Tax on net profit for the year

Tax on net profit/loss for the year comprises current tax on expected taxable income of the year and the year's adjustment of deferred tax less the part of the tax of the year that relates to changes in equity. Current and deferred tax regarding changes in equity is recognised directly in equity.

The Company and the Danish associates are taxed jointly. The Danish income tax is distributed between profit- and loss-making Danish enterprises in relation to their taxable income (full distribution).

Accounting Policies

Balance Sheet

Tangible assets

Tangible assets are measured at cost on initial recognition and subsequently at cost less accumulated depreciation and impairment losses.

The depreciable amount is calculated taking into consideration the residual value of the asset at the end of its useful life, reduced by impairment losses, if any. The depreciation period and the residual value are determined at the data of acquisition. If the residual value exceeds the carrying amount of the asset, depreciation is discontinued.

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

Cost includes the purchase price and expenses directly related to the acquisition until the time when the asset is ready for use. The cost of self-constructed assets includes costs for materials, components, subcontractors, direct payroll costs and indirect production costs.

The cost of composite asset is disaggregated into components, which are separately depreciated if the useful lives of the individual components differ.

Other fixtures and fittings, tools and equipment

Useful life

5 years

Inventories

Inventories are measured at cost on the basis of the FIFO principle. Where the net realisable value is lower than cost, the inventories are written down to this lower value.

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

Receivables

Receivables are measured at amortised cost which usually corresponds to the nominal value. The value is reduced by write-downs for expected bad debts.

Liabilities

Liabilities are measured at amortised cost.

Current tax liabilities

Current tax liabilities and current tax receivables are recognised in the Balance Sheet as calculated tax on the expected taxable income for the year, adjusted for tax on taxable income for previous years as well as for tax prepaid.

Income Statement

	Note	2019 kDKK	2018 kDKK
Gross profit		1.677	1.204
Staff costs	1	-2.723	-1.963
Depreciation, amortisation and impairment losses		-58	-58
Operating profit		-1.104	-817
Financial income from group companies		154	13
Other financial income		0	15
Financial costs		-16	-8
Profit before tax		-966	-797
Tax	2	182	179
Profit for the year		-784	-618
Proposed distribution of results			
Retained earnings		-784	-618
Distribution of profit		-784	-618

Arla Foods Trading A/S

Balance Sheet as of 31 December

	Note	2019 kDKK	2018 kDKK
Assets			
Fixtures, fittings, tools and equipment	3	49	107
Property, plant and equipment		49	107
Fixed assets		49	107
Finished goods and goods for resale		234	435
Inventories		234	435
Trade receivables		1.444	2.573
Receivables from group companies		10.023	3.278
Current tax		212	179
Other receivables		310	463
Receivables		11.989	6.493
Cash and cash equivalents		5	7
Current assets		12.228	6.935
Assets		12.277	7.042

Arla Foods Trading A/S

Balance Sheet as of 31 December

	Note	2019 kDKK	2018 kDKK
Liabilities and equity			
Contributed capital		503	503
Retained earnings		1.066	-150
Equity		1.569	353
Trade payables		3.365	3.448
Payables to group companies		6.399	2.759
Other payables		944	482
Short-term liabilities		10.708	6.689
Liabilities		10.708	6.689
Liabilities and equity		12.277	7.042
Contingent liabilities	4		
Related parties	5		

Arla Foods Trading A/S

Statement of changes in Equity

	Contributed capital	Retained earnings	Total
Equity 1 January 2019	503	-150	353
Increase of capital	0	2.000	2.000
Profit (loss)	0	-784	-784
Equity 31 December 2019	503	1.066	1.569

Except for the increase of share capital by DKK 1.000 in 2016, the share capital has remained unchanged for the past 5 years.

The company's share capital consists of 503 shares with a nominal value of DKK 1.000 or multiples thereof.

Notes

	2019 kDKK	2018 kDKK
1. Staff costs		
Wages and salaries	2.464	1.810
Pension	243	143
Social security contributions	16	10
	<u>2.723</u>	<u>1.963</u>
Average number of employees	<u>6</u>	<u>4</u>
No remuneration was paid out during the financial year to Management and Board of Directors.		
2. Tax		
Current tax this year	-212	-179
Adjustment of tax regarding previous years	30	0
	<u>-182</u>	<u>-179</u>
3. Fixtures, fittings, tools and equipment		
Cost at 1 January	<u>1.306</u>	<u>1.306</u>
Cost at 31 December	<u>1.306</u>	<u>1.306</u>
Depreciation and impairments at 1 January	-1.199	-1.141
Depreciation for the year	-58	-58
Depreciation and impairments at 31 December	<u>-1.257</u>	<u>-1.199</u>
Carrying amount at 31 December	<u>49</u>	<u>107</u>

4. Contingent liabilities

The company has joint and several tax liability, with other Danish group companies for company taxes. This also includes withholding taxes on dividends, interest and royalties within the group. The total known net tax liability of the jointly taxed companies is shown in the management company's annual accounts of Arla Foods Holding A/S CVR no 27466052. Any subsequent corrections to co-taxation income and withholding tax etc. could result in the company's liability being higher or lower.

No contingent liabilities exist at the balance sheet date.

5. Related parties

Consolidated financial statements:

The Company is a wholly owned subsidiary of AF A/S, Viby J and is included in the consolidated financial statements of Arla Foods Amba. The consolidated financial statements can be obtained at the following address: Arla Foods Amba, Sønderhøj 14, 8260 Viby J.